

ETS 2/5

Assignment Sheet

Date _____

Name _____

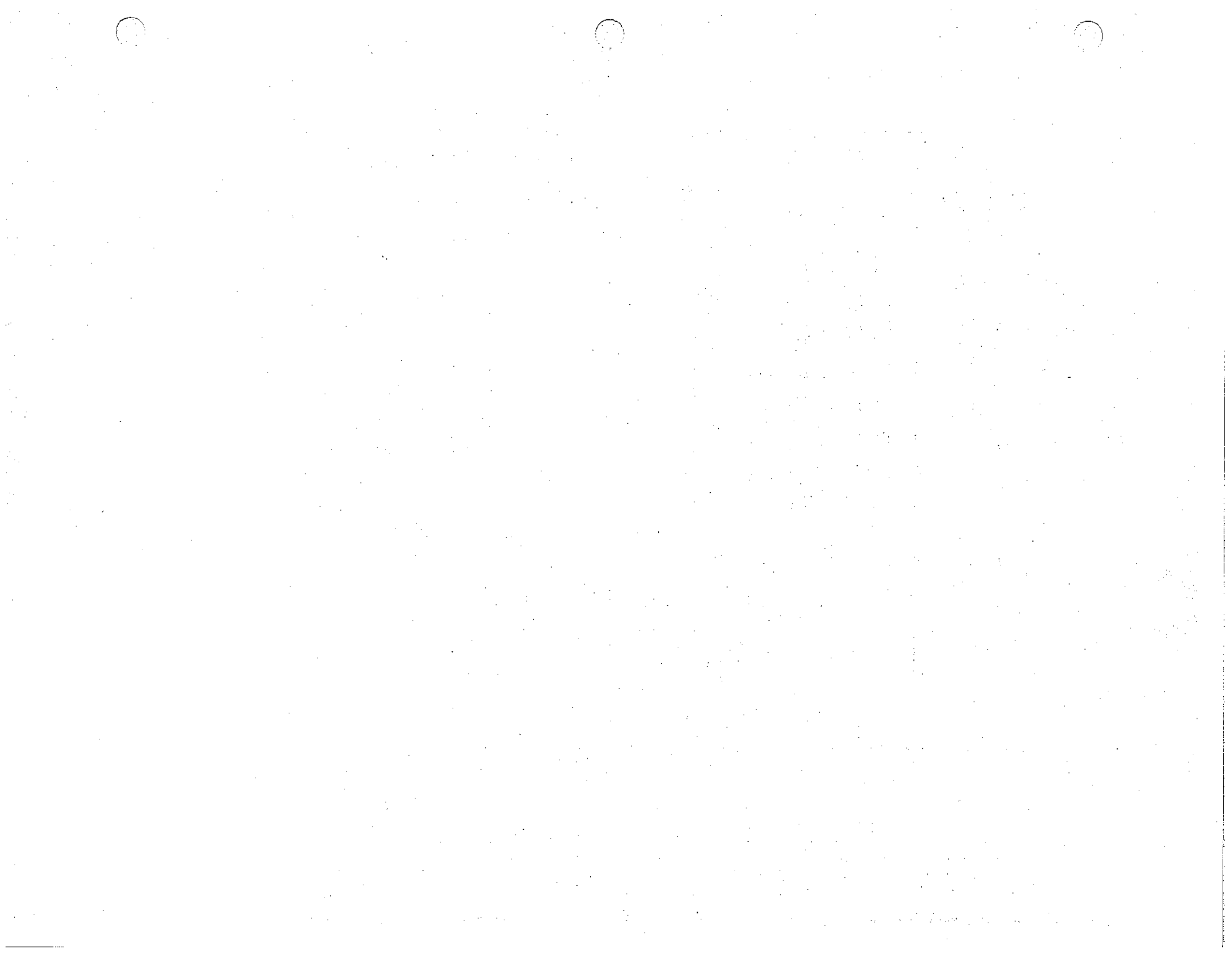
Topic _____

PSMA _____

Lesson Priorities in the Use of Time

Class _____

	Completed	
	Yes	No
Lecture		
Review "Priorities in the Use of Time"		
Bible Study		
Do "The Obedient Christian"		
PSMA		
Do 5 PSMA		
Reading		
Bible Reading Chart		
Evangelism/Follow-Up/Discipleship		
Pray for 2 people to win to Christ.		
Pray for your disciple.		
Write second draft of personal testimony.		
Scripture Memory		
Matthew 18:20		
Hebrews 10:24-25		
Review previous verses.		



PRIORITIES IN THE USE OF TIME

Introduction

The Story of Bethlehem Steel

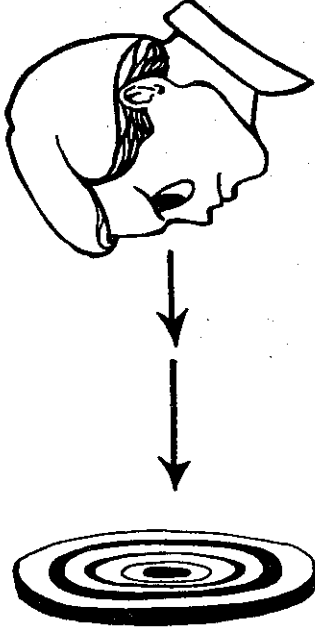
Many years ago Charles Schwab, president of an obscure steel company, was visited by an efficiency expert. In trying to encourage the company to use his services, the efficiency expert presented several methods of management. Finally Charles Schwab blurted out, "We already know too much. What we need is something to help us do what we already know we should be doing. Show me how to get more things done with my time, and I will pay you anything you ask within reason."

The efficiency expert, Ivy Lee, told Mr. Schwab that in 20 minutes he could show him something that could make him 50% more efficient. Then he handed Schwab a sheet of paper and told him to write down the six most important things he had to do tomorrow and number them according to their priority. "In the morning," instructed Lee, "take the top priority item and work on it until it is done. Then go on to numbers 2 and 3 in the same manner. If you do not finish all 6 items, don't worry, you have worked on the most important things anyway. Do this every working day and get your employees to do the same. After trying it for as long as you like, send me a check for what you think the idea is worth."

A few weeks later Schwab sent Lee a check for \$25,000 with a note saying the Priority List idea was the most important lesson he had ever learned. As Charles Schwab applied the plan over the next five years, Bethlehem Steel grew

from an unknown company to the largest independent steel producer in the world. Schwab, needless to say, became a millionaire.

Years later, Schwab's friends, upon hearing this story, asked him if he didn't think \$25,000 was a rather high fee for such a simple idea. Schwab replied that in its simplicity lay its greatness and that it was perhaps the best investment he ever made.



Priorities

The Importance of Priorities

Since we can only do a small number of the possible activities that come our way, it is important that we decide all matters on the basis of our objectives. Once we have planned our day, week, or month based upon our objectives, we have a basis for selecting in which activities we will involve ourselves.

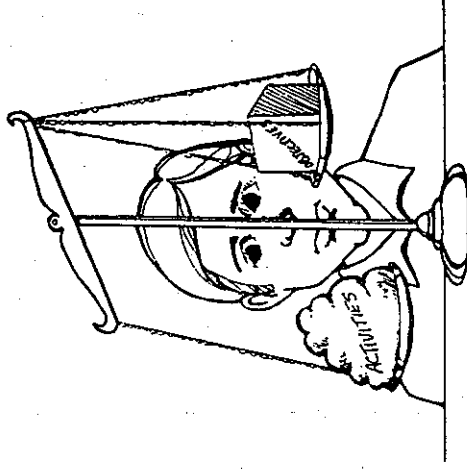
One of the greatest reasons we do not accomplish our objectives is that we say, "Yes," to things that have nothing to do with reaching our goals. Our lives fill up with time-consuming activities that only lead us farther away from our objectives. ONE OF THE GREATEST TIME-SAVING DEVICES IN THE WORLD IS THE LITTLE TWO-LETTER WORD "NO." A person who has not mastered the art of saying, "No," to things that have nothing to do with his objectives is doomed to a frustrating and pressurized life.

Remember...

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Just because I say NO to a request does not mean it will not get done. If it is important enough, it will be delegated to someone else.

The simple Priorities Plan is the backbone of almost every successful person's management program. The idea of doing FIRST THINGS FIRST and SECOND THINGS NOT AT ALL will change your life from one of frustration and over-busyness to one of accomplishment and rest. Most unsuccessful people save the important things till the last. They take care of the non-essential trivia first; consequently, they never get to the priority items in their lives.



Value System and Priorities

Objectives and priorities are a reflection of our value system. Where our time and resources are expended is where our true values lie. The Bible says:

For where your treasure is, there will your heart be also.

Matthew 6:21

Therefore, we must be careful as to where the treasure of our time and money are spent for that is where our hearts will be.

Often we hear people state very godly and worthwhile objectives, but if one were to analyze the expenditure of their resources, one would discover that their true goals were success, status or materialism.

What are your objectives for life?

ARE THEY IN KEEPING WITH GOD'S OBJECTIVES FOR HIS DISCIPLES?

The Kingdom First

But seek ye FIRST the Kingdom of God and his righteousness; and all these things shall be added unto you.

Matthew 6:33

Jesus Pre-eminent

And he is the head of the body, the church: who is the beginning, the first-born from the dead; that in all things he might have the pre-eminence.

Colossians 1:18

Obedience

He that hath my commandments, and keepeth them, he it is that loveth me: and he that loveth me shall be loved of my Father, and I will love him, and will manifest myself to him.

John 14:21

Prayer

And in the morning, rising up a great while before day, he went out, and departed into a solitary place, and there prayed.

Mark 1:35

The Word

This book of the law shall not depart out of thy mouth; but thou shalt meditate therein day and night, that thou mayest observe to do according to all that is

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written therein: for then thou shalt make thy way prosperous, and then thou shalt have good success.

Josuha 1:8

Witnessing

But ye shall receive power, after that the Holy Ghost is come upon you: and ye shall be witnesses unto me both in Jerusalem, and in all Judea, and in Samaria, and unto the uttermost part of the earth.

Acts 1:8

Making Disciples

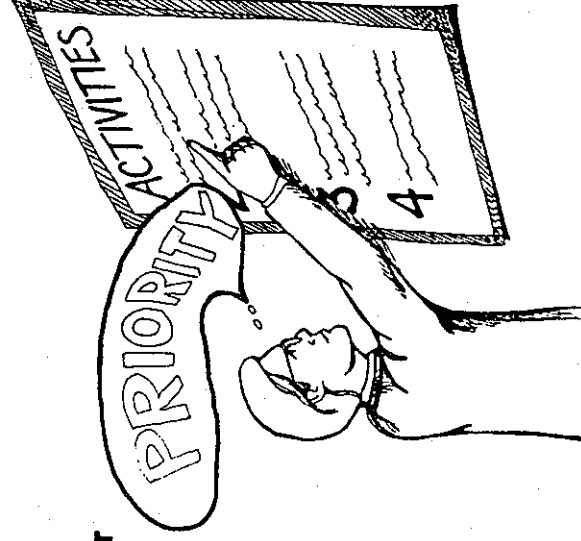
Go ye therefore, and teach all nations, baptizing them in the name of the Father, and of the Son, and of the Holy Ghost: Teaching them to observe all things whatsoever I have commanded you: and, lo, I am with you always, even unto the end of the world.

Matthew 28:19-20

The Personal and Spiritual Management Aid is a tool designed to help you make practical application to Jesus' command to KNOW HIM and to MAKE HIM KNOWN. As you use it each day, you will be able to plan your day wisely, live by your priorities and keep Christ first.

● **Live according to your priorities**

● **Put Christ first**



Practical Tips in Managing Your Time

Plan every day of the week

If you do not plan your days according to your priorities, other people will fill up your days with their priorities. While they sleep like a baby at night because their priorities were accomplished or delegated, you will end up with insomnia because you have put yourself another day behind. On your Personal and Spiritual Management Aid there is a place for you to plan your day according to your priorities--use it.

Don't commit yourself hastily

Many times people will ask you to take on some job, responsibility or commitment and before thinking seriously about it, you find that you have already said, "yes." This is a poor practice. We should not decide to undertake a responsibility simply because we feel pressed by someone else to do it, or even because the responsibility sounds like a good cause.

Checking carefully to see if the responsibility will help or hinder our stated objectives, we should decide such matters prayerfully before God. We must not feel reluctant to say to the person who asks us, "Could I have a day or two to think and pray about that before committing myself?" By doing this we can put some emotional distance between us and the pressure of the request. Our answer, whether yes or no, will be objective rather than emotional and subjective. We will have an opportunity to review the matter realistically with our diary and objectives before us to see if we really do have the time to give it a wholehearted try. If we do not have time to be wholehearted in our efforts, we will probably not be a good testimony for Christ in the activity. The Bible commands us:

Whatever you do, work at it with all your heart, as working for the Lord, not for men.

