

“You can’t catch fish  
with bananas!”

***A Soul Winner’s Guide to  
Evangelism***

Ash Kotecha





## Table of Contents

Introduction: Go ye into all the world.....	3
Lesson 1: Would a loving God send someone to hell? .....	4
Lesson 2: The Art of Listening.....	6
Lesson 3: If you want to win more souls - Have more honey.....	8
Lesson 4: Why pray? .....	10
Lesson 5: You can't catch fish with bananas.....	12
Lesson 6: A winning attitude.....	14
Lesson 7: Win the soul and not the argument.....	16
Lesson 8: Door-knocking is not for everyone.....	18
Lesson 9: Overcoming failure and discouragement.....	21
Lesson 10: Meeting people at the point of their need.....	23
Lesson 11: Even Jesus had trouble with his family.....	25
Lesson 12: God's business is your business.....	27
Lesson 13: Do it scared.....	29
Lesson 14: Nappy changing.....	31
Lesson 15: Know your stuff.....	33
Lesson 16: My pastor is not interested.....	35
Lesson 17: Don't be weird.....	37



## Introduction

### Go ye into all the world...

Jesus said in Mathew 28:19 - Go ye into all the world and preach the gospel (the good news). To each one of us our world begins at our very own doorstep, our families, friends and neighbours. Whether it's the butcher or the baker, our world starts right where we are. Jesus also said, "Follow me and I will make you fishers of men." The early disciples forsook all to follow Him. God is calling us too, especially in these last days to forsake all and follow Him. We are to forsake fame and fortune and the glitter of this world to reach out for the true riches of heaven. We are called to give our time, energy and money to build His Kingdom on earth and as we do that our lives shall be filled with peace and joy and purpose. We are also called to endure hardship as good soldiers of Jesus Christ in this end-time army, and my prayer is that you will join me and millions of others in bringing this glorious gospel to a lost and dying world. People are more desperate than ever before as the curtains close for the last call and Jesus returns to earth in all His glory and we look forward to that day when He shall say, "Well done, thou good and faithful servant." Let us not return to the Lord empty handed, but let us sow in tears for surely we shall reap eternal souls in joy. Jesus is calling you and me to go into all the world, so will you obey His call today?

## Discussion Points

- ✿ Find relevant scriptures which tell us to go and evangelise.
- ✿ Why aren't Christians evangelising in your church?
- ✿ What would make you want to evangelise?
- ✿ How can your church or group support you in your evangelistic efforts?
- ✿ How can I find the time for evangelism?
- ✿ I need to be motivated by others. Who can encourage me?
- ✿ It's not for everyone - I am called to pray. Isn't that enough?
- ✿ I've tried it and it's too hard. What can I do?
- ✿ God will bring the souls in - is it my job?
- ✿ Find other points to discuss.



## Lesson 1

### Would a loving God send someone to hell?

Does hell really exist and is there a heaven? Do people who don't have Christ really end up in Hell? These are fundamental questions and the answers are very plain in the bible. A careful study shows that is why Christ came - to save us, but to save us from what? He came to save us from the eternal fires of hell and give us everlasting life with Him in heaven. Jesus paid a very high price for this freedom and yet we can take it so lightly. Heaven is real because Jesus said, **"In my Father's house there are many mansions; if it were not so, I would have told you."** Hell is real because Jesus went there and took the keys of hell and death from His arch enemy the devil. The enemy was defeated and Jesus rose from the dead having been given all authority in heaven, the earth and also under the earth (or hell). Though the devil is defeated, he is still free to roam the earth but in the end he and all his demons, together with hell and death will be cast into the lake of fire (Revelation 20:14).

#### *Millions are in danger*

The sad truth is we don't really believe in the true reality of heaven and hell and life goes on as normal. When it dawns upon us that this is the fate for all who are not washed in the blood of Jesus we will rise and do something about it. All around us there are a millions of people who do not have a personal faith in Jesus and are in mortal danger. We cannot remain shy and embarrassed about the gospel but share the truth in love. We need to have much patience and compassion on all lost souls and yes, we may and will suffer persecution and ridicule at our efforts but in the end it will all be worth it. Jesus sacrificed His life and so did the disciples. They suffered being burnt alive, crucified, beheaded or fed to hungry lions. Why would they suffer such terrible deaths if there was no good reason for it all? No, they had been with Jesus for three years and had seen Him perform miracles, die on the cross and be resurrected again.

#### *We shall all give account*

Yes, my friend, heaven is real and so is hell. There is a God who loves us and there is an enemy called Satan who would like us to go to hell and suffer at his hands for eternity. But we have a choice, which is to share the gospel with as many people as possible with whatever means at our disposal. We are not ashamed of the gospel for it is the power of God to salvation for all who will believe. This life comes to an end for prince and pauper and then comes the judgement. Every man and woman will stand before God to give account and those who are not washed by the blood of Jesus and whose names are not found in the book of life will be cast into an everlasting hell. For many in the church it is hard to digest how a loving God sends people to hell - rather, God is trying His utmost to bring people to repentance and faith and we who reject this free gift of salvation condemn ourselves to going to hell and there is nothing more God can do for us.



The truth is that multitudes are in the valley of decision - heaven or hell is a stark choice for one and all. It is therefore more urgent than ever before to tell as many as possible about the saving gospel of Jesus Christ who died for us and saved us from eternal damnation. We may be mocked and ridiculed for our beliefs but the word of God is plain - **"I am the Way, the Truth and the Life - no man comes to the Father except by Me"** (John 14:6). In John 3:16, the scripture declares, **"For God so loved the world that He gave His only begotten Son that whoever believes in Him shall not perish but have everlasting life.** Also in John 3:3 Jesus said, **"Except a man be born-again he cannot see the Kingdom of God."**

### Discussion Points

- ✿ Find relevant scriptures on heaven and hell.
- ✿ God would not send anyone to hell? What do you think?
- ✿ "I want to believe that there is a hell but it is very hard to imagine a place like that. How can I be sure?"
- ✿ Why did God create hell and who is it for?
- ✿ Will my unsaved relatives go to hell?
- ✿ "I am a good person and I don't need to be born again; How can I be persuaded?"
- ✿ "I was confirmed as a child so I am OK. Will my church membership get me to heaven?"
- ✿ What about those who have never heard of Jesus? God will not send them to hell will He?
- ✿ "I will confess my sins when I am old and ready to die - is that leaving it to chance?"
- ✿ Think of other points to discuss.



## Lesson 2

### The Art of Listening

Listening to people, giving them your ears and your time is a powerful tool. By listening to a person you can locate them quite quickly as to where they are in life. It is no use just bombarding someone with the gospel without time spent listening to them and building some sort of rapport. You don't have to convert someone in the first five minutes of meeting, for your conversation may be just another link in the long chain which eventually brings that person to Christ. If you are not a good listener you will make a poor soul-winner, because only by hearing the Holy Spirit's leading and by listening to the person you meet will you make any headway. At this point I must emphasize there will always be time-wasters and here, careful listening will ascertain where the person is at.

#### *Building bridges*

Also, don't give the game away too soon by sharing the gospel without first building a bridge of friendship and trust. People do not trust strangers and people are wary and suspicious and building friendship and trust is paramount. By listening and observing, you will soon realise the type of person you're dealing with. Why is this important? Well, the needs of an English gentleman in retirement are quite different from a new immigrant who's just landed from Poland, for example. Listening and paying attention to someone makes them feel very special because it shows you care about what they feel or need. Listening can cause the other person to open up to their real problems and therefore you can be in a position to help them. On the other hand just preaching the gospel to a total stranger can make you appear rude, uncaring, and uninterested in their situation or life.

#### *Be led by the Spirit*

Listening to the leading of the Holy Spirit is paramount for he will tell you things to share, give insight to the person's needs, and gently guide you to the person's heart before leading them to Christ. People are hurting or are in need and listening is extremely important in a case where someone is suffering from bereavement. If you go in with your big boots and preach at them you could turn that person away from Christ for many years. There are people who are very antagonistic to the gospel and it is not wise to spend too much time browbeating them. Instead, just sow a seed of love and kindness and pray for them and one day the Lord will remind them of your care and thoughtfulness. I cannot emphasize the importance of listening enough, for listening is three quarters of the effort. We are working together with the Holy Spirit and listening to His prompting also needs to be developed for He knows the individual much better than you do.



