



**What is evangelism?** Evangelism is the proclaiming of the gospel (1 Cor. 15:1-4), the good news of and about Jesus Christ. Therefore, the gospel is a communicated message—in oral (Luke 7:22; Rom. 10:14-17) and/or written (Luke 1:1-4) form.

**Why do we need to evangelize?** 1) Seeking and saving the lost was a primary purpose of Jesus coming to earth (Luke 19:10); 2) We are commanded to do so (Mark 16:15, Matt. 28:18-20); 3) The Holy Spirit equips us for it (Acts 1:8); 4) It's a tangible demonstration of our love for God (John 14:15) and others—as people get saved by hearing and responding to the gospel (Rom. 10:14-17; 2 Cor. 5:19-20); 5) It gives glory to God through our yielding to His will (2 Pet. 3:9); proclaiming His truth; and being salt & light in the world (Matt. 5:13-16).

**How do we evangelize?** Although there are many ways in which we can communicate the gospel, our aim should be to always remain biblical and Christ-centered—clinging to the example of Jesus, the apostles, and New Testament church, while avoiding various false teachings and popular fads that may compromise the integrity of God's timeless message of salvation. Instead of trying to cover every way to share your faith imaginable, we have chosen to emphasize a biblical method that is rooted in Scripture, commended by respected church leaders around the world, and emulates how Jesus and the apostles often communicated the gospel ([www.wayofthemaster.com](http://www.wayofthemaster.com)). Remember, the good news of Christ dying for one's sin is only good news to people that believe they are sinners in need of saving. Examining God's law helps us convey the true spiritual condition of the people with whom we share. Galatians 3:24 reminds us of the role of the Law: ***“Therefore the Law has become our tutor to lead us to Christ, so that we may be justified by faith.”***

**Converse with a Purpose: *Relate, Create, Convict, Reveal***  
Read the story of Jesus with the woman at the well in John 4:1-26.

\*How did Jesus first find a way to “relate” to this stranger?

\*How did Jesus “create” a spiritual conversation?

\*How did Jesus “convict” the woman?

\*How did Jesus “reveal” Himself?

***Using this interaction between Jesus and this stranger can help us remember how we too can speak about Christ to strangers (or anyone):***

- 1) **Relate:** Begin by making smalltalk (say hi, mention the weather, football, current events, etc.). The idea is to take interest in the person you're talking to. Engage them in conversation and put them at ease. **John 4:7:** "...will you give me a drink?"
- 2) **Create:** Find an opportunity to swing the conversation to spiritual matters. Giving someone a tract can be an easy way to do this, or you can do something as simple as asking "Have you ever wondered what happens when someone dies?" If you are alert for opportunities, you can work it into the conversation naturally. **John 4:10:** "If you knew the gift of God..."
- 3) **Convict:** Use God's Law (summed by the Ten Commandments) to lead the person to an understanding of the seriousness of his/her sin and of its consequences. **John 4:17-18:** "You are right when you say you have no husband... you have had five husbands, and the man you now have is not your husband."
- 4) **Reveal:** When you see evidence of conviction of sins, then you reveal the good news of the grace offered by Christ's sacrifice. **John 4:26:** "I, the one speaking to you—I am [the Messiah]."

Looking at another of Jesus' interactions, we can easily remember how to follow in His footsteps in helping a sinner recognize the reality of their sin and the consequence of breaking God's Law.

### **Read Mark 10:17-22**

**\*How did Jesus correct the man's understanding of goodness?**

**\*How did Jesus assess the man's potential for eternal life?**

**\*What emotion motivated Jesus to point out what the man "lacked" spiritually?**

**\*After Jesus conveys God's standard and points specifically to an area of weakness in the man, how does the man respond?**

### **W.D.J.D. (What Did Jesus Do?)**

*It's time to think through and practice specific things you might say to both reveal one's need for salvation, and reveal the Savior Himself.*

### **Would you Consider Yourself to be a Good Person?**

Asking this will likely quickly reveal that the person's perception of his/herself is not in line with God's view of him/her.