Colossians 3:23 (NIV)

Don't let the phone destroy your day

The story is told of an old man who would never answer his phone. When someone asked him why, he said, "I got that phone to help me--not so people can call me to help them!"

This is probably not the proper attitude for a Christian to have, but the old man did have a point. It seems the phone interrupts our priorities so often that we fail to get anything done.

When you talk to a busy professional person, it is almost impossible to get past his secretary. She tells you he is not available and asks if she or someone else in the office can help you. She also inquires as to the nature of your business before taking your number. All of this tells you the executive has planned his day and is not allowing others to plan it for him. Most often, he has scheduled a time just before noon or at the end of the day to answer his phone calls.

You can do the same thing. When someone calls, ask the person if you could call them back later. You can explain that you are tied up for the moment (but you don't have to say exactly what you are doing). Then you can call him back when you have time planned in your schedule to deal with phone calls.

If you need to phone someone who likes to chat a lot about nothing, call him near meal time when he is hungry and anxious to eat. You will be surprised at how quickly he will finish his business with you!

Kill two birds with one stone

Take wasted time and redeem it. You can meditate, memorize, review or pray while you are driving, washing dishes, shaving, putting on makeup or exercising. It is always nice to have a time to sit down and do our spiritual activities, but not always realistic or practical. Use occasions when your mind would otherwise slip into neutral or think about non-essentials, to think about God and His Word. This is what is meant in Deuteronomy:

And these words, which I command thee this day, shall be in thine heart: And thou

shalt teach them diligently unto thy children, and shalt talk of them when thou sittest in thine house, and when thou walkest by the way, and when thou liest down, and when thou risest up.

Deuteronomy 6:6-7

Another way to kill two birds with one stone is to combine jobs or errands that can be done together. You may need to go to the post office today. Think about other places you need to visit which are near or on your way to the post office. Keep lists of things you need to buy or do which are not urgent. Then, when you have occasion to go somewhere, you can combine several things at once. This again goes back to planning ahead. If you do not take time to plan your priorities, you will never be able to combine them efficiently.

PLAN AHEAD

Discipline your time

Get on a schedule and stay on it. Go to bed at a planned time and get up at a planned time.



The soul of the sluggard desireth, and hath nothing: but the soul of the diligent shall be made fat.

Proverbs 13:4

As the door turneth upon his hinges, so doth the slothful upon his bed.

Proverbs 26:14

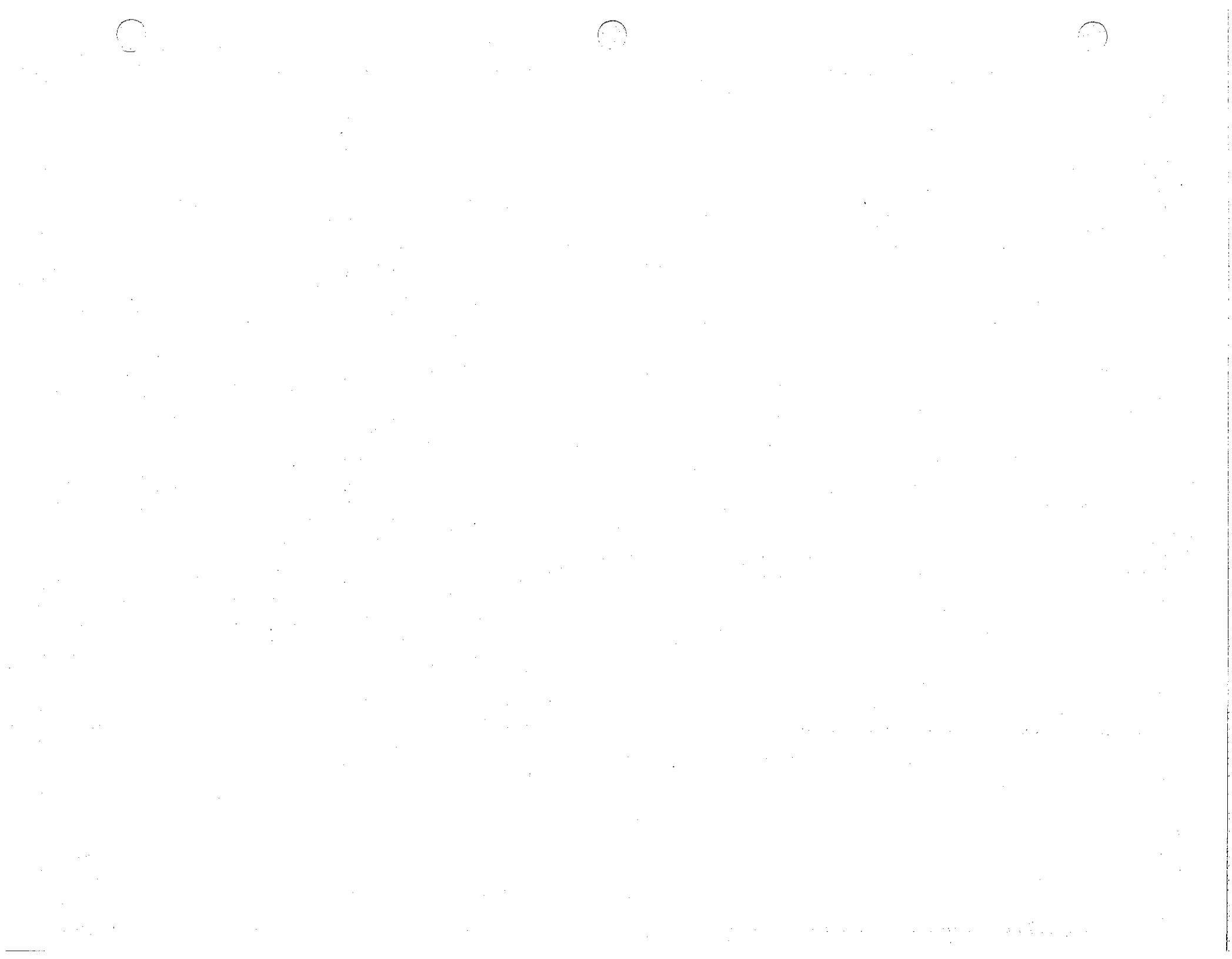
Everyone needs adequate rest. If you are impulsive about when you go to bed--one night it is early, the next night very late--you will be irregular in how you function the next day.

Turn off the TV

Most Christians spend more than 15 hours per week in front of the TV set. Watching TV is sometimes relaxing but is not the only kind of recreation we need. We need active, leisure pastime where we exercise our bodies and relate to other people. Plan your recreation--don't let it plan you.

Plan your day with God and the basics as first priority

Make no allowances when it comes to putting God and His commands first. If we don't begin to put God first TODAY, we never will. We will be exchanging our lives for the temporal rather than the eternal.



THE OBEDIENT CHRISTIAN

At the moment you placed your faith in Jesus Christ as your Savior, a life of obedience to God became a real possibility. The Holy Spirit set you free from the bondage of sin and death (Romans 8:2). He enables you to live a Christlike life.

It is not just that we should strive to live like Jesus, but that Jesus by his Spirit should come and live in us. To have him as our example is not enough; we need him as our Savior. It is thus through his atoning death that the penalty of our sins may be forgiven; whereas it is through his indwelling Spirit that the power of our sins may be broken.

JOHN R. W. STOTT*

As you learn more about the obedient Christian in action, remember that the Holy Spirit will help you obey.

THE BASIS FOR OBEDIENCE

When you consider obedience to God, it is necessary to remember who he is and what he desires for you.

1. What do the following statements tell you about God?

a. I John 4:8

b. Revelation 4:11

c. How do these facts influence your obedience to God?

* From Basic Christianity (London: Inter-Varsity Christian Fellowship, 1958), page 105.

2. Read Deuteronomy 10:12-13

a. What did God require from Israel?

b. Why did God desire that they keep these commandments?

c. How does this apply to a Christian today?

3. What does I John 5:3 teach about God's commandments?

4. After reflecting on John 14:15 and 14:21, briefly state the relationship between loving God and obeying him.

OBEDIENCE TO GOD

How do you know what God desires for your life? The Bible is God's revelation of truth, and obedience to God's word is obedience to God himself.

5. Psalm 119 deals with the importance of God's word. What are several ways the Bible can help you live for Christ?

Verse 11

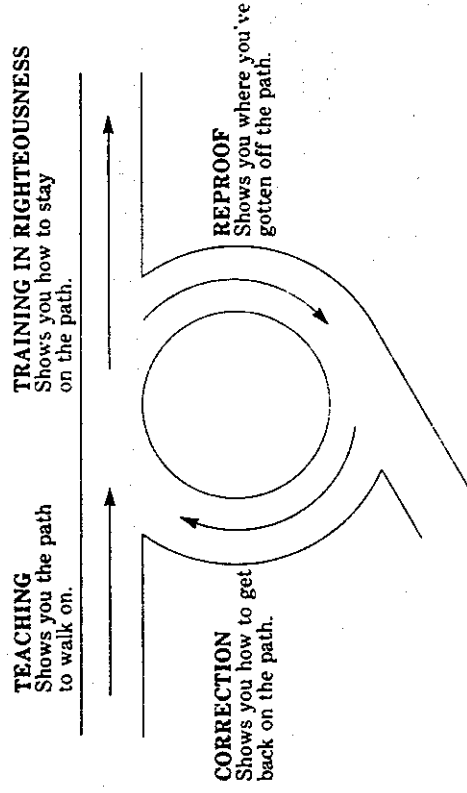
Verse 105 _____

Verse 130 _____

6. In II Timothy 3:16 Paul said that the Scriptures are profitable for:

- a. _____ (What to believe and do)
- b. _____ (Recognizing sin)
- c. _____ (How to change)
- d. _____ (How to live)

This can be illustrated in the following manner:



7. Jesus presents a vivid picture of two types of people in Matthew 7:24-27: the wise man and the foolish man. Read the passage and answer the following question.

WISE MAN FOOLISH MAN

On what foundation
was the house built?

To what forces were
both houses exposed?

What was the result? _____
Did this person hear God's word? _____

How did the two men differ? _____

8. Perhaps God's word has recently made you aware of an area of your life which needs to be brought into closer obedience to God. If so, in what area? _____

KEYS TO CONSISTENT OBEDIENCE

God's Provision

God does not expect you to live an obedient life in your own strength. He has provided you with everything necessary to make obedience a reality.

9. Who lives in every believer? _____
I Corinthians 3:16 _____
II Corinthians 6:16 _____
Galatians 2:20 _____

10. Why are Christians able to overcome their enemy in the world?
I John 4:4 _____

11. In addition to his personal presence, what else has God given to help you live for him? Match the letter with appropriate reference.

___ II Timothy 1:7

a. All things that pertain to life and godliness

___ II Peter 1:3

b. The Scriptures

___ Romans 15:4

c. Power, love, and self-control

Your Attitudes

While God has equipped you for obedience, a key to successful use of these resources is your attitude.

12. What attitudes can you display in obeying God?

Deuteronomy 26:16

Psalms 40:8

Luke 8:15

THE PRACTICE OF OBEDIENT LIVING

The obedient Christian still faces daily struggles with temptation.

How can we practice obedience and gain victory over sin? Biblical principles and examples provide the answer.

13. Discover the source and causes of temptation in the following verses:

a. Who is the tempter? Matthew 4:1-3

b. Who is never the source of temptation? James 1:13

c. What causes you to be drawn into temptation? James 1:14

14. In Joshua 7:20-21, examine Achan's statement about his disobedience.

a. What factors contributed to his disobedience?

b. At what point could he have prevented his sin?

c. What could you learn from his error?

15. Using the following verses as a guide, write a brief definition of sin. Isaiah 53:6; James 4:17; I John 3:4

How does sin differ from temptation? _____

16. Consider I Corinthians 10:13.

a. Are the temptations you face different and perhaps more difficult than those faced by others?

b. What limit does God place on temptation?

c. What is God sure to provide when you are tempted?

This verse is a promise to claim. If you memorize and review it, it will remind you to look for the way out when you are tempted.

God offers us victory and deliverance, but men sin because they often neglect the provision. Known but unconfessed sin grieves God. Although sin does not alter God's love, it does cause a break in fellowship with him.