### *Friendship and Trust*

Some people are angry inside and some are frustrated. Some are crying within when outside it is all confidence and smiles, but by listening they will slowly open up if they think you care. Sometimes you should listen to yourself - ask a close friend what they think you sound like. Make adjustments and make changes and with God's help you can become a good listener. Soon you will have people eating out of your hand and people will respond to what you have to share. So before you say too much and go ahead with the gospel, stop and listen. Ask about their job, their family, their hobbies and points of interest. Try not to get into any arguments especially about religion, politics or current issues. Enjoy the person you're with and genuinely listen to them and learn. Everyone has something of interest to share and when you become a good listener you are on the first step to becoming a friend to that person. 80% of people who come to Christ come through friendship evangelism. In these days of mistrust, listening and cultivating a basis for friendship and mutual trust is key to reaching that person for Christ.

### Discussion points

- ✿ Who is a time-waster and how can I know?
- ✿ What sort of question can I ask to get a person talking?
- ✿ At what point can I share the gospel having listened first. How long should I listen?
- ✿ How can I know if I am hearing God accurately?
- ✿ What do I do if they start sharing intimate stuff?
- ✿ How important is it to have another person around if I am talking to a person of the opposite sex?
- ✿ If I am at work should I spend time listening or working?
- ✿ Should I give out my telephone number or address?
- ✿ What if they ask me for some money, what should I do?
- ✿ Think of other points of discussion.



## Lesson 3

### If you want to win more souls - have more honey

Love is the key, for love never fails and God's agape love in us as it flows out to hurting people is a mighty force in the life of a soul-winner. Be a lover of people! A kind word, a gentle smile, a warm feeling towards the person you are trying to reach, all convey subliminal messages that you love them and care for them. God loves people, but how can they see or experience the love of God you've sharing about? If you say to someone, "God loves you", but you yourself are cold and unsympathetic they will not believe you for a second. Rather, the love of God is seen when we love people, which means many things. What is love? In 1 Corinthians 13 we see what love is. Love is kind, gentle and long suffering, patient, never proud and so on. If a soul-winner is going to have any level of success, he or she needs to be a loving person.

#### *Be filled with the Spirit*

Can we have this love operating in us? Well, the love of God is given to us by the Holy Spirit. The kingdom of God is love, joy and peace in the Holy Ghost, therefore when we are full of the Holy Spirit we are full of love, joy and peace. The more you empty yourself of pride, self-centeredness and self-righteousness, the more the Spirit of God will fill you and this is an on going process in the life of a believer. The fruit of the Spirit is also love, joy and peace and so the soul-winner must spend time with the Lord, get right in his or her heart and allow the Holy Spirit to enter in His fullness. This then will overflow to the unbelievers, for they do not experience the love of Jesus like we do. They are hungry and thirsty for love, joy and peace, the three most powerful ingredients in a life worth living. When the love of God is freely flowing in us it will attract the attention of non-Christians and they will be drawn like bees to honey.

If you want to win more souls have more honey! No-one is really interested in cold, calculated arguments about heaven and hell; In fact they might tell you to go to hell - well it can get a little tough when you're witnessing! Of course, we should not take offence for we must realise they don't know the Lord. It's very easy to be condemning and to wield the word of God harshly, but the goodness of God leads men to repentance (Romans 2:4). 'All we need is love', the famous song goes and how true that is. A soul-winner has to become a loving person and again, we need God's grace and strength to get there. The Lord will give us love for the sinner if we ask Him and when our hearts are filled with the love of God we can share it with the world.

#### *Let your light shine*

Love can grow cold, especially when we face disappointments in our own lives and so we have to quickly deal with our lives if we are going to make any impact on unbelievers. When the qualities of love, joy and peace are manifest in the life of any believer they become their own advertisement.





If you're not a happy person in the Lord, you will convince no-one of your faith. People have enough problems of their own and are looking for hope, help, a little love and kindness. Love, joy and peace will cause the soul-winner to shine and radiate warmth and cause people to stop and ask. That's how I got saved, for I saw these virtues in those around me and I became desperate to have some for myself. "Why are you so happy?" I foolishly asked one day and was told it was a man called Jesus who freely gave this joy and peace and the rest is history.

### *Get over it*

Walk daily in forgiveness and mercy and don't grieve the Holy Spirit by harbouring grudges and anger, resentment and frustration. We get very frustrated when things don't work out, but we must continue to trust the Lord. Let not the sun go down on your wrath, why? Well, the longer you harbour anger, the more difficult it becomes to forgive someone. We all get hurt and we must learn to get over it in order to maintain that sweetness in our soul. Harbouring unforgiveness or anger will always hurt us and our love for people and eventually our love for God will grow cold. It is not easy to forgive but by His grace which is sufficient, we can do it. We come to the Lord for His grace in any given situation and He will see us through. That is the beauty of Christian life for we have a living God and a Saviour who has been there and He understands.

## Discussion points

- ✿ How can I show love without conveying something else, especially to a person of the opposite sex?
- ✿ How do I deal with someone trying to take advantage if I am too caring?
- ✿ What if they are attracted to me and not to Jesus - how do I deal with that?
- ✿ How can I share the reality of heaven and hell in a loving way?
- ✿ I love God, but I am not sure of Christians, as I've been hurt. How can I overcome that?
- ✿ How do I know if I have truly forgiven someone?
- ✿ Does love also mean sharing my worldly goods?
- ✿ Is it true many Christians are unloving?
- ✿ How can we make our church more loving and caring?
- ✿ Think of other discussion points.



## Lesson 4

### Why pray?

Second Corinthians 4:4 says, "The god of this world has blinded the minds of those who do not believe..." (paraphrased). What does prayer do? Prayer breaks the power of the enemy who has blinded the minds of people so they cannot understand nor have the revelation of the gospel. There are some forces only prayer will break and prayer also softens the hearts of the recipients of the good news. Hearts and minds become more open for the seed of the word of God to be planted, and so for the soul-winner prayer is very important. How long should one pray? Obviously a short prayer saying "Lord, bless our outreach," will simply not do. Time must be spent in seeking the face of God in earnestness and prayer in the Spirit for a while depending on the length and size of the outreach. A serious soul-winner ought to spend an hour with God on a daily basis bringing before the Lord the people who he or she is witnessing to - praying and interceding before going out to meet with them. Prayer also brings God on the scene and this work is of God. God is in control and He knows all about the people we are trying to reach and thus we become God dependent. It's His work and His message and we go in His strength. If you don't learn to depend upon the Lord and His strength soon you will burn out, dejected and discouraged and ready for the scrap pile. Many a believer and minister have made this mistake and ended up in defeat and discouragement.

#### *Prayer prepares the way*

Sad to say, people don't pray as much as they should. Prayer is like sharpening the axe, for when the axe is sharp, cutting down a branch is easy but with a blunt axe it requires more strength and energy. Prayer prepares the way and prayer binds up the obstacles and arguments or distractions the devil will put in your path. You will notice how your conversation with an unbeliever is often interrupted by a phone call or a neighbour popping in or some other disturbance and so we must be in constant prayer. When you go out evangelising as a team, it is wise that whilst one of you is praying the other is actually doing all the talking and listening. So a good soul-winner will also be a good intercessor, in touch with God. Sometimes it becomes necessary to add a level of fasting and although many are not used to fasting, it is helpful. Again, it is good to be led by the Lord and not make it legalistic. Fasting can be partial or even full, depending on the need and the situation.

