

Contemporary Methods of Evangelism (One Size Does Not Fit All)

1. *The “ABC’s” of Salvation.*

The soul winner employs an acrostic outline to aid in leading the person to Jesus Christ. **A:** All have sinned (**Romans 3:10, 23**). **B:** Jesus Christ shed His blood for sinners (**1 Corinthians 15:3, 4**). **C:** The person confesses his sin to God and receives Jesus Christ as Savior (**John 1:12; Romans 10:9, 10**).

2. *The Romans Road.*

The soul winner uses verses in Romans to lead a person to salvation through Jesus Christ. All have sinned (**Romans 3:10, 23**). The penalty for sin is death (**Romans 5:12; Romans 6:23a**). Jesus Christ paid the penalty for sin through His death (**Romans 5:6, 8; Romans 6:23b**). Sinners must confess their sin and receive Jesus Christ as Savior (**Romans 10:9, 10, 13**).

3. *The Four Spiritual Laws.*

The soul winner makes reference to four biblical truths. Sinners are lost and need a Savior (**John 3:3; Romans 3:23; Hebrews 9:27**). Sinners cannot save themselves (**Titus 3:5; James 2:10; Proverbs 14:12**). Jesus Christ provided sinners with salvation (**1 Peter 3:18; 1 Peter 2:24; 2 Corinthians 5:21; John 3:16**). Sinners should receive Jesus Christ as Savior (**Isaiah 55:6; 2 Corinthians 6:2**).

4. *Four Things God Wants You to Know.*

God wants the sinner to know his need as God sees it (**Isaiah 64:6; Jeremiah 17:9; John 3:3; Romans 3:10, 11, 23**). He wants the sinner to recognize his own helplessness (**Proverbs 14:12; John 14:6; Acts 4:12; Galatians 2:16; James 2:10**). He wants the sinner to accept the provision of God for his need (**Isaiah 53:6; John 3:16; 2 Corinthians 5:21; 1 Peter 3:18**). Since assurance of salvation is an essential teaching for every new believer, God wants the sinner to know that God promises to keep the sinner eternally secure (**John 10:28; Philippians 1:6; Hebrews 7:25; 1 Peter 3:18; 1 John 5:11-13**).

5. *Tract Evangelism.*

God uses Christian literature to draw people to Himself. One popular tract is the booklet “**Life’s Most Important Question.**”¹ The “Life’s Most Important Question” booklet begins with the question, “**If you were to die today and you were to meet God and He should ask you why He should let you into His heaven, what would you say?**” If the person answers anything but "receiving Jesus Christ as Savior," they are uncertain of their eternal destiny. The soul winner then presents *five facts* about salvation. **1.** Heaven is a free gift based on the grace of God (**Romans 6:23**). **2.** Man in himself does not deserve the gift of heaven (**Romans 6:23**). **3.** There is a penalty for sin (**Exodus 34:7**). **4.** Jesus Christ is the only way to heaven (**John 14:6**). **5.** Personal faith in Jesus Christ is the answer and results in salvation (**Acts 4:12; John 1:12**). The booklet is illustrated and takes twenty minutes to present. This writer recommends the booklet highly.

6. *Evangelism Explosion.*²

Dr. D. James Kennedy and his staff devised a book on how to evangelize. The method was first used in the Jacksonville, Florida and Fort Lauderdale, Florida areas. It is a multi-week course on in-depth evangelism and uses Scripture passages, introductory remarks, illustrations, and applications. Thousands of souls have been led to salvation through Jesus Christ through the use of Evangelism Explosion. Follow-up material is included in the text. Over the years, 'off-shoots' of Evangelism Explosion have been published. The presenter may have copies of Evangelism Explosion or some other evangelism curriculum. If so, distribute the copies for examination.

7. *Sharing Your 'Jesus Story'.*

One original version of 'sharing your testimony' was *Tell Evangelism* out of the Buffalo, New York area. The 'Great Commission Initiative' and other presentations have focused on the use of 'story-telling' in settings where the population has a variety of language groups that may not be able to read English. Often, the 'Jesus Story' approach is used in urban settings.

8. *The Bridge to Eternal Life.*

Two figures are drawn on a page. Figure one shows man on one side, God on the other side, and sin in the middle. The soul winner instructs the sinner that, because all have sinned (**Romans 3:23**), everyone is destined to die both physically and spiritually (**Romans 6:23**). The result is separation from God forever (**Ephesians 2:1-4**). Figure two shows man on one side, God on the other side, and Jesus Christ (instead of sin) in the middle - with the cross of Jesus Christ spanning the gap between man and God. The soul winner instructs the sinner that, when Jesus Christ died on the cross, He took upon Himself the condemnation of the sinner and endured the punishment (paid

¹These booklets published by Brethren Missionary Herald in Winona Lake, Indiana were created for use with Evangelism Explosion by D. James Kennedy.

²D. . James Kennedy, Evangelism Explosion, 1996.

the price) for sin (**Romans 4:25; Romans 5:8; 1 Corinthians 15:3**). By suffering and dying as a substitute for the sinner, Jesus Christ provided a righteousness that God credits to the account of the sinner (**2 Corinthians 5:21**). He makes reconciliation possible between sinners and a holy God (**1 John 2:1-2**).

9. *Bridge Evangelism (Common Ground)*.

Five bridges connect the soul winner to the sinner and provide opportunities for evangelism. **1.** The Bridge of **Relation** connects the soul winner to family members and friends. **2.** The Bridge of **Vocation** connects the soul winner to his fellow worker. **3.** The Bridge of **Recreation** connects the soul winner to people at social and other events. **4.** The Bridge of **Location** connects the soul winner to people in his neighborhood. **5.** The Bridge of **Education** connects the soul winner to people who need Jesus Christ at school. The soul winner should be aware of opportunities to use all five bridges. Using one or more of the bridge opportunities, share the gospel of Christ.