17. In I John 1:9 we are told to...(Check the correct answer.)

___ feel badly about sin.

___ try to do something to make up for sin.

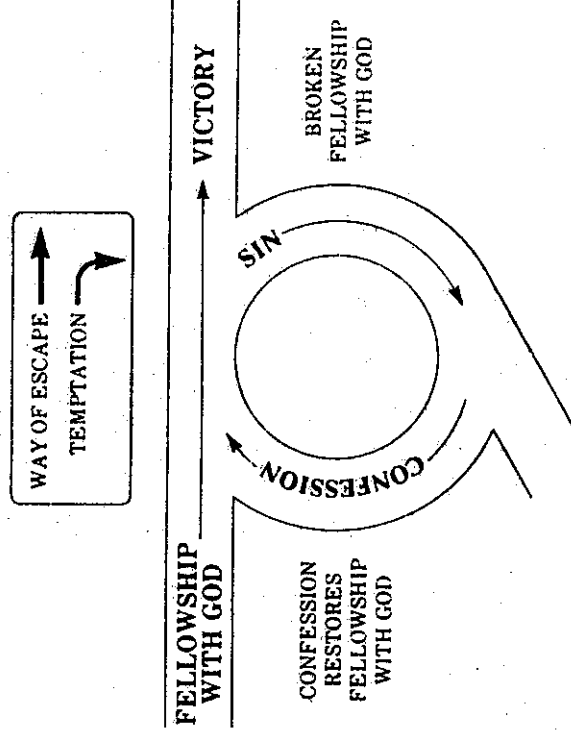
___ confess sin to God.

___ try to forget about sin.

Why is this important? _____

18. In Psalm 32:5, David prays and confesses his sin. Write this verse in your own words.

The practice of walking in victory can be pictured as follows:



19. In what practical ways can you avoid falling into temptation?
Proverbs 4:13-15

20. What two steps indicated in James 4:7 will help you walk in victory?

TO SUBMIT TO GOD you must yield your will to God's will. TO RESIST THE DEVIL you must use God's provision for victory.

21. These questions about sin and temptation probably remind you of the daily conflict you experience.

a. Review question 8. What is the root problem in the area you recorded?

b. How does the temptation to disobey God in this area begin to show itself?

c. What steps can you take to avoid these beginnings?

Live by the Spirit, and you will not gratify the desires of your sinful nature.

GALATIANS 5:16

Remember These Points:

- Your obedience to God is based on the fact that he is your Creator. You obey him because of who He is.
- God reveals his standards through the Scriptures.
- To the extent that you appropriate God's provision for victory, you can experience a life of obedience.
- You are not immune, however, from temptation and sin. Sin does not negate God's love for you, but it does break your fellowship with him. Confession restores that fellowship.



ETS 2/6

Assignment Sheet

Date _____

Name _____ Topic _____ Evangelism

Lesson Basic Tactics of Evangelism Class _____

Lecture	Completed	
	Yes	No
Review "Basic Tactics of Evangelism"		
Bible Study		
Do "God's Word in your Life"		
PSMA		
Do 5 PSMA		
Reading		
Bible Reading Chart		
Evangelism/Follow-Up/Discipleship		
Share "Bridge" with non-Christian.		
Pray for your disciple.		
Meet with your disciple.		
Write final draft of testimony.		
Scripture Memory		
Matthew 4:19		
Romans 1:16		
Review previous verses.		



BASIC TACTICS OF EVANGELISM

Introduction

In doing personal evangelism there are certain tactics or simple principles which can make the task much easier. Over a period of time, most people would probably figure these things out for themselves through experience. However, by becoming familiar with them here, you may save yourself some painful mistakes.

Use the Bible

Always have a small Bible or New Testament in your pocket or purse to refer to when opportunities for witness arise. The Bible is our authority, and most people will tend to be more attentive if they can see and read the Bible passages for themselves.

Have the person read the verses aloud to you as you present the Gospel. Make sure that you find the chapter and verse for the person, because most people are not familiar enough with the Bible to find their way around in it without embarrassment.

Sometimes we become intimidated when the person we are trying to witness to says he does not "believe in the Bible," or doesn't "think the Bible is really the Word of God." Our natural response to these kinds of statements is to become defensive and even argumentative as we try to justify the fact that the Bible is true. We must remember that our witness is meant to share the Gospel--the "Good News." If we become sidetracked arguing about the inspiration and authority of the Scriptures, we may lose the chance to present Christ.

What should we do in such a situation? The answer is simply to use the Bible anyway. God's Word is not an ordinary book. It has supernatural power and will be used by the Holy Spirit if we can just get the person to read it.

So shall my word be that goeth forth out of my mouth: it shall not return unto me void, but it shall accomplish that which I please, and it shall prosper in the thing whereto I sent it.

Isaiah 55:11

Being born again, not of corruptible seed, but of incorruptible, by the word of God, which liveth and abideth forever.

I Peter 1:23

For the word of God is quick, and powerful, and sharper than any two edged sword, piercing even to the dividing asunder of soul and spirit, and of the joints and marrow, and is a discerner of the thoughts and intents of the heart.

Hebrews 4:12

And take the helmet of salvation, and the sword of the Spirit, which is the word of God.

Ephesians 6:17

Example

Imagine that you are fighting in a battle with a powerful and sharp sword as your weapon. You are able to overtake one of the enemy by surprise and find him unarmed. The enemy says to you, "You can't scare me with that weapon. I don't believe that is a sword at all. I don't believe it is sharp. It simply can't hurt me because I don't believe it can." How could you prove to such a soldier your weapon is real? Very simply--by using it on him. Whether he believes in it or not, the sword is still a sword and will produce results.

If a person does not believe in the inerrancy or authority of the Scripture, you can say something like this:

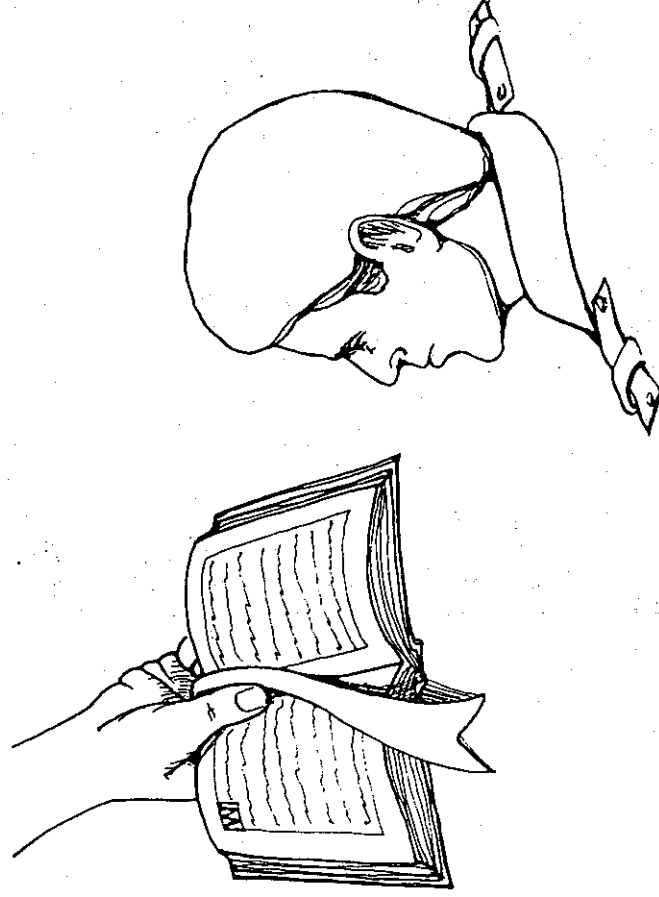
"Well, you certainly are not the only one who holds that opinion. However, whatever else it

may or may not be, the Bible is the primary resource book of Christianity. If we wanted to study Islam and what a person must do to become a Muslim, we would examine the Koran because it is the oldest and primary resource book on Islam. But now, since we are examining Christianity and what a person must do to become a Christian, let's look at the Bible as the basic book on Jesus and Christianity."

If the person will agree to look at the Scriptures on this basis, it is enough. At least he is reading and looking at the Person of Christ for himself. The Spirit of God will then go to work with His Sword to produce the results God desires.

Control the Bible

Keep the Bible in your hand when the person is not reading from it. When he has finished reading the verse, hold out your hand to receive it, and he will naturally give it back to you. If you do not control and hold the Bible yourself, the person's eyes may wander to some other verses on the page that have nothing to do with the Gospel you are trying to present. He may come up with questions on things that will sidetrack you from your message. You can avoid this by simply giving the Bible to him at the proper time--already having located the reference for him. Then, as already suggested, when he has finished reading, hold out your hand for him to return it to you.



Maintain a Controlled Dialogue

While you are presenting the Gospel, Satan is hard at work. He will do anything to keep the person from hearing the message that can change his life for eternity. Often Satan will bring irrelevant questions to the person's mind which will cause him to be sidetracked in his thinking. Sometimes the questions that come to the listener's mind are genuine and sincere, but are secondary to the Gospel message. If such questions come up, you can usually help the person back on track by controlling the dialogue with a statement like this:

I would certainly like to answer that question, but I would like to do it in the context of what I am saying to you. So, if you could just hold your question until we have finished this, perhaps we can find a really clear answer to the question.

Then simply go back to where you were in your presentation. If the question was sincere, it will come back again. If it was irrelevant, the person will probably forget that he even asked it.

Maintain Good Eye Contact

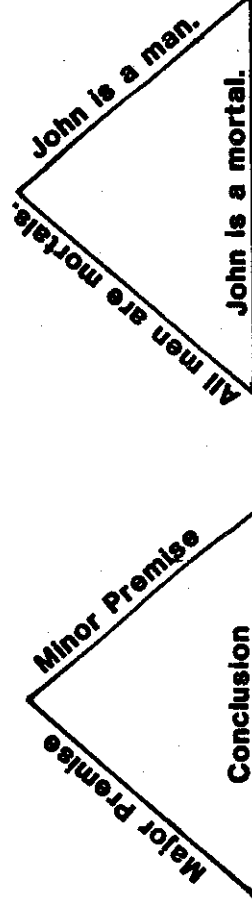
In normal dialogue between two persons, there is usually good, natural eye contact. Only when there is a strain of some kind in the relationship do people turn their eyes or look down. Good eye contact helps to create a natural dialogue with your listener. It also helps you to hold the attention of the listener. If the person senses that you are talking at him, rather than to him, he will tend to "tune you out" and turn on his "uh-huh" button. If you maintain good eye contact with your listener, you will also be able to read his facial expressions and determine how he is responding to what you are saying. If you see a puzzled look or sense an emotion of some kind, you will be better able to address your witness to the need or problem.

Use the Socratic Method of Dialogue

The Socratic method of dialogue will be discussed in more detail later in this course. It can be briefly defined, however, as a deductive reasoning process in which you lead people from truths which they already know and understand, to a new truth which they can discover for themselves.

The Socratic method is named after the Greek philosopher, Socrates, whose form of reasoning has been called a syllogism. A syllogism has a major premise and a minor premise from which you then draw a conclusion.

Example of a Syllogism



If a person discovers the conclusion for himself based upon the premises which he already accepts, he will be able to reconstruct his own reasoning process and know how he arrived at the conclusion. Naturally, such discovery of truth remains with the person for life. If you merely tell the person rather than allow him to discover it, it will not be long before he asks: "How in the world did you arrive at that?"

Make the Person Articulate Each Premise

Every time you come to one of the premises upon which the Gospel is built, (i.e. "all have sinned;" "the wages of sin is death;" "judgment is coming" etc.) make the person articulate the premise to you. This way the premise becomes his conclusion--not yours. If you can help him to establish the premises, it is very easy for the Spirit of God to help him see the truth. If, on the other hand, you establish the premises and do not allow the person to do it, you allow your listener to conclude: "Well, that's his opinion."

When the person establishes a premise, it is important for you to write it down so that he can remember what he has already discovered. This question/answer method helps the witness to extract the person's thinking process and to record it on paper for him to see.

Draw Out the Bridge

We must resist the urge to give our listeners the "right" answers as we witness. If you extract the basic premises from the person one at a time and write his answers down rather than yours, he will find it very difficult to reject his own answers and conclusions. Then, when you finish your presentation, you can give your drawing to the person to keep. It will have all the premises, conclusions, and verses to remind him of what he has discovered in your time together.

Stay on the Offensive

Many times when the listener raises some question which threatens the witness's position, the witness becomes defensive and sacrifices his position of strength for one of weakness. We should realize that as Christians, with the Word of God as our authority, we are in a position of great strength. If the listener disagrees with our authority, it is up to him to prove it and defend his own position.

Example: A young girl in the university had an agnostic geology teacher who would often ridicule her belief in the Bible. One day he made a statement to the effect that "Everyone knows that the Bible is full of contradictions." Although she, as a much younger student, naturally tended to be intimidated by his remarks, she said to him:

"Well, sir, you must know of something I don't because in all my study of the Bible, I have never found any contradictions. Here is my Bible. Could you just enlighten me by turning to some error or contradiction that you know of?"

With that the teacher backed down. He did not read or know the Bible well enough to even begin to find a so-called contradiction. Politely, the girl had called his bluff and maintained her position of strength. She had not

had to prove anything to him. She had left the burden of proof exactly where it belonged--on the person questioning the Word of God.