#### *By the Spirit's help*

How do we pray? Praying in the spirit is probably the most effective, simply because we welcome the Holy Spirit and ask Him to pray with us and through us, for according to Romans 8:26 we really don't know how to pray as we ought. The Holy Spirit will use our prayer language and take care of the situation long before we get there and it is good to keep praying until you have peace in your heart before going out. It is no use hurrying because it is not by our strength or power, but by the



power of the Holy Spirit that sinners will come to Christ. So prayer will engage the help of the Holy Spirit. Sometimes you may feel deeply burdened and other times it may feel quite light in prayer but it is important to pray through until there is that sense of peace. This sense is developed over time and if you're not used to praying for an hour you will not be sensitive enough to realise what is going on in the spirit realm. Once we have the Victory in the Spirit through prayer, we will have more chance of success and the Lord will have prepared the groundwork for us. There are many kinds of prayer - for example, engaging the enemy in spiritual warfare using tongues, praise and worship or binding and loosing. Obviously the need for prayer is paramount if we are to succeed in soul-winning.

### *Water the seeds*

Finally, we continue to keep in prayer those people in whom we have planted seeds, for thus we water the seeds. The devil comes immediately to steal the seed (which is the word) according to Mark 4, and so as we pray before we go out evangelising and after we are done, we cover everything in prayer. The devil really hates a praying Christian for he knows there lays his defeat. A soul-winner who is also a person of prayer is a powerful instrument in the hand of God, so pray earnestly. Someone asked Billy Graham the secret of his success and he replied there were three steps to success. Number one, pray, number two, pray some more and finally number three, pray again.

## Discussion Points

- ✿ Does prayer really work? I don't seem to see any answers to any prayers, what can I do?
- ✿ Why is it people don't like to come to prayer meetings in church?
- ✿ I find prayer quite boring - what can I do to make it more interesting?
- ✿ How long do I need to pray for someone?
- ✿ Should I pray for the government, as well as souls?
- ✿ Do I plead the blood of Jesus before I pray and how do I do that?
- ✿ Is the devil really afraid of a praying Christian and if so why is he afraid?
- ✿ Are there different ways to pray and what are they?
- ✿ What is spiritual warfare and binding the devil?
- ✿ Think of other points of discussion.



## Lesson 5

### You can't catch fish with bananas

Monkeys love bananas but fish love to eat worms. Any good fisherman will tell you if you want to catch fish you need not only good tackle (equipment) but also good bait, and the bait and tackle will differ depending on the type of fish to be caught. In terms of outreaches, music is good bait for young people and they will congregate where there is good music and they can hangout. However, loud music and noise will not attract the older generations. There are so many old people in our society today as people are living longer and not enough is done for them. So many are lonely and afraid and many are ending up in nursing homes. Old people can be a lot of fun and whenever I visit my wife's Nan we sing the old songs like "we'll meet again" and all the songs from her generation. We have a great time and we are able to pray with her.

#### *Reaching society*

There are all kinds of people and they all have different needs and so the right bait is necessary to attract their attention. Many people are in debt and need help and so drawing them in this area will assist in striking up a conversation. There are churches who offer debt-counselling and this can prove quite profitable in attracting people to the church. Another large portion of society is single mothers. I have been told that nearly 40% of the population are single parents so this is a very great need. Again, ministering to mums (or dads) who are alone and needing a helping hand can be a way to reach them for the Lord. Our society is also full of immigrants from different nations. Some of whom I have met and know to feel quite isolated away from their communities. I know of one Baptist church which offers free English lessons and they have attracted hundreds of people to their church.

#### *Use your gifts*

A survey of people around your area will reveal the needs and a relevant strategy can be devised to meet those needs. Some churches have set up youth clubs and other such places to help the young people who are bored and hanging around. I am not saying all these will be successful outreaches and we have to be led by the Lord in each endeavour but I know of one large church in the U.S. who have basketball courts, tennis courts, roller skating rinks, pool tables, you name it. They provide these facilities to attract people. Not every church has the resources to do these things but we can still do something for the community we are in.

One church I know offers to take the kids during the holidays and keep them occupied (and give them some gospel input), and this is very popular with many parents, for holidays can be a nightmare for busy people.



### *Meeting felt needs*

Baby-sitting, gardening, a helping hand, whatever the felt need is, once identified, can lead to friendship, bridge building and eventually leading that person to Christ. A lady I knew used to work in immigration and so she used her knowledge to give free advice to immigrants and her house was always full of people. She didn't have to look for the fish for they swarmed to her and of course they listened to the gospel because they knew this lady cared for them and was helping them. If you're good at counselling you can be someone people turn to for advice. Maybe you are a good mechanic and people can come to you especially those in financial difficulty who can't afford garage prices. Painting, decorating or doing odd jobs will help to attract people to you. Those you help will also listen to you.

If you know how to cook curries you can soon have a bunch of folks around your place for a curry evening. Talk about curries and make friends. Hobbies like tapestry, modelling, arts and crafts can all be used as bait to make friends and eventually be able to share the gospel. Our neighbour always had a group around for she used to make quilts and so she had a little club every Tuesday at her house. If you don't have any such talents then join a gym or a cookery class and soon you'll be away meeting people and sharing their interests. There are tennis clubs, golf clubs if you've got some spare cash, sports clubs, and some churches even run football clubs.

Either we get our communities to come to us or we go to them - whatever works for you, but in the end you've got to be amongst folks who will then hear the gospel from you.

## Discussion points

- ✿ Using bait to catch someone - isn't that wrong?
- ✿ They are coming to Jesus for the wrong reasons - is that true?
- ✿ If I am good looking is it wrong to use that to attract guys to the church?
- ✿ Why do the youth like music events?
- ✿ What kinds of bait should I not use? For example, the promise of money.
- ✿ Do I always need to use bait?
- ✿ What can I use to win people from the Hindu or Muslim background?
- ✿ What sort of thing would attract someone who is very successful and seemingly has everything?
- ✿ Won't people get disappointed when they learn I am only trying to get them saved?
- ✿ Think of other points of discussion.



## Lesson 6

### A winning attitude

Be expectant and trust God to open doors of conversation for you. A good soul-winner must be a person of faith for there are people who are too negative and keep saying, "its too hard," or "no-one is interested," and so on. Such people will drown any spark of faith and yet it is true to say the work can be hard and sometimes produce little fruit for our labours, but all things are possible with God. The harder the ground the more we need to pray and lean on God, for without Him we can do nothing. Whingeing and whining will get us nowhere fast but instead let us have a positive outlook. If we look to God and work together with the Holy Spirit, He will open doors for us. If we remain positive, we will hear instruction from the Lord and we will know what to do and where to go. A good fisherman knows where there is good fishing to be done; he knows the good spots and in the same way the Holy Spirit knows all the good spots.

#### *Faith grows*

We don't need to force conversations but rather be praying quietly looking to the Lord for the opening. God cannot work with someone who is always negative and complaining. We are in a battle for the eternal souls of men and women and we are engaged in a big war but God has always won the victory and so we can stay positive. You may feel you have accomplished nothing but in **all labour there is profit** the bible says. Some seed will fall on stony ground, some seed will be stolen by the devil, some will be choked and die but rest assured, some seed will fall on good ground and bring forth thirty, sixty or a hundred fold in return. Sooner or later you will start seeing the fruit of your labours and your faith will grow. At first you might see one soul in a whole month but there will come a day when you will have ten, twenty, or even forty souls in a month. Faith is like a muscle and it grows strong with good exercise. It is the will of God for all people to be saved (1 Timothy 2:4) and he tells us to go into all the world and preach the gospel and so we are walking in his will. It is His message and His power of the Holy Spirit and so we can rest on those facts. God will confirm His word with signs following and people will respond, sooner or later if we don't give up and quit.

#### *Depending on the Holy Spirit*

Whenever we go out we must ask the Holy Spirit to give us opportunities to share the gospel and not force it. He knows everything and as we learn to depend upon Him we will see more results. In the early days of my ministry I used to give the altar call as hard as I could but saw very few responses. After being prayed for by Reinhard Bonnke, a great evangelist, faith came into my heart. From that moment on I became expectant and people started to respond to the altar call. Now it's very rare if people do not respond and so it is the same with every soul-winner. We must have faith in God not only to make opportunities and open doors but also for the people to respond.



Not everyone is hard and not everyone is closed to the gospel, but I have found that there are people who are open, ready and willing to receive the good news. It is a question of finding the ripe fruit among all the fruit on the tree that is ready for plucking.