### **Verses to Remember**

**Ecc. 7:10:** "There is not a righteous man on earth who does good and never sins."

**Prov. 20:9:** *"Who can say, 'I have kept my heart pure; I am clean and without sin'?"*  
**Rom. 3:10:** *"As it is written: "None is righteous, no, not one"*

### **Do You Think You've Kept the Ten Commandments?**

Walking people through a selection of the Ten Commandments will help them see where they (like everyone) have not met God's standard of goodness.

#### **Verses to Remember**

**Rom. 7:7:** *"I would not have known what sin was had it not been for the law. For I would not have known what coveting really was if the law had not said, 'You shall not covet.'"*

**Rom. 7:13:** *"...So that through the commandment sin might become utterly sinful."*

**Rev. 21:8:** *"...all liars--they will be consigned to the fiery lake of burning sulfur. This is the second death."*

**Matt. 5:27-28:** *"You have heard that it was said, 'You shall not commit adultery.' But I tell you that anyone who looks at a woman lustfully has already committed adultery with her in his heart."*

**Matt. 5:21-22:** *"You have heard that it was said to the people long ago, 'You shall not murder, and anyone who murders will be subject to judgment.' But I tell you that anyone who is angry with a brother or sister will be subject to judgment. Again, anyone who says to a brother or sister... You fool!' will be in danger of the fire of hell."*

### **Judgment**

Ask if God judged the person based on the Ten Commandments, would he/she be innocent or guilty?

#### **Verses to Remember**

**Heb. 9:27:** *"...people are destined to die once, and after that to face judgment."*

**Rom. 2:5:** *"But because of your stubbornness and your unrepentant heart, you are storing up wrath against yourself for the day of God's wrath, when his righteous judgment will be revealed."*

### **Destiny**

At this point ask the non-Christian what his destiny ought to be: heaven or hell. If the Holy Spirit is pricking the person's conscience, then they must answer that they are destined for hell.

#### **Verses to Remember**

**Matthew 25:46:** *"Then they will go away to eternal punishment, but the righteous to eternal life."*

***If the person does not "walk away" like the Rich Young Ruler, get ready—you're about to share some extremely good news! This is how you can "CRAFT" the gospel!***

## **Concern/Cross**

First we ask the person if it concerns them that if they died right now, they would be destined for hell. If they are not concerned, then go back through the Law and reiterate the seriousness of their crimes before God. If they're still not concerned, then you skip to the T in CRAFT. If they say they are concerned, then you tell them about the Cross and what Jesus did so they would not only be able to escape hell, but have heaven as their home!

### **Verses to Remember**

**Rom. 5:8:** *"but God shows his love for us in that while we were still sinners, Christ died for us."*

**Rom. 6:23:** *"For the wages of sin is death, but the gift of God is eternal life in Christ Jesus our Lord."*

**John 3:16:** *"For God so loved the world, that he gave his only Son, that whoever believes in him should not perish but have eternal life."*

## **Repentance And Faith**

Say something like, "In order for Jesus' atonement to be applied to you, you must repent (turn from sin), and put your faith in Christ alone for forgiveness and salvation."

### **Verses to Remember**

**2 Pet. 3:9:** *"The Lord is not slow in keeping his promise, as some understand slowness. [The Lord] is patient with you, not wanting anyone to perish, but everyone to come to repentance."*

**Rom. 2:4:** *"Or do you show contempt for the riches of his kindness, forbearance and patience, not realizing that God's kindness is intended to lead you to repentance?"*

**Acts 3:19:** *"Repent, then, and turn to God, so that your sins may be wiped out."*

**Acts 26:20:** *"I preached that they should repent and turn to God and demonstrate their repentance by their deeds."*

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

**Rom. 10:9:** *"If you declare with your mouth, 'Jesus is Lord,' and believe in your heart that God raised him from the dead, you will be saved."*

## **Truth**

This is a great way to end the witnessing encounter, regardless of how it went. You point the person to the truth. It can be as simple as saying, "Please do think about what we've talked about. There is nothing more important than your eternal destiny. Do you have a Bible? I encourage you to read it and consider what it has to say." At this point you could give the person a Bible if they don't have one, or maybe a gospel tract.

### **Verses to Remember**

**2 Tim. 3:16:** *"All Scripture is God-breathed and is useful for teaching, rebuking, correcting and training in righteousness..."*