Leave the Door Open

Remember that evangelism is a process and not simply an act. In many cases, it will be a very long time before your listener finally receives Christ. It is the Holy Spirit's responsibility to bring a person under conviction in His own timing. Your job as a witness is to proclaim the Good News. You must be careful to keep the door open for further sharing of Christ's message. If you try to hurry up the Holy Spirit or help Him out by forcing the person into a decision, he will either become closed and resentful or make an emotional decision that will not be valid.

The Concept of Truth

--what all arguments boil down to

Truth must be either Relative or Absolute. Whichever of these positions you subscribe to will determine your conclusions about God.

Truth is Relative

This belief says that truth resides within the individual and that only you must decide what is right/wrong or true/false. There is no external or absolute truth. No one else can determine truth for you. You must decide for yourself. Under this belief, one person may determine that lying is wrong while another person may decide that it is not. It all depends on the internal persuasion of the individual.

Only non-Christians can believe that truth is relative. These unbelievers can be in either of two categories:

Atheist

The word atheist means "without God." The atheist says he is positive there is no God. If you were to ask him if he is

absolutely sure there is no God, he would respond that he is absolutely. This is a very absolute statement for someone who does not believe in absolutes, is it not? The atheist is denying the very premise he is arguing from. He is a very confused person, and it is very difficult to reason with him. However, many people who call themselves "atheists" really are not. They are using the term wrongly and are really agnostics.

Agnostic

The word "agnostic" means "without knowledge." Most non-Christians fit into this category. There are two kinds of agnostics.

- One who is simply without knowledge. He does not have enough knowledge or information to come to a decision about God. He is not sure whether a person can know God or not.
- One who is militantly agnostic. This person says: "I don't know if there is a God, you don't know; no one can know." This person is really an atheist in disguise because his statements are absolute and deny the premise from which he argues. When you ask such a person to prove that there is no God, he must admit that he cannot. He really has no basis for concluding that there is no God except by faith. He must conclude by faith that no one can know God because there is so much evidence that people can know God, that his reasoning certainly is not scientific.

Truth is Absolute

This is the position that Christians hold. They believe that truth is external and not dependent upon the internal conclusions of people. This position concludes these truths:

- GOD IS
- GOD IS KNOWABLE
- GOD HAS COMMUNICATED

Just as the atheist and agnostic cannot prove there is no God, so the Christian cannot prove that there is a God. Both positions are positions of faith. The Christian position, however, requires less faith because of the great amount of evidence--both scientific and personal--pointing to the existence and knowability of God.

Is there a way that man can know for sure God exists? Yes, there is, but God wants to prove it to each person individually through faith. God will never be knowable solely by intellect or reason because He wants to be known on a personal and spiritual basis to each individual.

Faith and Obedience

Jesus said that faith and obedience must come before knowledge.

Jesus answered them, and said, My doctrine is not mine, but his that sent me. If any man will do his will, he shall know of the doctrine, whether it be of God, or whether I speak of myself.

John 7:16-17

Here it says that if a person will do God's will--then and only then will he know.

Jesus said:

Then said Jesus to those Jews which believed in him, If ye continue in my word, then are ye my disciples indeed; And ye shall know the truth, and the truth shall make you free.

John 8:31-32

Here you must "continue in the Word of God" and become a follower of Christ--a disciple--first. Then Jesus promises that you will know the truth.

The real question boils down to this:

- How badly do you really want to know?
- Do you want to know God enough that you are willing to do what He asks you to do?

NOTES

Truth is Absolute (Christian)	Truth is Relative (Non-Christian)
God <u>is</u> God is knowable God has communi- cated	<u>Atheist</u>: There is no God <u>Agnostic</u>: I don't know You don't know Nobody knows
Can't Be Proven-- Accept By Faith	Can't Be Proven-- Accept By Faith

"If any man is will-
ing to do His will,
he shall know..."

John 7:17

"...when you have
lifted up the Son
of man then you will
know that I am He..."

John 8:28

"And ye shall know the
truth, and the truth
shall make you free."

John 8:32

GOD'S WORD IN YOUR LIFE

A sword is to be used skillfully in battle as both an offensive and a defensive weapon. God has equipped you with such a weapon for your spiritual battle: "the sword of the Spirit, which is the word of God" (Ephesians 6:17). The Holy Spirit uses the word of God to accomplish the work of God.

The great need of the hour among persons spiritually hungry is twofold: first, to know the Scriptures, apart from which no saving truth will be vouchsafed by our Lord; the second, to be enlightened by the Spirit, apart from whom the scriptures will not be understood.

A. W. TOZER*

GOD'S WORD--HIS COMMUNICATION TO YOU

The Bible is the most remarkable book ever written. The writing was done by about forty men of many occupations. They wrote over a period of approximately 1,500 years, and in three languages--Hebrew, Aramaic, and Greek. Yet the Bible has one great theme and central figure--Jesus Christ. All of this would be impossible unless the Bible had one supreme Author--and it did: the Holy Spirit of God.

1. What does II Timothy 3:16 say about the Scriptures?
(Circle the letter of the correct answer.)
 - a. Some of the Bible is inspired by God.
 - b. All of it is inspired by God.
 - c. Only the parts that speak to you in a personal way are inspired by God.

* From The Root of the Righteous (Harrisburg, Pennsylvania: Christian Publications, 1955), page 37.

THE BIBLE AT A GLANCE (66 BOOKS)

"The New is
in the Old
concealed..."

"...the Old is in
the New revealed."

OLD TESTAMENT (39 BOOKS)

NEW TESTAMENT (27 BOOKS)

<u>HISTORY</u> (17 Books)	<u>PROPHECY</u> (17 Books)	<u>HISTORY</u> (5 Books)	<u>PROPHECY</u> (1 Book)
Law- Genesis Exodus Leviticus Numbers Deuteronomy	Major Prophets- Isaiah Jeremiah Lamentations Ezekiel Daniel	Gospels- Matthew Mark Luke John Acts	Revelation
History and Government- Joshua Judges Ruth I Samuel II Samuel I Kings II Kings I Chronicles II Chronicles Ezra Nehemiah Esther	Minor Prophets- Hosea Joel Amos Obadiah Jonah Micah Nahum Habakkuk Zephaniah Haggai Zechariah Malachi	TEACHING <u>(21 Books)</u> Paul's Letters- Romans I Corinthians II Corinthians Galatians Ephesians Philippians Colossians I Thessalonians II Thessalonians I Timothy II Timothy Titus Philemon	
POETRY <u>(5 Books)</u> Job Psalms Proverbs Ecclesiastes Song of Solomon	General Letters- Hebrews James I Peter II Peter I John II John III John Jude		

--God used different men over a period of about 1500 years in writing the Bible (1400 B.C. to A.D. 90).--

Inspired comes from a Greek word meaning "God-breathed."

The meaning, then, is not that God breathed into the writers, nor that he somehow breathed into the writings to give them their special character, but that what was written by men was breathed out by God. He spoke through them. They were his spokesmen.

JOHN R. W. STOTT*

2. How was Scripture given? II Peter 1:20-21

Who, then, helps you understand the Bible? I Corinthians 2:12-13

3. How do the following verses describe God's word?

Matthew 24:35

John 17:17

Hebrews 4:12

4. Examine Psalm 19:7-11 carefully. Use the following chart to aid you in your investigation.

VERSE	WHAT THE BIBLE IS CALLED	ITS CHARACTERISTICS	WHAT IT WILL DO FOR ME
7	Law	perfect	refreshes spiritually
	Statutes	trustworthy	gives wisdom

8

* From Understanding the Bible (London: Scripture Union, 1972), page 183.

9

10

11

In the chart above, place a check by the two or three thoughts which impressed you most about the Bible.

It is the very nature and being of God to delight in communicating himself. God has no selfishness. God keeps nothing to himself. God's nature is to be always giving.

ANDREW MURRAY*

HOW THE BIBLE HELPS YOU

5. Look up the following verses and summarize some of the ways the Bible is important to you as a Christian.

Jeremiah 15:16

John 5:39

II Peter 1:4

I John 2:1

6. Analogy is a form which explains something by comparing it point by point with something similar. In the following verses, what is God's word compared with?

* From Absolute Surrender (Chicago: Moody Press, 1962), page 21.

	OBJECT	FUNCTION
Jeremiah 23:29		
Matthew 4:4		
James 1:23-25		

YOUR RESPONSIBILITY

7. "The Glories of God's Word" is a title given to Psalm 119. Nearly every verse of the psalm speaks of his word, and about applying it in daily living. Notice the psalmist's attitudes and actions concerning God's word. Beginning with verse 9, fill in the diagram below.

VERSE	ATTITUDE	ACTION
9		Keeping God's Word--pure life
10	Wholeheartedly sought God	Prayed--"Don't let me wander
11		Hid Word in his heart"
12		Asked God to teach him
13		
14		
15		
16		

8. According to John 8:31, what qualifies a man to be Christ's disciple?

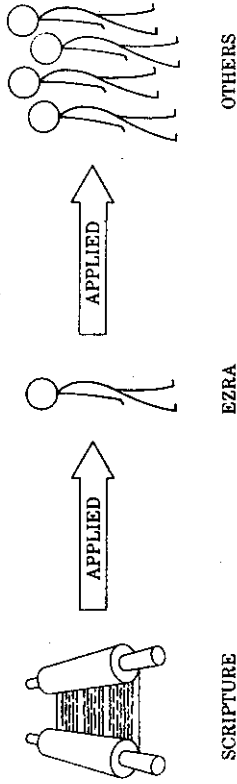
How would you explain these words to another person?

9. From the following verses fill in the remaining blanks.

	ACTION TO TAKE	WHY
Psalms 78:5-7		
Acts 17:11		
James 1:22		
Revelation 1:3		

10. Ezra is a good example of a man who felt a responsibility toward God's word. What was his approach to Scripture? Ezra 7:10

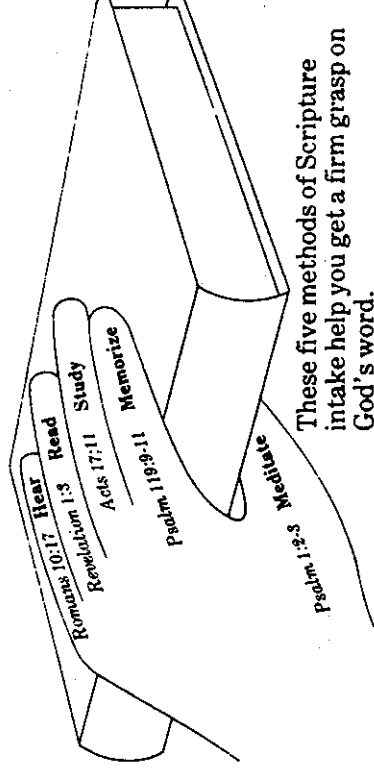
Note the order of Ezra's actions. He applied the Scriptures to his own life before he taught them to others.



11. Reflect carefully on Colossians 3:16.

a. What practical steps can you take to allow Christ's word to dwell in you richly? (Examples: take notes during sermons; write out memory verses.)

-
-
-
-
- b. Number them in the order of effectiveness for yourself.
- c. During the next week, how can you put into practice the first two methods you numbered?
-
-
-



THE IMPORTANCE OF MEDITATION

Meditation on the Scriptures is prayerful reflection with a view to understanding and application. The goal is to conform your life to God's will by prayerfully thinking how to relate God's word to yourself.

12. From Joshua 1:8, answer the following questions.

a. What should be the source of your meditation?

b. Briefly state the relationship between meditation and application.

c. What are the results of meditation?

13. Meditate on Psalm 1, and record your findings. Here are some questions to help you get started.

How is the Christian like a tree?

What are the differences between the godly and the ungodly man as to habits, stability, and future?

What new ideas from this psalm will help you in your relationship with God?

In the space below, draw a simple picture that depicts the content of verses 2 and 3.

Remember These Points:

- God has communicated to man through his word--the Bible.
- Through the Scriptures you can get to know God better, understand his desires for your life, and discover new truths about living for him.
- God commands believers to let his word dwell richly in them. So it is important to give yourself wholeheartedly to allowing God's word to fill your life.
- God places emphasis on the act of meditating in his word, because effective meditation leads to personal application.