### *Being expectant*

I cannot emphasise enough the need to be positive and trusting God, for without faith it is impossible to please the Lord. Once you've prayed and are listening to the Holy Spirit and following the right strategy He has given you, then results are bound to follow. What is exciting is when people start to respond and that's when faith will truly get hold of you and then you will always be expectant. It is not always a case of sowing seed for it is also necessary to see the harvest come in. A little leaven will leaven the whole loaf so if there is someone who is persistently negative on the team, it will affect the others and this person needs to be addressed. If we are negative and dejected we can achieve nothing but we are more than conquerors through Christ Jesus and we can do all things through His power and strength - as Paul and Silas sang praises to God in prison, we too must maintain our joy in the midst of trials.

## Discussion Points

- ✿ I can't see anyone getting saved through me. How can I change my negative attitude?
- ✿ Is it true one's own family is harder to win and we ought to pray someone else will witness to them?
- ✿ How should I pray when I want God to open the conversations?
- ✿ How do I steer the conversation to the things of God?
- ✿ Isn't it true that some areas are harder than others? E.g. it is much easier to win souls in Africa than in the UK.
- ✿ How do we deal with someone on the team who is always negative?
- ✿ I find that in the team some people are wasting time chatting and fellowshiping among themselves. Should I say something to them?
- ✿ Jesus sent them out two by two - He never mentioned working in a team. Is this true?
- ✿ Is it fair to say I'll become more positive as I see God do more in my life?
- ✿ Find other points of discuss.



## Lesson 7

### Win the soul and not the argument

Invariably people will argue or even get upset if you mention God. They might even think you're a religious nut and they may start accusing you of things and try to stir up an argument. People are often angry or hurt about something and blaming God is an easy option. Rather than dealing with issues and working on their attitudes they would rather find someone to blame. Adam, when he fell blamed Eve and Eve in turn blamed the serpent. People don't like to take responsibility and prefer to blame the government, their boss or God and so we must be prepared for an outburst. It is no use arguing for that leads nowhere, but instead listen to the person 'vent' and after a while they will calm down once they realise you're not going to defend yourself. We want to win their hearts for the Lord and it is better to lose the argument and admit you don't have all the answers.

#### *Love never fails*

I can think of a Christian who was trying to witness to a very zealous Muslim man. For months the Muslim who was very smart ran circles around all the points the Christian was making and used to mock him as well. The Christian did not try to defend his case but kept loving the Muslim and continued praying for him. One day the Muslim came to the Christian and told him, "For months I have been winning all the arguments and I have all the answers to your Bible, but though I run circles around you, there is something you have, I don't have." The Muslim was quite emotional when he declared, "I have all the answers but you have all the peace and therefore I am going to follow Christ, for I want what you have." From this moment the Muslim gave his life to Jesus. This is a true story and it illustrates that we need to stay at rest and in the peace of God and not argue but be gentle.

#### *The Spirit convicts*

The Holy Spirit is the one who convicts the soul and He will open their eyes if we don't get in the flesh. It is very tempting to argue and dispute but in the end nothing is accomplished. Rather try and answer the questions thrown at you the best you can and stay in the peace of God. Make your case and show love and compassion but be honest when you don't have all the answers. The blind man said, "Once I was blind, but now I can see." He didn't have much theology for the Pharisees and Sadducees, but he knew what he had. Jesus had given him his sight back and that's all he knew and he was a happy man. We know we have Jesus and we are forgiven and we need to be patient when people throw a tantrum and want to argue. Another way is to simply show them what the bible says and it is good to keep handy a small New Testament. Mark the relevant scriptures so they are easily accessible and quote the bible for the bible will speak for itself.





The Holy Spirit will use the word of God like a sharp two-edged sword and the word will penetrate the soul deeper than our own words. I am not saying we should agree with all the things the other person is saying, but first try to go deeper and find out where they are hurting. Keep probing and keep asking questions about their family, work etc., and soon, as you show genuine interest in their affairs they will open up and the real issues will be brought to surface.

### *Gain their confidence*

Winning people's trust and confidence is paramount before we can win them for the Lord. If you don't argue but show love and kindness, this is what they will remember. Of course when the people you are talking to are gone, quickly pray and ask the Lord to minister to them and He will. Also try if possible to find out their telephone number so you can call them another time and even give them some information about your church or an upcoming event. However, be sensitive about this - not everyone will want to give out their phone number. After a few conversations the person's trust will be secured and then you can start telling them more about Jesus.

### Discussion points - Some typical arguments you may face.

- ✿ If God is there why is there so much suffering?
- ✿ Why do children get cancer and die? Why doesn't God do something if He is so powerful?
- ✿ What about other religions - are they not just as good?
- ✿ I don't need God because I am a good person and I have done no harm to anyone.
- ✿ The Bible is full of mistakes so how can I trust it?
- ✿ There is nothing after we die so why bother with God?
- ✿ I am too busy - maybe I will think about it one day. What would you say?
- ✿ The church is full of hypocrites - Why should I go?
- ✿ The church is for weak-minded people?
- ✿ Find out other possible arguments.



## Lesson 8

### Door-knocking is not for everyone

To some people, sharing Christ means going door-to-door and talking to people. I personally don't like doing that because of my own experiences with Jehovah's Witnesses and sales people coming to my door, usually at inconvenient times. Secondly, I am wary of strangers at the door as one hears stories of people being robbed or conned and I don't like answering the door to unfamiliar people if it is dark or late. People are more wary and more suspicious these days because of the rise in crime, nevertheless, if that is the method you enjoy, then that's alright and there are Christians who do get results using this technique. However, we can't impose door-knocking on all church members for some would rather die than do that. No, there are many more ways to evangelise and door-knocking is only one of them.

#### *Do what comes naturally*

In evangelism, do what comes to you naturally, i.e. if you like going to the gym and thus interacting with people then stick to that. Some people are very good at being sociable with their neighbours and chatting with them is another way to share Christ. As I have said previously, you can join all sorts of clubs, play football, or go anywhere you meet people at your level and you can share Christ. Sharing the gospel at work is an obvious place, however you have to be prepared for ridicule or being picked on. One friend I know tells me everyone calls him "hallelujah" and he puts up with it. The good thing though is, they have started coming to him for advice, and even prayer for situations they are facing in life.

#### *Submarine Christians*

There are people we call submarine Christians who stay submerged underwater (spiritually speaking) during the week but surface again on Sundays only to submerge come Monday. We can't watch the world go to hell from our periscopes but we need to be open about our faith; however if you are not prepared to live a life of integrity and holiness at work it is better you don't tell anyone of your faith for you will bring shame upon our Lord Jesus Christ. We can't be perfect Christians at work or in our community but once we have declared our faith we need to walk carefully because people are watching us.

Many already believe that the church is full of hypocrites so why give them more ammunition but rather live quietly and share the love of Jesus. The great challenge is living or working with them everyday and thus it can be a great advantage but also a disadvantage. But what opportunities lie before us for we are always surrounded by people.



I have purposed to be kind and gentle with all sorts of people whether I am filling up for petrol or standing in a queue at a checkout. I must admit I have lost my temper a few times in public and once my daughter was with me and I felt ashamed. I quickly apologised for my outburst and this is why it is important we walk in the peace of God ourselves. If we can commit our cares upon the Lord then we are in a position to minister grace to others but if we are troubled then it will show when pressure comes whether it is a long queue or traffic jam.

### *Seeking God's strategies*

My washing machine kept breaking down and the same engineer called at least three times to fix it. He was waiting for my outburst (for it was very inconvenient for three weeks or so) but I'd already shared about being a minister of the gospel and so I had to keep my peace. I kept telling him things like "these things are sent to try us," and I was able to plant seeds into his life such as holding your peace in difficult circumstances. Eventually I managed to give him my testimony booklet which He took quite graciously. Brain-storming the throne of God for strategies is vital, for God has a hundred ways of evangelising. What works for one will not work for another for each community is different and people have differing needs, e.g. a middle class suburb has different needs to a run down council estate and the approach or methods no doubt will vary.