10. *Friendship Evangelism*.

The soul winner forms a friendship relationship (connection) with the person in need of Jesus Christ. Through regular contact and mutual discussions, the soul winner uses one of the previously mentioned methods to lead the person to salvation through Jesus Christ.

11. *The Way of the Master*.³

This *highly recommended* evangelism approach includes study guides, recorded helps, and further instructional materials. Since the Old Testament Law was given to teach people that all are sinners (**Galatians 3:24**), *The Way of the Master* confronts the sinner with the sins described in the Ten Commandments. It uses the *WDJD* acronym and asks the sinner four questions: **1. W** - Would you consider yourself to be a good person? **2. D** - Do you think you have kept the Ten Commandments (everyone has broken at least one of the Ten Commandments - ask the person if he/she has ever lied or wanted something that wasn't theirs)? **3. J** - Judgment. If God judges you by the Ten Commandments, on the Day of Judgment, will you be innocent or guilty? **4. D** - Destiny. Will you go to heaven or hell? Once the sinner's eternal destiny is determined, use Scripture to present the gospel. Lead in prayer.

From the *Way of the Master* website:

Way of the Master witness encounters are typically initiated with the question "Do you consider yourself to be a good person?" When the individual answers positively, the evangelist will walk him or her systematically through the Law (How many lies do you think you have told in your life? Have

³ Kirk Cameron and Ray Comfort, *The Way of the Master* (Bartlesville, OK: Genesis Publishing Group, 2006)

you ever stolen something, irrespective of its value? Have you ever taken the Lord's name in vain? Have you ever looked at a woman with lust?). This is followed by a brief summation of the individual's admissions and the question is asked concerning the individual's eternal well-being: "In light of your own admission, if God were to judge you by the standard of the ten commandments, do you think you would be found innocent or guilty and would you be going to heaven or hell?" This is followed by a summary of the key elements of the gospel, with particular emphasis on doctrines such as propitiation and the need for faith and repentance.

Is the Way of the Master evangelism method biblical? Biblical support includes such passages as **Romans 3:19-20** – "Now we know that whatever the law says, it says to those who are under the law, so that every mouth may be silenced and the whole world held accountable to God. Therefore no one will be declared righteous in his sight by observing the law; rather, through the law we become conscious of sin." Similarly, **Galatians 3:24-25** declares – "...the law was put in charge to lead us to Christ that we might be justified by faith. Now that faith has come, we are no longer under the supervision of the law." **Psalm 19:7** also proclaims that "the law of the Lord is perfect, converting the soul."

In conclusion, the "Way of the Master" methodology is assuredly a biblical approach, founded on scriptural principles. When self-examined under the mirror of God's law, man's heart is prepared for the seed of the gospel. If the Holy Spirit opens the eyes of the individual to receive truth, the heart of man is then able to understand the message of God's holiness—His justice and perfect righteousness, and the glorious salvation made available through the sacrificial provision of Jesus Christ.

Way of the master has an instructional 12 session training video available for churches.

12. *The Wordless Book.*

Different colored pages are stapled together to form a book. For each topic, flip through (turn the page of) the book. Page one is **black** (pictures the sinful heart). Page Two is **red** (pictures Christ's sacrifice for sin at Calvary). Page **Three** is white (the cleansing that happens to the sinner's soul when Jesus saves the sinner). Page **Four** is Gold (pictures heaven as the destination for all who are saved). Page **Five** is Green (pictures spiritual growth once a person is saved). A poem accompanies the *Wordless Book*: "My heart was dark/black with sin (**Black**), until the Savior came in. His precious blood I know (**Red**), has washed me white as snow (**White**). And in His Word I'm told, I'll walk the streets of gold (**Gold**). What a wonderful day! He washed my sins away" (**Green**).

13. Keith D. Pisani's *Salvation! It's Free!* tract. (see addenda for an example to use for practice)

The tract begins with a question: What must I do to be saved? In response, the person admits he is a sinner (**Romans 3:23**), acknowledges that sin deserves eternal punishment (**Romans 6:23a**),

recognizes that Jesus endured (experienced) the sinner's punishment for him (**Romans 5:8**), and applies what Jesus did on the cross to his life by asking Jesus into his life as his personal Savior (**John 1:12**). A sample prayer is included in the tract as well as a passage on assurance of salvation (**1 John 5:11-13**). God has used this tract to lead thousands to the Savior. The author uses this tract - from the youngest to the oldest - exclusively, in his church's ministries. A copy of this tract is included in the workbook that accompanies this study and as an addendum in this book.

14. *Other Evangelistic Methods* (review)

These include methods such as *6E Evangelism* (GBMB), *Lifestyle Evangelism*, *Intentional Evangelism*, *Mass Evangelism*, *Event Evangelism*, *Harvest Events*, *Attractional Evangelism*, *F.A.I.T.H.*, *G.R.O.W.*, *Contagious Christian/Becoming a Contagious Christian*, *The NET*, *Great Commission Initiative*, *Elevate*, *Engage*, *The Gospel Project*, and others). Church seminars on evangelism are common. Hundreds of methodologies can be found in bookstores, on the internet, and through other distributors.

God wants believers to evangelize (**Matthew 4:19**). The only way sinners can come to Jesus Christ is through evangelism (**Romans 10:17**). Because Christ's coming could happen at any time, the window of opportunity for sinners to receive Jesus Christ as Savior is "today" (**2 Corinthians 6:2**). Believers should sense the urgency to share the message of the gospel. Evangelism is a privilege and a responsibility. God rewards believers who evangelize (**1 Thessalonians 2:19**).