THIRD MONTH

		FIRST YEAR		NEW TESTAMENT		SECOND YEAR	
DATE	OLD TESTAMENT	NEW TESTAMENT		OLD TESTAMENT		OLD TESTAMENT	
MAR							
1	EXODUS 15	ACTS	8:26-40	JOB	30		
2	16		9:1-19		31		
3	17		9:20-43		32		
4	18		10:1-33		33		
5	19		10:34-48		34		
6	20		11		35		
7	21		12		36		
8	22		13:1-12		37		
9	23		13:13-25		38		
10	24		13:26-52		39		
11	25		14		40		
12	26		15:1-11		41		
13	27		15:12-41		42		
14	28		16:1-10	PSALMS	1-5		
15	29		16:11-24		6-9		
16	30		16:25-40		10-13		
17	31		17:1-21		14-17		
18	32		17:22-34		18		
19	33		18		19-21		
20	34		19:1-20		22,23		
21	35		19:21-41		24,25		
22	36		20:1-16		26-28		
23	37		20:17-38		29,30		
24	38		21:1-16		31,32		
25	39		21:17-40		33		
26	40		22		34		
27	LEVITICUS 1,2		23		35		
28	3		24		36		
29	4		25		37		
30	5		26		38		
31	6		27:1-26		39,40		

FOURTH MONTH

		FIRST YEAR				SECOND YEAR	
DATE	OLD TESTAMENT	NEW TESTAMENT		OLD TESTAMENT			
APR							
1	LEVITICUS 7	ACTS	27:27-44	PSALMS	41-43		
2	8		28		44		
3	9	MARK	1		45		
4	10		2		46, 47		
5	11,12		3:1-12		48, 49		
6	13		3:13-19		50, 51		
7	14		3:20-35		52-55		
8	15		4:1-25		56, 57		
9	16		4:26-41		58, 59		
10	17,18		5:1-20		60-62		
11	19		5:21-43		63-65		
12	20		6:1-29		66, 67		
13	21		6:30-56		68		
14	22		7		69		
15	23		8:1-10		70, 71		
16	24		8:11-38		72		
17	25:1-24		9:1-29		73		
18	25:25-55		9:30-50		74, 75		
19	26		10:1-12		76, 77		
20	27		10:13-34		78:1-31		
21	NUMBERS 1		10:35-52		78:32-72		
22	2		11		79, 80		
23	3		12:1-17		81-83		
24	4		12:18-34		84, 85		
25	5, 6		12:35-44		86-88		
26	7:1-53		13:1-13		89		
27	7:54-89		13:14-37		90, 91		
28	8		14:1-25		92, 93		
29	9		14:26-52		94		
30	10		14:53-72		95, 96		

ETS 2/7

Date _____

Assignment Sheet

Name _____ Topic Evangelism

Lesson Stevens' Law/Socratic Form of Evangelism Class _____

Lecture	Completed	
	Yes	No
Review:		
"Stevens' Law and the Socratic Form of Evangelism"		
Bible Study		
Do "Conversing with God"		
PSMA		
Do 5 PSMA		
Reading		
Bible Reading Chart		
Evangelism/Follow-Up/Discipleship		
Pray for two people to win to Christ.		
Pray for your disciple.		
Meet with your disciple.		
Memorize testimony.		
Scripture Memory		
I John 1:8		
Isaiah 53:6		
Review previous verses.		



STEVENS' LAW AND THE SOCRATIC FORM OF EVANGELISM

Introduction

The method of evangelism which you have been learning in this course is based upon the principles of two men. One of these men lived many centuries before Christ while the other is a twentieth century Christian; yet the principles of these two men combine to produce a very effective tool for evangelism. In this lesson we will examine the principles of these two men--Carl Stevens and Socrates--and try to understand why they are effective.

Stevens' Law

Background

Several years ago in Texas there lived an outstanding Christian layman named Carl Stevens who conducted seminars all over the country for the training of top sales executives in various companies. Carl's seminar was only a one-day session, but it cost \$250 to attend. In the seminar Carl taught his law or principles for selling things and showed these executives how to apply it.

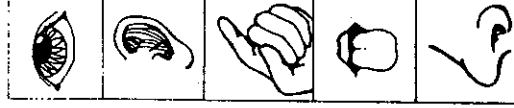
Carl and I struck up a friendship, and he helped me to understand his law. As I thought about the ways that this could apply to my life, I realized that it could help make me more effective in evangelism.

The basis for Stevens' Law is some research done by industrial psychologists on how people make decisions. Industry wants to know this so that it can fit its advertising effectively to

the potential buyer. Some years ago a book called The Hidden Persuaders, written by Vance Packard, explored in depth the advertising business and how consumers respond to various advertising stimuli.

The findings of the psychologists' research showed that, in general, people make decisions based upon their five senses. Of the five senses, sight is the most important with the others following in lesser degrees.

Man's decision-making process is based on his FIVE SENSES:



- 87% of the decision is based upon SIGHT
- 7% upon SOUND
- 3% upon TOUCH
- 2% upon TASTE
- 1% upon SMELL

Example

Suppose you go to the supermarket to buy a can of peas. On the shelf you find five different brands--all the same size and selling at different prices--.48, .52, .60, .75, .90. How do you decide which to buy? You surely cannot examine the peas themselves, so you are forced to judge by the label or brand. If you have seen advertising on TV or in magazines for one particular brand, that may influence you. Perhaps you have heard from a friend that one particular kind tastes better. Perhaps one of the labels on the cans before you is more attractive or has a familiar brand name which you trust (even though, in reality, all the brands may have been canned at the same factory). All of these factors, in varying degree, will influence your choice.

Christian Application

If this is the way God has put us together, we as Christians should be prudent to apply these facts to our Gospel presentation.

By drawing out the Bridge Illustration, we are influencing 87% of the decision-making process through sight. This is why it is so important to make your Bridge Illustration as sharp as possible.

If you also are able to present the Gospel audibly as well, sharing verses of Scripture and asking pertinent questions, you add another 7% to your total influence. The audio plus the visual presentation gives you a total of 94% influence on the person you are witnessing to.

Stevens' Law Stated

Never tell them what you can show them.

Never tell them what you can ask them.

As you see, the first part of the law deals with the visual part of the presentation while the second part deals with the audio--or the dialogue you are trying to create with the person you are talking to.

Never Tell Them What You Can Show Them

We have already dealt with the importance of the visual part of our presentation, so we will not discuss it in detail here. But the vital aspect of sight in decision-making and comprehension cannot be underestimated.

Never Tell Them What You Can Ask Them

God never intended to carry on a monologue with man. He wants two-way communication with His children; He wants to reason with us.

Come now, and let us reason together,
saith the Lord: though your sins be as
scarlet, they shall be as white as snow;
though they be red like crimson, they
shall be as wool.

Isaiah 1:18

Because human beings were made by God for dialogue, we have a built-in resistance to being preached at or talked at. However, we enjoy

very much carrying on intelligent dialogue with another.

Dialogue is not only more enjoyable than monologue, but it is also much more effective in helping the person really understand the Gospel. Have you ever bought an appliance such as a sewing machine which was very well demonstrated in the store by the salesman. The salesman could make the machine do absolutely everything and do it very easily and beautifully. But, when you got the machine home, you found that you couldn't even begin to do what the salesman had done. If only the salesman had encouraged you to try it in the store and instructed you as you went along, if only he had allowed you to ask questions, if only he had included you in the demonstration rather than simply dazzling you with his skill--then you might have learned to use the machine yourself.

This is why Stevens' Law says: "Never tell them what you can ask them." Asking includes the other person; telling cuts him out. If we apply this part of Stevens' Law to our evangelism, we will find that we are greatly helped in the following ways:

Advantages of Stevens' Law

- Helps us to present the Gospel in the most effective way.
- Creates a dialogue rather than a monologue.
- Keeps the person interested and involved in the conversation rather than turning him off.
- Helps the person express himself so that we can better identify his personal problems or needs and thus bridge the gap to what the Bible teaches about those things.
- Helps us build upon what the person already knows and accepts.
- Helps the person to discover the truth for himself.

To help us further in creating a meaningful dialogue with a person, we must examine the principles of another man--Socrates. As we combine this man's skill with Stevens' Law, we will find exciting new dimensions in effective witnessing.

The Socratic Form of Evangelism

Historic Background of Socratic Reasoning

Socrates was one of the great philosophers of all time. He lived from 469 B.C. to 399 B.C. in ancient Greece. His basic philosophy was that goodness is based on wisdom and that wickedness therefore is a result of ignorance. He believed that no man would willfully choose evil, but that in ignorance, one might choose an evil that appeared to be good at the moment.

Socrates loved Athens and spent his days stimulating the people to intelligent thinking by asking probing questions about their opinions. Then, when they would answer him, he would ask further questions based on their answers in an effort to help them develop logical and well-thought convictions rather than empty opinions. Through this process, Socrates hoped to help the people discover true knowledge and wisdom.

In the course of events, Socrates offended some of the leading nobles through his question-answer investigations. They then charged him with corrupting the young people who loved to reason with him. At the age of 70 he was put to death by poison hemlock for this offense.

What Is Socratic Reasoning?

Socrates' form of reasoning was deductive, which means that it goes from the known to the unknown --from the general to the specific.

The basic ingredient in this form of reasoning is the SYLLOGISM. A syllogism consists of two basic statements of fact called the major premise and the minor premise. From these two statements we are asked to draw a conclusion.

Example

All men are handsome. (Major premise)

Tom is a man. (Minor premise)

Therefore, Tom is handsome. (Conclusion)

At the end of a syllogism, the conclusion becomes a new major premise to which we can add another minor premise and continue to build our reasoning process.

When Socrates reasoned with others, he extracted his premises from the person he was talking to-- forcing the person to reason for himself.

What Is Socratic Evangelism?

Socratic Evangelism employs the Socratic method of dialogue and deductive questioning in an effort to help people discover for themselves the truth that I want to tell them.

When reasoning with people in evangelism we need to extract premises from them concerning:

- The fact of sin
- The penalty for sin
- Judgment after death, etc.

Example

A beautiful example of Socratic Evangelism can be seen in John 4:7-26 where Jesus witnesses to the woman at the well.

There cometh a woman of Samaria to draw water: Jesus saith unto her, Give me a drink. (For his disciples were gone away unto the city to buy meat.) Then saith the woman of Samaria unto him, How is it that thou, being a Jew, asketh drink of me, which am a woman of Samaria? for the Jews have no dealings with the Samaritans. Jesus answered and said unto her, If thou knewest the gift of God, and who it is that saith to thee, Give me to drink; thou wouldst have asked of him, and he would have given thee living water. The woman saith unto him, Sir, thou hast nothing to draw with, and the well is deep: from whence then hast thou that living water? Art thou greater than our father Jacob, which gave us the well, and drank thereof himself, and his children, and his cattle? Jesus answered and said unto her, Whoso-

ever drinketh of this water shall thirst again: But whosoever drinketh of the water that I shall give him shall never thirst; but the water that I shall give him shall be in him a well of water springing up into everlasting life. The woman saith unto him, Sir, give me this water, that I thirst not, neither come hither to draw. Jesus saith unto her, Go call thy husband, and come hither. The woman answered and said, I have no husband. Jesus said unto her, Thou hast well said, I have no husband: For thou hast had five husbands; and he whom thou now hast is not thy husband: in that saidst thou truly. The woman saith unto him, Sir, I perceive that thou art a prophet. Our fathers worshipped in this mountain; and ye say, that in Jerusalem is the place where men ought to worship. Jesus saith unto her, Woman, believe me, the hour cometh, when ye shall neither in this mountain, nor yet at Jerusalem worship the Father. Ye worship ye know not what: we know what we worship; for salvation is of the Jews. But the hour cometh, and now is when the true worshippers shall worship the Father in spirit and in truth: for the Father seeketh such to worship him. God is a Spirit: and they that worship him must worship him in spirit and in truth. The woman saith unto him, I know that Messiah cometh, which is called Christ: when he is come, he will tell us all things. Jesus saith unto her, I that speak unto thee am he.

John 4:7-26

Notice how in 20 short verses, Jesus had drawn her from a simple and every-day conversation into a deep dialogue about eternal things and about her deepest personal needs. He didn't preach at her; He talked with her, leading her gently to the truths He wanted her to discover.

Advantages of Socratic Evangelism

- Uses "deductive reasoning." It helps the person use his own intellect to discover truths rather than simply being "preached at." God delights in reasoning with men --allowing them to discover Him.
- Creates a dialogue rather than a monologue. Allows for a natural and interesting discussion rather than a one-sided exposition.

- Helps you see the other person's problem or point of need.
- Builds the Gospel on Scriptural premises.
- Personalizes the Gospel for each individual.

NOTES

CONVERSING WITH GOD

Communication is essential for any growing relationship, including our relationship with God. Prayer is our means of communicating with him.

When you pray, the Holy Spirit helps you know what to say and how to say it (Romans 8:26-27).

The Spirit links himself with us in our praying and pours his supplications into our own. He may master the technique of prayer and understand its philosophy; we may have unlimited confidence in the veracity and validity of the promises concerning prayer. We may plead them earnestly. But if we ignore the part played by the Holy Spirit, we have failed to use the master key.

J. OSWALD SANDERS*

PRAAYER--YOUR COMMUNICATION WITH GOD

1. As a believer in Christ you have been given a special opportunity, according to Hebrews 4:16. What is it and why was it given to you?