### *Let's be creative*

Some folks like sharing the gospel on the streets although in my opinion I don't think that produces as much fruit as other ways. In a nutshell, we need to be more creative. One church had a classical music evening and many new folks came. Friendships were developed and folks became more aware of the church in the area. There are others who use barbeques as an excuse to invite folks and music events are always well attended. Opening up the church to mums and toddlers is successfully used by many churches but yet there are even more ideas, e.g. a church on a hill in America opened its doors when there was flooding in the town and the church fed the people and provided accommodation in the sanctuary to many people. Needless to say the church trebled in number after the floods had gone for the community woke up to this loving and caring church on the hill. (A good place to build a church!)

### *It's fun to fish*

Let's have some ideas and let's be creative with the help of the Holy Spirit and let's enjoy the fun of fishing for men and women for Christ. But for heaven's sake don't condemn others who don't like knocking on doors or singing on the streets - even I don't care for that! I knew of a black gospel choir who sang on the high street with hats and tambourines but no-one paid them much attention. Sad.



## Discussion Points

- ✿ I am a very shy person - what can I do?
- ✿ One's religion is one's own business - you shouldn't shove it down people's throats!
- ✿ I don't want people I work with to know for they might think I am a religious nut!
- ✿ Not everyone is the same - some are able to share their faith boldly but I am not gifted like them.
- ✿ I feel condemned if I don't go door-knocking with the others.
- ✿ The bible doesn't actually say how we are to evangelise - who invented door knocking? Isn't it for sales people?
- ✿ I can't think of any way I can share my faith - can someone help me?
- ✿ Is it safe for a girl to go into a stranger's house?
- ✿ Some areas are dangerous and full of drug-addicts and pimps!
- ✿ Think of other points of discussion.



## Lesson 9

### Overcoming failure and discouragement

#### *The wiles of the devil*

Failure will come invariably and discouragement will try to settle in. The enemy is master at this strategy telling you in your mind it is too hard, people are not interested, you're wasting your time and on and on. It happens to all of us at every level of ministry and yet we can go beyond that, knowing God will have His way and the gates of hell shall not prevail against the church. You may feel very discouraged but that is probably a good indication that you're being effective. The devil does not want anyone to hear the gospel and his methods have not changed so we need to be aware of discouragement. One friend I know went out every Saturday for six months and never led anyone to Christ. He felt down and defeated but he cried out to the Lord and within the next few minutes he met a young man who was desperate and came to church and received Christ. When you feel like giving up, cry out to the Lord and He will encourage you. When Paul and Silas were in prison they sang praises to God and the Lord answered with a mighty earthquake!

#### *Testing times*

Failure and disappointment will stare at you in the face and you can go weeks or months before leading someone to Christ but in those times of testing, we come to realise this is the Lord's work and He will do it His way and in His time so we learn to rest in Him. We continue to pray and water the seeds we have sown and look to God for the harvest. As we put our trust in the Lord He will come through for us every time and we learn *it's not by might, nor by power but by His Spirit*. This is also a good reason to work as a team so that if one member is down the others can pick him or her up. Working on your own is not the best so at least try to find a friend to go with you.

#### *Teamwork*

Fishing is fun and a fisherman is enjoying himself, relaxing and waiting for the fish to bite. He doesn't strive but is patient and so the soul-winner also must be patient and relaxed with a care-free attitude, for *the battle is the Lord's*. Sooner or later the fish are going to bite and great shall be your joy! All of heaven rejoices when one sinner comes home and so you will have great joy when you see someone giving their life to the Lord. Others may have sown the seed and prayed and you might have the privilege to lead that person - it is like football, where the whole team sets up the position for the forward players to score the goal. Credit is given to the goal scorer but it takes the whole team to set it up!



Don't give into discouragement for if you have had a few bad days or weeks sooner or later someone will get saved and you will forget the previous failures. Remember we are fighting for the eternal destination of a human soul and so we must suffer and pay the price if we want to win. People like Hudson Taylor went to China to become missionaries. They worked and gave their lives for little rewards but today millions of Chinese are converting to Christ. ***They that sow in tears will reap with joy!***

We keep praying, keep believing, keep sharing the gospel and we don't quit. We don't give up! If we look to the Lord He will always encourage us and we remember in the end it is all worth while. We are soldiers of Jesus Christ and we endure hardness as good soldiers and our example is the great Apostle Paul and as you read his writings you will see the price he paid for the gospel. The little we suffer is nothing compared to what he and the other apostles had to endure and so in the face of discouragement, we keep our eyes on the Lord and He will sustain us!

### Discussion Points

- ✿ I've never led a soul to Christ - ever - what can I do?
- ✿ When I work with other people, they waste a lot of time chatting and fellowshiping instead of witnessing.
- ✿ People keep telling me our area is too hard so not to expect much - how can I overcome that?
- ✿ Are we to bind the spirit of discouragement or is there no such spirit?
- ✿ How do we judge success and failure if one is sowing and another reaps at a later date?
- ✿ I've tried everything but nothing works - what can I do?
- ✿ My family discourage me because they are not interested and I am the only Christian in the family.
- ✿ At what point should we quit one area and go to another locality?
- ✿ Not many in my church are enthusiastic about soul winning - should I join another church?
- ✿ Find other points of discussion.



## Lesson 10

### Meeting people at the point of their need

#### *Be flexible*

The gospel message comes to people in many different ways because each person we meet has differing needs, e.g. one person may be very lonely and may need some Christian love and friendship. His journey will begin at his point of his need and it is not just a case of giving that man the four steps to salvation. Another might have lost his business and be facing bankruptcy - here this person's needs are both comfort, confidence and financial, and he would also need to cope with the strain on the family. Our approach has to vary to meet people at the point of their need.

#### *Revelation of Jesus*

Each person is unique and is on his or her journey to come to Christ and so we must not hurry the process by forcing people to come to the Lord. It is not simply a question of getting someone to pray the sinner's prayer, but allowing the Holy Spirit to bring the revelation of Christ and the conviction of sin and their need for forgiveness. The gospel needs to be properly explained to meet that person's need, i.e. if a person has had tremendous financial problems it is not wise to start talking about their sin for they are pre-occupied with their problem. Rather bring Jesus to their point of their need - My God shall supply all of your need according to His riches in Christ Jesus. You can start to share how the Lord supplies our every need including financial if we put our trust in Him. Gradually and slowly with the leading of the Holy Spirit you can bring that person to accept their need for forgiveness and repentance.

#### *Work with the Spirit*

When Jesus (John 4) met the woman at the well, He asked for a drink of water. The woman was able to open up to her need when Jesus ministered to her and told her about the living water. The woman had other problems in that she had had five husbands and was at present living with a man. She had serious relationship issues! Jesus did not condemn her but revealed Himself as her Saviour and the woman came to repentance. It is not much good someone praying the sinner's prayer without the revelation of Jesus and the convicting power of the Holy Spirit. At the first bit of adversity they will backslide and revert to their old ways. When people experience the love and power of God in their lives and their need is being met they will turn to God wholeheartedly. In other words, we must not simply want people to pray the prayer, but let's work with the Holy Spirit to discover where the person is at in their journey and minister from that point. Salvation is not just praying a prayer - it is a revelation of Christ the Saviour and the love and compassion of God.



### *Coming home to the Father*

The story of the prodigal son also reveals the Father's love for His children who are lost in sin. When the son returns the Father is waiting with love and not retribution, however the son had to come to that point of need; he was starving to death, so he decided to come home. We need to see people as coming home to the Father's love. Once they experience the love of God, then we can share the gospel and their need to repent and follow Christ, for without revelation it is just a prayer from which they can easily fall away. When people have revelation they will stay and follow Christ forsaking all - but this comes only by the word of God empowered by the Holy Spirit. To summarise, sharing the gospel is not a formula but communicating with a person who is on a journey encountering Christ. The Apostle Paul was converted on the Damascus Road after a dramatic encounter with Jesus who asked him why he was persecuting Christians. Paul did not receive the four steps to salvation until later when another disciple called Ananias came and prayed for him and explained the gospel thoroughly.

### Discussion points

- ✿ Talking about a person's felt needs - I thought we are supposed to preach the word?
- ✿ What if they are coming to the Lord for the wrong reasons?
- ✿ They won't last because once their need is met they will be gone.
- ✿ I don't like prying into people's private affairs.
- ✿ Some folks are proud and don't like to open up to their problems.
- ✿ How can we know if we are using the right approach?
- ✿ I thought the gospel was enough to cover every need. Why do I need to pry into their personal needs?
- ✿ What do I do if I am faced with more than one person?
- ✿ What if I can't meet their need?
- ✿ Think of other points of discussion.





## Lesson 11

### Even Jesus had trouble with His family

This is an important area of ministry, as many people find themselves in a position where the husband is not saved, or they may be the only Christian in the family. It is especially more difficult if your family adheres to a different faith. Having come out of a Hindu background myself, I found that I faced a lot of persecution in the early days. However, the Lord used me to bring healing to them and one by one they came to Christ. Not all of them are saved today but they at least recognise I am following Christ and they respect that. The persecution stopped and instead they requested prayer and healing. It is not enough to talk about Jesus, but we must demonstrate the gospel with signs following. Sad to say, many churches do not encourage their members to believe for the supernatural. Jesus Himself moved in signs and wonders and the early disciples shook Asia because of the power of the Holy Spirit. Every believer can operate in the power of the Holy Spirit if they have been baptized in the Holy Spirit. (You can check out our Healing School which is available at [www.healingschoolonline.org](http://www.healingschoolonline.org))

#### *Have a good attitude*

Even Jesus had trouble with his family and the town He grew up in - He told his disciples that a prophet has no honour in his own home town - and He could do no mighty work there because of their unbelief. We must persevere with our families through thick and thin and not give up. It took me 25 years before my mother accepted Christ - she was dying and was frightened, when God opened the door for me to pray with her. The Lord healed her and she prayed the sinner's prayer. If your husband is not saved, the bible says he can be converted by the lifestyle of the wife, i.e. the way she behaves at home, expressing love and kindness towards her husband. He will come to Christ when he sees the change in her attitude. We can have a good attitude without compromising what we believe. However, if the wife is at church every other day and neglects her duty to her unsaved husband, he will never really appreciate what she may have to share.

#### *Let your light shine*

It is not easy being a model Christian and we fail many times but we must aim to reflect the life of Christ in our mortal bodies and we must pray fervently. Too many folks neglect intense prayer for their families for we are all too busy. Sometimes church meetings keep us busy, but I believe church is a place for refreshing, fellowship and training for the work of the ministry. Meetings upon meetings just to meet your needs will endanger the work of reaching the lost. Keep your peace and let the joy of the Lord be your strength. As we cast our cares upon the Lord and live a life free of cares then the light of Jesus will shine through. Let the peace of God shine through to your family and they will become thirsty.



Don't preach to them - this is very important for our relatives are not impressed with eloquent words but your lifestyle! Be patient and explain what you believe and talk to the Lord to open their eyes. Sometimes they will receive the gospel better from another Christian, so pray that the Lord would send other godly believers across their path. Try to meet their felt needs in prayer; ask them if you can pray for their needs - you will be surprised to find no-one says no to prayer. Believe for miracles to happen and their eyes will open when they realise God answers your prayers. Make time for your family - don't allow church meetings to take the place of family time. Also be normal. Try not to use Christian jargon and Christian language, e.g. "Praise the Lord!" and "Hallelujah!" every time you talk! You will appear weird and you don't want that. Also don't give house-keeping money into the offering, for your unsaved relatives will accuse the church of taking their hard earned money!

### *Use wisdom*

Finally use wisdom and trust God and over time your family members will come to the Lord. Don't quit praying for them and be normal, loving and available like a good friend. Soon they will be eating out of your hand and you can lead them to the Lord.

## Discussion points

- ✿ My family hate me because I am a Christian. What can I do?
- ✿ My husband doesn't like me going to church on Sundays - what advice can you give me?
- ✿ My children are teenagers and don't want to come to church with me - should I compel them to come?
- ✿ My husband doesn't want me to tithe into the church.
- ✿ I'm divorced but have since come to Christ. Should I still pray and believe for my ex-husbands salvation so that we can marry again?
- ✿ My children are very bored at church. Should I find another church for their sake?
- ✿ My family thinks I've been brain-washed - what can I say to them?
- ✿ My family come from a) Hindu, b) Moslem, c) Jehovah witness, d) Buddhist religion - what advice can you give me?
- ✿ My husband (or family members) are backslidden - how can I persuade them to turn back to the Lord?
- ✿ My family are Baptist (or Anglicans/Catholics etc.) and they don't believe in healing and miracles. How can I convince them otherwise?
- ✿ Think of other points of discussion.



## Lesson 12

### God's business is your business

#### *Create a rapport*

You are going to meet all kinds of people with diverse backgrounds and religions and a few will be caught up in various cults. You will meet people whose interests will vary from football to reading, whilst others may just be into drinking, clubbing or gambling. Some will stay at home and live a quiet life. There is not one formula which will work for all, but the most important thing is to create a quick rapport with that person. Without being intrusive, find out what they're about and engage them from that point. Secondly, read up upon the various cults, other religions and try to take an interest. Find out their hobbies; perhaps they are into golf or country walking and maybe you have something in common. The other thing is to make sure you have some good literature handy, e.g. testimony booklets (like Voice magazine) tracts and books (if you have them).

#### *You're on a mission*

Be constantly on the look-out for opportunities - be alert as you go about your daily business. This is why a daily dose of time with God is necessary to remind yourself you're on a mission. Your place of work then becomes your mission field and not just a place to earn your living. Day to day activities, whether it's going to the gym or to Tesco's for your groceries - each place can become a fishing ground for a new soul. We ought to be constantly sowing seeds of the gospel as well as broadening our horizon of people we meet. In a small village or locality you can quickly get to know people and once they know you're a Christian, one day sooner or later they will come to you for help or prayer. Sometimes you can have an immediate effect and pray with people and other times you will have to wait for a good opportunity. Once you realise your mission in life is to build the kingdom of God, then your Christian life becomes more exciting and rewarding. Daily, you can be having conversations, sharing with people, praying with them, inviting them to church or some event that's been planned.

#### *Keep your life simple*

Simplifying your life is also required in God's business, so deliver yourself from materialism. It is true to say that even believers are sometimes caught up in acquiring wealth. They spend their lives so busy buying things that there is no time for God's business. Too much credit and loans will keep your nose to the grinding wheel of work, work, work, and God's work will suffer. We do need things and we all want to prosper and be successful, but not at the expense of building God's Kingdom. The Lord will supply all that we require in life and as we take care of His business He will make sure our needs are taken care of.



### *Prosper with a purpose*

Some believers are using all their faith and prayer believing for bigger houses and better cars but this is not the Gospel. We can't all be millionaires and live in fancy homes and drive fancy cars - this message preached by some ministers is misleading. Prosperity is for the purpose of supplying our needs and to use the money for the gospel. Material possessions will never satisfy and you can only live in one house and drive one car at a time. I know of people who own several homes and many cars and that's all they're into with no regard to a lost and dying world. True riches are the souls we take with us to heaven and we shall leave everything else behind, so let's live simply but live well. I don't advocate living in poverty either, for then you are not able to help the gospel expand as you will not have enough for your own needs, let alone the needs of the Gospel.

### *Set a goal*

Always have a goal. Have a goal to reach one person per month for the Lord or start with a goal you can believe for. Goals are important and as God helps you reach your goal, your faith will grow and you can increase your goal. Eventually you can be leading many people to Christ and great will be your joy.

## Discussion points

- ✿ Where can I get info on various religions and cults?
- ✿ Is it wise to witness to people caught up in cults - aren't they too brain-washed to listen?
- ✿ How can I be an effective witness at work - I am usually too busy?
- ✿ Is being prosperous a good witness of the Lord, in the sense people can see God's blessing?
- ✿ I have a lot of debt so I have to work at two jobs to keep up - what can I do?
- ✿ I don't like setting goals because it puts pressure on me to perform - is this wrong?
- ✿ I like to have nice things - where do I draw the line?
- ✿ Is it OK to give someone a tract or booklet and just walk away?
- ✿ How can I ask questions without appearing nosey?
- ✿ Find other points of discussion.