2. Because God is the believer's refuge, what are you told to do?
Psalms 62:8

* From Spiritual Leadership (Chicago: Moody Press, 1967), page 79.

How does I Thessalonians 5:17 relate to this verse?

3. Different types of prayer are necessary to communicate the variety of thoughts you want to express. Match each reference with the corresponding type of prayer.

Psalms 38:18	Hebrews 13:15	James 1:5	Ephesians 5:20
	I Samuel 12:23		

Praise (for who God is)

Thanksgiving (for what he has done)

Confession

Prayer for others

Prayer for personal needs

THE BENEFITS OF PRAYER

Not only do Christians have the privilege of talking with God about everything, they also experience great benefits from their communion with God.

4. What truth do you find both in Jeremiah 33:3 and Ephesians 3:20?

5. What result did the psalmist experience when he prayed? Psalm 34:4

What are some fears you can discuss with God?

6. Paul wrote in Philippians 4:6-7 about a powerful key to freedom from anxiety.

a. What are you to do? _____

b. Why do you feel God is interested in every area of your life?

c. What is God's promise? _____

d. In what area can you immediately begin to apply this truth?

CONDITIONS OF PRAYER

7. What conditions of prayer do you find in the following verses?

Psalms 66:18 _____

Matthew 21:22 _____

John 15:7 _____

John 16:24 _____

I John 5:14-15 _____

Even when conditions are met, it sometimes appears as if God is not answering prayer. But remember that "No" and "Wait" are as much of an answer as "Yes."

8. Consider Jesus' pattern for prayer in Matthew 6:9-13.

a. How does the prayer begin? Why is this important?

b. Which requests are God-centered? _____

c. Which requests are man-centered? _____

d. In what specific ways can this pattern for praying help you pray? _____

FOR WHOM DO WE PRAY?

9. What did Paul desire for those who didn't know Christ? Romans 10:1

What did he do about it?

10. Read I Timothy 2:1-4. What groups of people should you pray for? Why?

11. What does the Lord desire you to pray for? Matthew 9:37-38

Why do you feel this is important?

12. How do you usually react when you have been intentionally mistreated by someone? Place an "X" by your first response.

___ To become angry with him

___ To think of a way to get even

___ To make an excuse for him and try to forget it

___ To pray for him

___ To forgive but not forget

Other: _____

Examine Luke 6:28, then circle the correct response.

13. Using Paul's prayer in Ephesians 3:14-21 as a guideline, list some request you could pray for others and for yourself.

Have you been using a prayer list? A list can help you remember things you might otherwise forget to pray about. It can include:

- Your family
- Your non-Christian friends and acquaintances
- Your pastor and church
- Missionaries and Christian workers you know
- Those who oppose you
- Governmental authorities
- Your personal needs

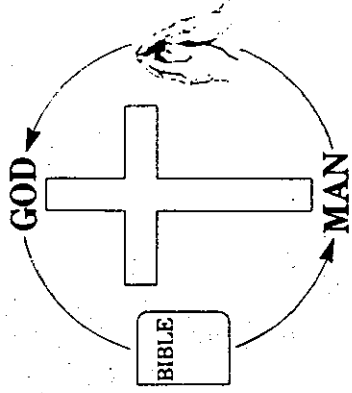
DAILY CONVERSATION WITH GOD

14. What attitudes can you have in coming to God?

Psalms 27:8

Psalms 46:10

Psalms 63:1



What truths are illustrated by this diagram?

15. Examine Luke 10:38-42. You can make several observations from this passage which relate to spending time with Jesus Christ.

a. Contrast the activities of Mary and Martha.

MARY

MARTHA

b. Which one did Jesus commend and why?

c. Like Martha, you may be easily distracted by many things. What activities might distract you from meeting with God?

d. What can you do to overcome these distractions?

16. From what you have already learned in Design for Discipleship, record several reasons why you need to spend daily time with God-- meditating on his word and conversing with him in prayer.

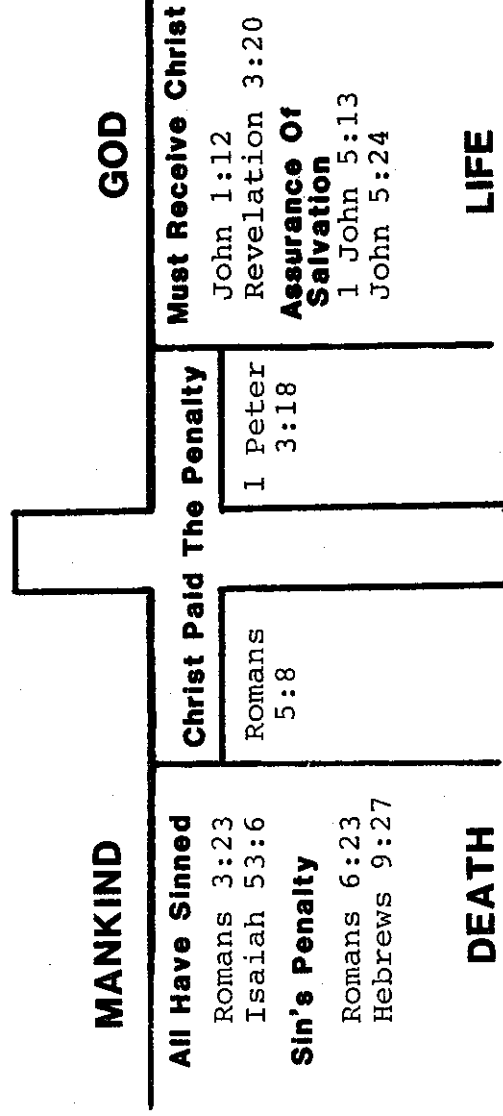
Remember These Points:

- God has provided prayer as the means of communicating directly with him, through Jesus Christ.
- Prayer releases us from fear and worry.
- The Scriptures provide numerous patterns and examples for our prayer.
- God desires your fellowship, and you need to grow in your relationship with him. So regular times alone with God for the purpose of fellowship are vitally necessary.

SERIES - B PROCLAIM CHRIST

As witnesses for Jesus Christ we have two things to share--our testimony of how we found Christ and what He means to us, and the gospel, God's plan of salvation. The gospel includes the facts of man's need, God's love for man, and what He did to meet that need.

The references of the verses you will learn in Series B are shown below in a diagram illustrating how Christ is mankind's bridge from death to life.



Salvation Not By Works

Ephesians 2:8-9
Titus 3:5

- All Have Sinned-- Romans 3:23 and Isaiah 53:6
- Sin's Penalty--Romans 6:23 and Hebrews 9:27
- Christ Paid the Penalty--Romans 5:8 and I Peter 3:18
- Salvation Not by Works-- Ephesians 2:8-9 and Titus 3:5
- Must Receive Christ--John 1:12 and Revelation 3:20
- Assurance of Salvation--I John 5:13 and John 5:24



SERIES - C

RELY ON GOD'S RESOURCES

God "has given us everything we need for life and godliness" (2 Peter 1:3). These blessings come to us "through our knowledge of him who called us by his own glory and goodness."

Knowing our limitations, and knowing every trial and test we will ever face, the Lord has provided all we need to live victoriously and fruitfully for his glory.

Our part is to commit ourselves to him, to get to know him well, to appropriate his resources, and to obey him completely. He will provide the strength and ability. "For God is at work within you, helping you want to obey him, and then helping you do what he wants" (Philippians 2:13, Living Bible).

In Series C are six spiritual resources you can rely on to enable you to fulfill God's will for your life:

- His Spirit--I Corinthians 3:16 and I Corinthians 2:12
- His Strength--Isaiah 41:10 and Philippians 4:13
- His Faithfulness--Lamentations 3:22-23 and Numbers 23:19
- His Peace--Isaiah 26:3 and I Peter 5:7
- His Provision--Romans 8:32 and Philippians 4:19
- His Help in Temptation--Hebrews 2:18 and Psalm 119:9,11



.

ETS 2/8

Assignment Sheet

Date _____

Name _____

Follow-up _____

Topic _____

Lesson Basic Follow-Up _____

Class _____

Lecture	Completed	
	Yes	No
Review "Basic Follow-Up"		
Bible Study		
Do "Fellowship with Christians"		
PSMA		
Do 5 PSMA		
Reading		
Read "Conserving the Fruits of Evangelism"		
Bible Reading Chart		
Evangelism/Follow-Up/Discipleship		
Meet with your disciple.		
Pray for your disciple.		
Scripture Memory		
Romans 6:16		
Romans 5:12		
Review previous verses.		

FOLLOW-UP

- **What is Follow-up?**
- **Principles of Follow-up**
- **Principles of Teaching**
- **Principles of Learning**
- **Follow-up Objectives**
- **Follow-up Tools for Converts**
- **Follow-up Tools for Disciples**



BASIC FOLLOW-UP

Introduction

Through the efforts and outreach of many churches, evangelistic organizations and individual Christians, thousands of people are turning to Christ each year. Unfortunately, only a very small percentage of these new converts ever become part of the local church. Of those who do join the church, many become inactive within the first few years. Their names may remain on the roll, but they are no longer involved in church activities.

One study reported that in an average total church membership:

- 20% seldom pray,
- 25% seldom read the Bible,
- 50% seldom go to Sunday School,
- 70% seldom give to missions,
- 80% seldom go to prayer meetings,
- 95% have never won another person to Christ.

It becomes obvious to the most casual observer that something is wrong. What is the problem?

When God first instituted the power of physical reproduction, He was aware that the children who would be born would need care and protection. He therefore established the family where the newborn infants could find love, care and safety, as well as food in order to grow to a healthy maturity.

Spiritual infants also need love, care, feeding, and protection to grow to spiritual maturity. Unfortunately, very few Christians or churches are skilled in the care and feeding of spiritual babes. Since they lack the necessary nurturing, most converts are lost to the Body of Christ--gradually drifting away. Dr. Billy Graham, one of the world's leading soul-winners

and evangelists, says that conversion is 5% and follow-up is 95% of the Christian life. Clearly, we must learn the fine art of follow-up and be able to help new converts get established in the Christian life if we are ever to see the world reached for Christ.

What is Follow-up?

Although the word follow-up does not appear in the Bible, we have firm biblical grounds for using it because it is a basic idea which is to be found throughout the New Testament.

Jesus

In the great commission Jesus said "make disciples" --not "make converts."

Go ye therefore, and teach all nations, baptizing them in the name of the Father, and of the Son, and of the Holy Ghost: Teaching them to observe all things whatsoever I have commanded you: and lo, I am with you always, even unto the end of the world. Amen.

Matthew 28:19-20

Apostles

On the day of Pentecost when three thousand were converted, we find the apostles continuing with the people.

Then they that gladly received his word were baptized: and the same day there were added unto them about three thousand souls. And they continued steadfastly in the apostles' doctrine and fellowship, and in breaking of bread, and in prayers.

Acts 2:41-42

Paul

In the ministry of Paul we see one of his consuming passions in life portrayed in his letter to the Colossian church.

So naturally, we proclaim Christ! We warn everyone we meet, and we teach everyone we can, all that we know about him, so that we may bring every man up to his full maturity in Christ. This is what I am working and struggling at, with all the strength that God puts in me.

Colossians 1:28-29 (JBP)

He saw it as his responsibility not only to win, but to nurture believers. We see Paul doing this in the Scriptures.

● Teaching his converts

And when they had preached the gospel to that city, and had taught many, they returned again to Lystra, and to Iconium, and Antioch, confirming the souls of the disciples, and exhorting them to continue in the faith, and that we must through much tribulation enter into the kingdom of God.

Acts 14:21-22

● Return missionary journeys

And some days after Paul said unto Barnabas, Let us go again and visit our brethren in every city where we have preached the word of the Lord, and see how they do.

Acts 15:36

● Letters sent to them

Ye see how large a letter I have written unto you with mine own hand.

Galatians 6:11

● Send others to minister to them

So he sent into Macedonia two of them that ministered unto him, Timotheus and Erastus; but he himself stayed in Asia for a season.

Acts 19:22

● Prayer

For God is my witness, whom I serve with my spirit in the gospel of his Son, that without ceasing I make mention of you always in my prayers.

Romans 1:9

Definition of Follow-up

Follow-up is the process of training which brings spiritual children to a place of maturity in their walk with the Lord and their service in the body of Christ. It incorporates all that we do individually or collectively to help young Christians grow.

Spiritual Child-Care

Paul saw himself as a nursemaid caring for the needs of new followers in Christ.

But we were gentle among you, even as a nurse cherisheth her children...

I Thessalonians 2:7

He knew that if they were to grow to maturity, they would need at least four things.

- Love
- Nourishment
- Protection
- Training

While he was there he provided these things in person, but in his absence he was still responsible for them. His letter was an effort to provide these four essentials. As you read I Thessalonians, you will see how his letter works to meet these needs.