## Lesson 13

### Do it scared

#### *Offer prayer*

Many people don't mind if you offer to pray for them; they may not want to commit their lives to Christ but if they are in pain or the doctors have been unable to help them, then prayer is welcomed. Jesus' ministry illustrates the power of praying for the sick and we see multitudes coming to Him for healing. In Mark 16:18, the bible says believers shall lay hands on the sick and they will recover. My advice is to be prepared to pray for the sick. Offer prayer or ask them if they are sick or in pain. On many occasions people have asked me questions like; "so you're a healer" and rather going into too much detail, I usually say yes, for I know it's Jesus who will do the healing, not me. Once they are open and you've got an opportunity to lay hands on them and pray for them, also be open to prophetic utterances and the Lord will give you insight into their lives.

#### *Demonstrate the gospel*

You will be quite surprised how open unbelievers are to prophecy. They might think you're psychic but don't get too religious about that and start quoting the bible. You have to begin where they are at so you can gently explain how it is the Holy Spirit who is showing you these things. I usually tell them that psychics are simply a cheap imitation of the work of the Holy Spirit and so on. The gifts of the Spirit are very powerful tools in the hand of the evangelist and we need to get accustomed to healing and operating in the gifts together with the Holy Spirit. The unsaved person does not know that you are still learning, but that does not matter, for as long as you depend upon the Holy Spirit, He will take care of everything. You may feel a little scared if you've never prayed for the sick, but as someone once said, "do it scared!" Soon you'll get used to praying for people's sickness. Miracles do open people's eyes to the reality of God's power and we don't simply preach the gospel with words but we demonstrate the gospel with signs following. These days people everywhere are hungry for the supernatural and the supernatural begins with the church. If we do not operate in the supernatural, society will begin to look to psychics and mediums for answers.

#### *Healing is a free gift*

There are so many sick there days and especially in the area of cancer, and so when you offer prayer for someone who is desperate they will open their hearts. Don't be too hasty to share all the doctrines of salvation but pray for healing first and if the Lord prompts you, then share the good news of salvation. Sometimes people only want the healing and not the Healer and that's OK. God still loves them and we pray for their healing unconditionally. We can't force anyone to receive the Healer as their Saviour - we see Jesus healing all without making any demands.



Healing is a free gift from God like salvation and perhaps they don't come back for salvation, yet you've planted a good seed of healing in their hearts.

### *Salvation is voluntary*

Some people have outreaches that feed the poor on condition they stay to hear the gospel, and this in my opinion is incorrect. We should feed people because they are hungry and if they ask why we do it, we tell them that it is the love of Jesus which compels us. So salvation is voluntary and we must not make any pre-conditions. After a while praying for the sick will become natural to you and it will become part and parcel of your evangelism efforts. You may not see results at first, but keep on and eventually as your faith grows, you will see folks getting healed and you'll be up and running. I always advise that offering prayer for their needs is a great opener to further discussion and so try it and see what happens. Evangelism becomes more exciting as we move in the supernatural.

## Discussion points

- ✿ I have never prayed for anyone - how do I start?
- ✿ What if they don't get healed?
- ✿ How do I introduce the subject of healing ?
- ✿ Will a demon manifest? What should I do in that case?
- ✿ I am praying for a woman - is it right for a man to lay hands on a stranger?
- ✿ The sick get healed but still do not want to receive Christ - what can I say to persuade them?
- ✿ If I pray in tongues it will sound strange to unbelievers.
- ✿ Suppose God gives me a word of knowledge - how should I share it?
- ✿ People might think I'm psychic. How do I explain the difference?
- ✿ Think of other discussion points.



## Lesson 14

### Nappy changing

#### *It takes time*

Once someone has committed their life to the Lord then the process of follow-up and nurturing the new convert begins. This is a precious time for the new Christian and so we must be extra careful in how we disciple the person. The mistake we can make is to hurry this process. Sometimes we can have high expectations of the new convert, e.g. they may still be smoking, however we can't expect them just to be able to stop smoking overnight. It took me a whole year before I was able to quit. If we are not careful we can bring a lot of pressure to change and bring undue condemnation upon the young believer. In other words, we must allow the new Christian time to grow and cleaning up their life may take time. Some people get saved and get sanctified pretty quickly but not everyone has the same journey.

#### *Uphold them in prayer*

The new Christian is like a new-born baby and needs a lot of attention. Babies in the natural realm always need attention and they mess up regularly. A new convert is the same. Follow-up and after care are important because the devil will try his utmost to deter the new believer from obtaining more knowledge. Satan will try to bring guilt, condemnation, and try to make the new Christian believe that he or she is not really saved. Doubts may plague the new convert until he or she is grounded in the word of God. The need to uphold the new Christian in prayer is also necessary, and slowly but surely if given enough attention, growth will occur. In many large campaigns many will go forward to answer the altar call but unfortunately many fall away for lack of after care.

#### *Have patience and understanding*

In after care there may be issues arising in regard to family problems, e.g. the husband may become unhappy if his wife is now following Christ. Also if a teenager or young person gets saved, the family might accuse you of brain-washing or belonging to a cult. You may win someone from another faith e.g. Hindu or Muslim, and again we need to apply wisdom in such cases, especially as Muslims can get pretty irate and resort to violence as it is forbidden with threat of death to convert to Christianity. The new convert will need basic teaching so don't start them off in the Old Testament! Like babies they can only drink milk and would choke on meat. Not everyone is good at follow-up and yet God has given us different gifts - some people just enjoy nurturing new believers - I love winning people to Christ but don't have much patience when it comes to nurturing. It requires a person with a lot of patience and understanding, so if you don't have the gift, pass them on to someone who does. We are called to make disciples and not just have converts.



### *Home groups and friends*

Encourage the new believer also to start sharing their new found faith as soon as possible so they can become bold and reinforce what has happened to them. The more they share, the better, for they will become stronger for it. Get them up to testify in church or ask them to tell their friends - again using wisdom where there are difficulties with family etc. Make sure when it comes to money and offerings that there is no pressure, as young Christians are known to give everything away and that will bring problems with family or friends accusing them of being brain-washed. Also, some young Christians have stumbled in their faith because ministers have been too forceful taking tithes and offerings. A good home group is a good place to start where they can quickly make friends and be assimilated into church life. Friendships in church are important for a new believer to feel loved and accepted.

## Discussion points

- ✿ How often should I visit a new convert?
- ✿ What can I do if their families object to my visits and influence?
- ✿ If I am visiting someone of the opposite sex, should I take someone else with me?
- ✿ Is it my responsibility to teach the new believer the bible or should I leave it to the pastor?
- ✿ The new convert is very excited and zealous - should I calm them down?
- ✿ The new convert is a Muslim or Hindu- what steps should I take to ensure safety for both of us.
- ✿ How can I help a new believer who is full of doubts?
- ✿ He or she wants to give up their job and go to Bible School - how should I advise them?
- ✿ They are taking up too much of my time and it is affecting my own family - what can I do?
- ✿ Think of other discussion points.





## Lesson 15

### Know your stuff

#### *The bible speaks for itself*

In evangelism you will face many tough questions and so a good understanding of scripture is important. Show them the relevant scriptures where possible and let the bible speak for itself. You can't defend the bible but the word of God has power and it will do its own work. People are more likely to believe something if you show it to them in the bible and they will see you're not just making it up. You don't have to know the whole bible but a basic understanding and the ability to locate the scriptures is necessary. When you don't know the answer, it is better to be honest and say, "I don't know the answer to that question". If you're open and honest you've more likely to convince someone than if you try to bluff it out.

#### Some basic salvation scriptures

**John 3:16**

**Romans 3:23**

**Romans 10:9-10**

**Romans 6:23**

You can also use some basic prophecy scriptures that show the coming of Jesus in the Old Testament, e.g. **Isaiah 7:14**, **Isaiah 53** (the whole chapter) **Micah 5:2**.

#### God is good

You can use scriptures like **John 10:10** showing of the goodness of God and how it is the devil who kills, steals and destroys. Also, **James 1:13-17**.