Have you ever noticed how meticulously the doctor and hospital staff watch over a new baby? Then when the parents take the baby home, they carry on in the same way. They both realize how frail that child is and how desperately it looks to them for life.

In contrast, have you ever noticed the way believers handle and care for new converts? It is tragic to

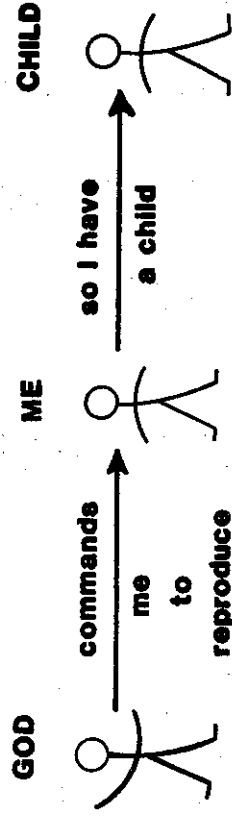
see how carelessly we look after their needs. It is of little wonder that we have such a high mortality rate among our spiritual children. If we are to engage in follow-up, we must be willing to be nursemaids, even as Paul.

Spiritual Parenthood

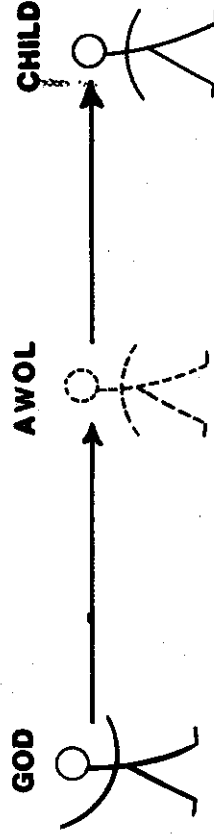
Have you ever stopped to realize that just as God has commanded us to be parents to physical children, he has also commanded us to be spiritual parents?

Ye have not chosen me, but I have chosen you, and ordained you, that ye should go and bring forth fruit, and that your fruit should remain: that whatsoever ye shall ask of the Father in my name, he may give it you.

John 15:16



I realize in the physical realm that I am responsible to care for that child for at least the next eighteen years. If I don't, the law will take the child away. Every one of us would look down on a person who neglected to care for his child. But far too often as spiritual parents we bring a person to Christ but then somehow disappear and leave God to care for that child. In the military they say we are AWOL.



And Saul, yet breathing out threatenings and slaughter against the disciples of the Lord, went unto the high priest, and desired of him letters to Damascus to the synagogues, that if he found any of this way, whether they were men or women, he might bring them bound unto Jerusalem. And as he journeyed, he came near Damascus: and suddenly there shined round about him a light from heaven: And he fell to the earth, and heard a voice saying unto him, Saul, Saul, why persecutest thou me? And he said, Who art thou Lord? And the Lord said, I am Jesus whom thou persecutest: it is hard for thee to kick against the pricks. And he trembling and astonished said, Lord, what wilt thou have me to do? And the Lord said unto him, Arise, and go into the city, and it shall be told thee what thou must do. And there was a certain disciple at Damascus, named Ananias; and to him said the Lord in a vision, Ananias; And he said, Behold, I am here, Lord. And the Lord said unto him, Arise, and go into the street which is called Straight, and inquire in the house of Judas for one called Saul of Tarsus: for, behold, he prayeth, and hath seen in a vision a man named Ananias coming in, and putting his hand on him, that he might receive his sight. Then Ananias answered, Lord, I have heard by many of this man, how much evil he hath done to thy saints at Jerusalem: And here he hath authority from the chief priests to bind all that call on thy name, But the Lord said unto him, Go thy way: for he is a chosen vessel unto me, to bear my name before the Gentiles, and kings, and the children of Israel: For I will shew him how great things he must suffer for my name's sake. And Ananias went his way, and entered into the house; and putting his hands on him said, Brother Saul, the Lord, even Jesus, that appeared unto thee in the way as thou camest, hath sent me, that thou mightest receive thy sight, and be filled with the Holy Ghost. And immediately there fell from his eyes as it had been scales; and he received sight forthwith, and arose, and was baptized. And when he had received meat, he was strengthened. Then was Saul certain days with the disciples which were at Damascus.

Acts 9:1-6, 10-19

Example of Peter

NOTES

While Peter thought on the vision, the Spirit said unto him, Behold, three men seek thee. Arise therefore, and get thee down, and go with them, doubting nothing: for I have sent them. Then Peter went down to the men which were sent unto him from Cornelius; and said, Behold, I am he whom ye seek: what is the cause wherefore ye are come? And they said, Cornelius the centurion, a just man, and one that feareth God, and of good report among all the nation of the Jews, was warned from God by an holy angel to send for thee into his house, and to hear words of thee.

Acts 10:19-22

Why do you think God had him send for Peter? Why didn't he just reveal Himself to Cornelius?

God's plan is to use us to help His children grow. He doesn't want us to disappear and neglect our God-given responsibility.

Importance of Follow-up

It is commanded in Scripture.

Take heed therefore unto yourselves, and to all the flock, over the which the Holy Ghost hath made you overseers, to feed the church of God, which he hath purchased with his own blood. For I know this, that after my departing shall grievous wolves enter in among you, not sparing the flock.

Acts 20:28-29

Matures Converts to Disciples.

We are to look after the flock so it is not lost to the enemy.

Go ye therefore, and teach all nations, baptizing them in the name of the Father, and of the Son, and of the Holy Ghost: Teaching them to observe all things whatsoever I have commanded you: and, lo, I am with you always, even unto the end of the world. Amen.

Matthew 28:19-20

God wants us to make disciples. Nowhere in Scripture are we commanded to make converts or to be satisfied with converts alone. The imperative of the Great Commission is disciples.

- **Conserves the fruit of evangelism.**

Ye have not chosen me, but I have chosen you, and ordained you, that ye should go and bring forth fruit, and that your fruit should remain: that whatsoever ye shall ask of the Father in my name, he may give it you.

John 15:16

It was God's intention that our fruit would remain. It will only remain if we take care of it.

- **Key to spiritual multiplication.**

And the things that thou hast heard of me among many witnesses, the same commit thou to faithful men, who shall be able to teach others also.

II Timothy 2:2

Every time we add a reproducing disciple to the kingdom, it allows us to multiply.

- **Source for a crown.**

Feed the flock of God which is among you, taking the oversight thereof, not by constraint, but willingly; not for filthy lucre, but of a ready mind; Neither as being lords over God's heritage, but being ensamples to the flock. And when the chief Shepherd shall appear, ye shall receive a crown of glory that fadeth not away.

I Peter 5:2-4

It allows us to win the Undershepherd's crown for feeding and building up God's kingdom.

- **Increases the church.**

And the word of God increased; and the number of the disciples multiplied in Jerusalem greatly; and a great company of the priests were obedient to the faith.

Acts 6:7

FOLLOW-UP

Conserving The Fruits Of Evangelism

by Dawson E. Trotman

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INTRODUCTORY WORD

The most important work in any evangelistic campaign is the difficult task of following through with those who have confessed Christ in the meetings. This probably is also the most neglected phase of evangelism which is most unfortunate since many of those who make a start with Christ easily fall away, and frequently a period of years passes before these persons become established in the things of the Lord.

Recognizing the need, we invited the late Dawson Trotman to prepare the material for this booklet, so that we might furnish this valuable help to evangelical pastors and churches throughout the continent.

Dawson Trotman was the founder of The Navigators. The ministry of this organization has been felt around the world. In the original plan, Mr. Trotman had in mind reaching servicemen for Christ and grounding each believer in the truths of the Word of God. A tremendous and most fruitful work has been accomplished and is still going on. It is now a world-wide ministry.

Probably few men of our generation had such a clear conception of the New Testament method of "person-to-person" soul-winning work as Dawson Trotman.

This booklet will have inestimable value to pastors in training lay workers for the ministry of neighborhood or visitation evangelism. We are persuaded as well that faithful pastors and active laymen who really desire to conserve the fruits of their evangelistic work will find genuine help through the study and use of the plan set forth here.

by Horace F. Dean, Campaign Director for Christ For America,
for which this booklet was originally prepared.

FOLLOW-UP

Why Follow-Up?

You are in the greatest business on earth--that of bringing men and women into fellowship with Christ and to the place of greatest usefulness in God's marvelous plan. Your church is the heart and local headquarters of this tremendous program of taking the Gospel of Christ to every creature and building in each believer a life that glorifies God. The success of this world-wide mission will be the reflection of its success in each community like yours.

We hear anew our Lord's command to take the Gospel to the uttermost parts. Realizing this was done by the early church in its generation, let us investigate the reasons for their success.

In that day there was no radio, printed page or television to aid in evangelism. Yet it was said of the Christians in Rome that their faith was "spoken of throughout the whole world" (Romans 1:8), and of the Thessalonians, that "... from you sounded out the Word of the Lord ... in every place ..." (1 Thessalonians 1:8). The evangelists brought the good news of the gospel to new localities such as Thessalonica and Rome, and saw many respond and turn from idols to serve the living God.

But what had made the mighty impact upon the rest of the world? The transformed lives of the converts, whose influence had spread in widening circles, reaching men and women in every walk of life. These fruitful lives had been built up in the faith by the patient, tender care of those able to instruct and equip them for the Christian walk. This is the embodiment of what we commonly term follow-up. To the local body of believers was committed the task of giving the Gospel to all the world, and the record shows that it was accomplished (Colossians 1:6).

What significance has this for us as we consider the program of evangelism today? We believe every person in this generation can hear the gospel if the same conditions are fulfilled that brought such results in the first century, and follow-up is given its vital place.

Every member of your congregation who is spiritually healthy should be able to meet his own problems and help care for another. Thus, the need for your personal attention to both--the one helping and the one being helped--may be greatly reduced. However, every member who is not spiritually strong doubles the responsibility. You must not only care for his own problem, but do the work he would be able to lift from your shoulders were he in good spiritual health.

Many pastors are of necessity burdened with the problems and ills of the spiritually sick among their congregation. This forces them to slight their regular duties and put aside the important work of "training the twelve," or the positive ministry of nourishing promising young leadership.

The simple application of follow-up will conserve, perpetuate and multiply the fruit of your weeks and months of prayer, visitation, and preaching the gospel. The transformed lives of converts followed up and built into the fiber of the church will begin to bear fruit and continue to thrive and reach others in the community.

In the physical realm, God provides parents for each baby. Giving birth to the child is only the beginning of carrying out the parental responsibility. A baby without proper attention and protection against disease may become a sickly child. The responsibility of the parent is to protect, feed, provide for, guide and train the child. The child must be nurtured to maturity and completely equipped to do and be all that he should be as a citizen of his community. The character of the citizen will be the result of the faithfulness of the parent in carrying out his responsibility.

In the spiritual realm, has God anything less wonderful for these who are born new creatures in Christ (2 Corinthians 5:17)? For them all the world is new. They have before them a grand new life with all its potentialities for blessing and profit and use. They can either fall into a nominal Christian existence and be of little help, or an actual hindrance to the cause of Christ, or they can move victoriously into a life of fruitfulness and glory to the Lord. Is it not the responsibility of the spiritual parent, through whom the life was brought into existence, to provide for growth and training of these babes in Christ?

You as the pastor have the whole church family upon your heart. You must think of the needs of all, and attend to them in the best measure possible. Yet the answer to filling the initial needs and caring for these young Christians lies with your older Christians and personal counselors, those who helped them understand the Gospel and come to the place of the new birth. These are the spiritually healthy among your various age groups who can give individual time to individual needs. The baby is not responsible to the parents until it grows a bit older, but from the beginning the parents are responsible to the baby. They must take upon themselves the God-given responsibility of caring for the infant.

God intended that it should be this way. The heavy end of the work of the ministry is to be carried by the people, and not left in the hands of the already overworked pastor. "And he gave some, apostles; and some, prophets; and some, evangelists; and some, pastors and teachers; for the perfecting of the saints, for the work of the ministry, for the edifying of the body of Christ . . . And the things that thou hast heard of me among many witnesses, the same commit thou to faithful men, who shall be able to teach others also" (Ephesians 4:11,12; 2 Timothy 2:2).

What is Follow-Up?

What is this vital link called follow-up? Naturally, we understand that it is more than getting the new Christian to read a tract or book of encouragement or instructive material. It is more than

getting him to attend church regularly, as essential as this is; for it was to those who were saved and in the church that Paul sent to know their faith, lest his labor be in vain (1 Thessalonians 3:5). It covers the whole scope of Christian life and growth following the new birth, bringing to spiritual maturity and fruitfulness young believers God has committed to one's charge.