#### The bible is the inspired word of God

The books and letters of the bible were written as men were moved by the Holy Ghost- **2 Peter 1:20,21** Have a bible handy (pocket size if you can read small print) and learn to use it and get around it - it might take some practice. Sad to say many Christians do not know the word of God! Jesus used the word of God when he confronted the devil in Mathew 4. He quoted the bible and so did the devil - since we are in a spiritual battle the bible is our sword to attack the lies and deceptions of the devil. Ephesians 6:11 - Put on the whole armour of God. It is wise first to pray and seek God's protection before venturing out and this is important for we are engaged against spiritual forces. If you find you can't answer a question put to you, ask the Holy Spirit in your mind and He will help you - He will give you ideas as how to answer or how to use various scriptures.



Cults will use the bible to their advantage by twisting the scriptures to suit themselves, or they may have their own versions of the bible like the Jehovah Witnesses and Mormons, and so again we must know what the scriptures say for ourselves.

Scriptures about hell - Luke 16:19-31

Scriptures about heaven - John 14:1-6

### Discussion points

- ✿ Should I go to Bible School for training?
- ✿ How can I remember these scriptures - should I memorize them?
- ✿ There are some errors in the bible. What can I say?
- ✿ The bible was written by men thousands of years ago so it is flawed - how do I answer that?
- ✿ They accuse me of blind faith. How can I persuade them it is not?
- ✿ Do I always quote the word in my dealings with unbelievers? Won't it sound monotonous?
- ✿ What if I can't find a relevant scripture - shall I bluff it out?
- ✿ If I say I don't know the answer, won't people be put off by my ignorance?
- ✿ Find more scriptures to use in evangelism.
- ✿ Think of other discussion points.



## Lesson 16

### My pastor is not interested

#### *Don't be offended*

God gives different burdens to different people, e.g. you might have a burden to reach the down and outs or homeless people living on the streets. You may feel that everyone should be involved in reaching these people, feeding them and looking after their welfare. Not everyone will feel the same, i.e. someone else might feel a burden to reach only the teenagers. You may feel confused and rejected if everyone in the church does not get excited about your vision. You will be especially offended if the leadership are uninterested. Reaching the homeless is not necessarily everyone's cup of tea but yet you feel so burdened by their needs. What can you do? No-one understands your heart.

#### *Look to God*

Some people feel that marriage breakdown in society is an important issue, whilst others may feel it is the businessman we ought to reach. Some are called to go to Africa or India, but its not for everyone to just give up everything and head off to Africa. I had that sort of experience years ago when I was told through 'so called' prophecy that I was called to Holland. The prophet told me he would join me in due course. So I gave up my job and headed for Amsterdam. When I got there after a few days I thought, "what am I doing here?" To top it all, the prophet changed his mind and never-showed up. When you have a particular burden to reach certain kinds of people don't expect everyone to jump up enthusiastically to help you. Share your vision by all means and talk to the leaders but in the end look to God for co-workers. God will put people with the same heart to help you fulfil your vision. Also talk to the leaders and make sure its ok with them. Don't push and strive and make things difficult. God will open the doors and make a way. Pray about your visions and dreams and expect God to send help.

#### *Give your vision time*

There are many kinds of people and many ways to reach them and yours might be just one of many. If the burden or vision is of God then it will come to pass if you stay in prayer. If it is just a passing whim you will soon forget about it, so give your vision time to mature. Be patient with folks around you and when they see some fruit then some may even join your vision and get involved. In the beginning you may have to start on your own or pray for one person to join you and start from there. On the other hand, you may get lot of folks for a while and then you will get a high drop-out rate. To keep people interested and motivated week in and week out is not easy so it is better to start small and build your team gradually.



But understand this - people come in all shapes and sizes and differing views and so take it easy and chill. Lean on God always and don't try to make things happen. Don't force people to come into your vision for they won't last.

### *Fulfil your calling*

Try and understand there are many people to reach in many different ways and once you appreciate this you will be more relaxed. I know of people who have got upset - and left the church because the pastor was not interested in their vision and that is just being immature. Prove your worth by doing something and let the others see by your actions. Carry your own burden - don't expect others to do it for you. If God spoke to you then you are the one to fulfil that calling.

## Discussion points

- ✿ I feel condemned if I don't join someone's pet project - how do I say no nicely?
- ✿ My pastor has a vision for down and outs. I don't, so should I get involved?
- ✿ How can I recruit the right people to help me with my project?
- ✿ How do I handle someone who does not fit into my group or project?
- ✿ Should I go ahead if the pastor says no?
- ✿ Should I pray for him until God changes his mind?
- ✿ Some people think my burden is not from the Lord - I am just imagining it. How can I persuade them it is of God?
- ✿ Should I spend time praying about my vision first and how do I know when to take action?
- ✿ Is it OK to ask people in the church to support me financially?
- ✿ Think of other discussion points.



## Lesson 17

### Don't be weird

#### *Act normal*

Some Christians appear weird, especially to unbelievers, when they see how some Christian people act and talk. For instance, Christian jargon - when you're talking to the unsaved you can't use phrases like "praise the Lord, Hallelujah," in every other sentence. They'll think you're weird and from planet Mars. On the contrary we must act and behave normally at all times - i.e. it is natural to believe in God, but the secular world has made out that abnormal people believe in God. When Christians act strangely it only emphasises their point. They also believe that only weak people who need a crutch to lean on become Christians or go to church.

#### *Changing the church's image*

The world system and the media have an image in their minds of church being boring, where the vicar is often portrayed as a weak and apologetic person. They also have an image of dark, cold, empty churches where a few old people huddle together to listen to organ music. Then you have the other image of Christians making bizarre noises and sounds and this is why we need to emphasise the normality of trusting in God and going to church. It is also wise to consider which meeting to take them to - prayer meetings where people are interceding loudly in tongues aren't appropriate for the unsaved. If you go to a lively church, invite them to come and see what it's like or give them a C.D. of good contemporary Christian music. Churches like the Hillsong church in London are attracting thousands of people because they are modern, and are in tune with where young people are at and it's cool to go to a church like Hillsong.

#### *Decently and in order*

I'm not saying we all have to be like them, but life has moved on and standing on a street corner banging a tambourine or singing songs outside Tesco's can appear as strange. It may not look odd to us because we are used to Christian jargon and Christian ways of doing things, but we are trying to reach people who have probably never been inside an evangelical or charismatic church. Ideally, bring the unsaved to churches where there is life, love and liberty in the Spirit, but where there is order and not chaos. Some folks act peculiarly in church and if you have new friends visiting you can imagine what they must think. I remember one particular lady who always danced at the back of the church and she used to wear long, white dresses and swoon and sway to the music. She got quite offended when I told her to stop! I discerned by the Spirit that she just wanted attention and she was acting weird. True dancing in the Spirit before the Lord to glorify Him is beautiful to see.



### *The bible is relevant today*

Act normal, and talk normal and behave normally, as if believing in God is the most natural thing to do. Answer questions intelligently and try to find ways to identify bible examples with 21<sup>st</sup> century life. Some people like to say grace quite loudly in a restaurant and try to impress or condemn the people who are trying to enjoy their meal! A quiet word of thanks is sufficient. Some folks I have been with in a restaurant want to hold hands and pray and men holding hands in a restaurant can be interpreted differently. Quite honestly I find it all very embarrassing to say the least. No, let us behave like ordinary folk and radiate the love, joy and peace we have.

## Discussion points

- ✿ How do I know if I am behaving in a super-spiritual manner?
- ✿ How can change my language and not use Christian jargon in front of the unsaved?
- ✿ Are churches like Hillsong watering down the gospel to be more attractive, i.e. some churches avoid talking about hell and other difficult subjects?
- ✿ The bible says, 'come out from among the unbelievers' - surely we have to be different in the way that we behave and talk?
- ✿ I go to an old-fashioned church - I don't think I can take any young people there - what can I do?
- ✿ Shouldn't we get excited about Jesus - after all, people go crazy at football matches?
- ✿ How can I explain speaking in tongues to unsaved friends who visit my church?
- ✿ How can I correct my Christian friend's use of Christian jargon without offending them?
- ✿ What Christian phrases or words can I use without sounding weird?
- ✿ Think of other points to discuss.