Follow-up is, in effect, spiritual pediatrics. Pediatrics of course is providing medical care for a child from birth to age eighteen. This is clearly illustrated in 1 Thessalonians 2:7-12, "But we were gentle among you, even as a nurse cherisheth her children . . . As ye know how we exhorted and comforted and charged every one of you, as a father doth his children, that ye would walk worthy of God, Who hath called you unto His kingdom and glory."

Revival may be under way in your community, and the evangelistic program be all you could have expected and more. Yet it may lose momentum, wither and die without effective follow-up. You have been busy enlarging the place of your tent (Isaiah 54:2) and lengthening the cords. Now it is time to strengthen the stakes, lest your labor be in vain. You have cultivated and prepared the soil through prayer, watered it through personal visitation and publicity, sown the seed of the Gospel and have seen tender shoots of new life break through into the light of day.

The wonder of the new-found joy and faith in Christ will doubtless find expression voluntarily to those around, and the new converts become exhibit A for the gospel. To this fresh new zeal must be added knowledge as they reach people with the reality and newness of their testimony that no one else may be in a position to reach.

Effective follow-up begins with effective evangelism. It includes providing conditions for a healthy spiritual birth, digestible food for the spiritual infant, and protection from spiritual disease. Training and correction, encouragement and challenge, instruction and example all contribute toward the goal expressed by the Apostle Paul: "Till we all come in the unity of the faith, and of the knowledge of the Son of God, unto a perfect man, unto the measure of the stature of the fullness of Christ" (Ephesians 4:13).

Granted, then, that follow-up includes all that parental responsibility entails, toward what tangible goals may we work in seeking to bring the image of Christ into view in the lives of new Christians, and older ones as well? The first and continual need in the spiritual life is for food: ". . . brethren, I command you to God, and to the Word of His grace, which is able to build you up . . . As newborn babes, desire the sincere milk of the Word, that ye may grow thereby" was the advice written to those who had tasted God's grace (Acts 20:32; 1 Peter 2:2).

Not only is the Word important in building up a Christian life, but so is regular, consistent prayer. Jesus says to those who have come to believe in Him, "Hitherto have ye asked nothing in My Name: ask, and ye shall receive, that your joy may be full" (John 16:24). In



Perhaps yours is a church where a few do the work that many should be doing. This large majority of Christians should have a part, and perhaps would be willing to do so if they but knew what to do and felt qualified to do it. Follow-up is something in which the whole church may participate.

In getting young Christians established in the Word, no one is more qualified than older Christians who are practicing in their lives the same things. Those who are your personal counselors, the ones who may even have had a part in bringing them to Christ, should be among these. But are the new Christians to be encouraged to start daily habits of prayer and Bible study merely by being told? No, they must be shown. The person who seeks to do follow-up must be what he is trying to teach, for the learner will follow the example of the teacher sooner than he will his word. Paul could say, "Those things, which ye have both learned, and received, and heard, and seen in me, do: and the God of peace shall be with you (Philippians 4:9).

Many Christians who love God and seek to serve Him are yet content to live on the ten to twenty verses of Scripture that they have known for that many years. Is the new Christian who enters your church and the family of God to have such an example set before him? Or is he to find Christians who are regularly reading and studying the Word of God and writing it on their hearts? Will he also find those whose own personal prayer habits are regular and effective?

The people of the church, who are to be the examples for the young Christians committed to their care, will find the success of their task depends largely upon doing, and being, what they are teaching others to be and do. And how will they begin to do these things? They must have a pattern to follow, in the officers and in the pastor, whose charge under God is to guide the affairs of the corporate local body of saints.

How long after the campaign should follow-up be carried on? Let us look again at our purpose in follow-up: "till we all come in the unity of the faith, and of the knowledge of the Son of God, unto a perfect (mature) man. . . ." (Ephesians 4:13).

Borrowing again an illustration from the physical family, the person whose estimated life span is to be threescore years and ten spends approximately twenty years coming to the place of mature usefulness as a member of the human economy. How much time should it be worthwhile to invest, then, in preparation and training in the way of life that is endless?

Titus was assured by Paul that "This is a faithful saying, and these things I will that thou affirm constantly, that they which have believed in God might be careful to maintain good works. . . ." (Titus 3:8). Imparting truth, along with being a living embodiment of the truth, is the initial step. But once this is done, a constant vigil must be kept to insure that this truth is carried out daily in the

life. It involves correction and instruction, for not only does the human mind forget, but the human will must be challenged to continue steadfast.

Peter, as a pacesetter for the saints, was not negligent to put them always in remembrance of the things in which they had already been established. He exhorted them to take heed to the written Word of God, holding it up as a "more sure Word" (2 Peter 1:12-19). Paul too challenged both pastor and people to continue taking in the Word of God. He himself was never satisfied to rest on either the knowledge or accomplishments which were already his. "Brethren, I count not myself to have apprehended . . . I press toward the mark . . . be followers together of me . . ." (Philippians 3:13-17).

Follow-Up Procedure

Having realized our tremendous responsibility and privilege in building the lives of those who have become new creatures in Jesus Christ, we turn to the practical aspect of what can be done in your situation. What plan may be followed for carrying out follow-up in your local church? Three things are necessary: (1) preparation of certain tools and helps, (2) choice of those who are to do the work, and (3) general procedure to follow.

The Tools

The main tools needed will be some simple helps in Bible study and verse memorization designed to meet particular needs in the life of a new Christian. Through personal study he may dig out for himself the answers to needs and questions that arise. Through memory of chosen passages he may carry in his heart at all times the Word of God with which he is to meet temptation.

It is suggested that simple Bible study and Scripture memory courses be used, the first steps of which may be given the convert immediately upon making his decision. Unless you have such material available, we recommend the Beginning with Christ packet, containing the first verses to memorize along with helpful information on the use of memorized verses in the new Christian life.

The pastor should become personally familiar with these materials and will find it extremely helpful to complete them himself. This would allow him to anticipate any problems and also would provide him leverage in getting the church leaders and personal counselors to do them. And naturally, the counselors would find it much to their profit to do the work, and in turn would find this a help in recommending it to the new converts personally.

Another tool you will need to prepare is a simple, adequate record system, a means whereby you may know the progress of each member in the materials, and be able to take note of individual needs. As progress is noted regularly, these records can be valuable in calling to your attention those who by their faithfulness are proving themselves trustworthy of greater responsibilities. They may also

be used to enable you to note lack of progress where encouragement or challenge is necessary and to see that the cause is investigated.

Choosing The Workers

When the early church had a special work to do they chose from among them "men of honest report, full of the Holy Ghost and wisdom, whom we may appoint over this business" (Acts 6:3). The apostles were too busy with the overall ministry to do this specialized work themselves. However, to oversee even the physical task of caring for the needy, they chose men with spiritual depth and testimony of life . . . men like Stephen, whose mighty sermon and martyrdom proved him to be a man who walked with God.

At least three months before the campaign, the pastor should call together the men and women, including young people, who love the Lord God, and begin regular instruction classes for them in counseling and follow-up. (Should the pastor not be able to handle this himself, his best qualified man should be given the responsibility of follow-up captain to carry out the program in the pastor's stead.) Doubtless, ability along these lines will vary much within the group, according to their knowledge of the Word and ability to apply it to the inquirer's needs.

From among this group select a few, able in the Word to act as head counselors, whom the others may consult when help is needed. The number of those selected may vary, according to the size of your church, from two to a dozen or more. These head counselors will also be the key men and women in the follow-up program as it continues. The pastor will need to instruct these people individually or in a small group, as well as instructing the entire group of counselors.

This, then, is the basic structure of your counseling the follow-up corps in the church: the pastor (or his appointed substitute), the head counselors or advisors, and the counselors themselves.

Various plans may be used for these preliminary instruction meetings, but the main goals to be accomplished are these:

- Recommend that each counselor get started in the Bible study and memory program that is to be used for the new converts. It may be interesting and stimulating to report progress in these materials at the regular counselor meetings or in groups at cottage prayer meetings, and share things of special blessing or interest.
- Instruction in personal counseling itself--such things as use of the Word, meeting of individual needs and common excuses, how to meet the problem most directly from the Word, making sure the inquirer understands the Gospel. You may desire to compile lists of "do's and don'ts for counselors" on helpful practical points.

- Instruction in inquiry room procedure--what to do during the invitation, and the selection by the head counselors of an appropriate worker for each one who comes forward.
- How to give Beginning with Christ or other initial material with sufficient explanation to get the inquirer started in the Word.
- General instruction in how to lead the new Christian step by step. This will vary as individuals vary in capacity to digest the Word. However, as early as possible the convert should be started in various methods of scripture intake and in regular daily prayer time.

General Procedure for Follow-Up

As we have seen, effective follow-up actually begins months before the campaign, with the choice and preparation of counselors and instruction in inquiry room procedure. The clarity and simplicity with which the gospel message itself is presented, both by evangelist and counselors, also bears directly on the follow-up.

The campaign is in progress. Each one who has made a decision has been given Beginning with Christ and the Gospel of John if these are to be used. The counselor has turned in to the follow-up office through the head counselor a decision card completely filled out with name, address, approximate age, kind of decision, and any other information desired. Those who have made decisions for Christ during the previous weeks of visitation evangelism may be recorded in the same way.

The pastor may give the head counselors the responsibility of seeing that the proper counselor is selected for each one who comes forward in the meeting--that is, of same sex and general age group, special workers for children.

The pastor will be responsible to see that each person making a decision, whether in or out of the church meeting, has a specific worker appointed to follow him up. Whenever practicable, this should be the one who helped him in the inquiry room.

According to the number of decisions, the pastor may wish to make his advisors or head counselors the captains of follow-up teams, each consisting of several follow-up workers. These workers will keep their respective captains informed, by whatever record system is used, of the progress of the converts for whom they are responsible. The captains will report to the pastor on the progress of both converts and workers.

The pastor may wish to call these captains together for regular fellowship, check up, working out of problems and reporting on progress. Each captain will be working similarly with several workers, and each worker will be following up one or more converts. With the work thus divided and specific responsibilities given, everyone

in the church may be receiving personal help by someone, the pastor and leaders may be made aware of any particular needs, and the ones doing the work will be challenged by their responsibility to keep moving ahead.

We have said, "... everyone in the church may be receiving personal help." So far we have made no mention of those who were not qualified as workers, and hence not included in the setup just outlined. For any among these who desire help, provision could be made for the workers to get them started in the Bible study, helping them one by one as they are able to take them on without neglecting their first responsibility--the new converts. Thus these others in the church could be preparing themselves for usefulness as counselors in the future.

You will find that when each member of your church is faithfully digging into the Word day after day on his own and memorizing it, your problems will be reduced and you will have time to give to the positive side of your ministry. "And now, brethren, I commend you to God," Paul told the elders of the Ephesian church, "and to the Word of His grace, which is able to build you up, and to give you an inheritance among all them which are sanctified" (Acts 20:32). This building process can be going on every day in the life of every member of your church.

A strong follow-up program is as necessary to your church for maintenance of normal health and growth as adequate nutrition and medical care are to the family. As you build solidly in the lives of those who are the central force of the local assembly, the church grows in strength and number, becoming an academy of strong, rugged soldiers of the Cross whose multiplied influence can eventually reach to every nook and corner of the world.

God is permitting us to see the beginning of a new era in the ministry of the church. Before long we may rejoice that the final command of our Lord Jesus Christ has been completely carried out.



FELLOWSHIP WITH CHRISTIANS

Accept life with humility and patience, generously making allowance for each other because you love each other. Make it your aim to be at one in the Spirit, and you will be bound together in peace. There is one Body and one Spirit, just as it was to one hope that you were called. There is one Lord, one faith, one baptism, one God and Father of us all, who is the one over all, the one working through all and the one living in all.

EPHESIANS 4:2-6
(PHILLIPS)*

WHAT IS BIBLICAL FELLOWSHIP?

1. Read I John 3:1. If you are God's child and he is the Father of all, what does this tell you about your relationship to other believers?

2. "Fellowship" is derived from the Greek word *koinonia*, which means "sharing in common." God has given you much to share. As you examine the verses on the next page, determine what you can share with others and one practical way to share it.

WHAT TO SHARE

A WAY TO SHARE

1 John 4:11, 21

Galatians 6:2

* From The New Testament in Modern English, Revised Edition, copyright 1958, 1960, 1972 by J. B. Phillips.

Galatians 6:6

James 5:16

3. Recall an incident when you were reluctant to allow someone to share something with you. Did your attitude hinder his attempt at sharing? If so, how?

Sharing involves giving and receiving, and both are integral parts of meaningful fellowship.

4. Christians fellowship together on the basis of the fact that they are forgiven sinners--forgiven, yes, but still sinners. Knowing this fact, what is your responsibility toward your brother when you have offended him? Matthew 5:22-24

(Raca is a term expressing contempt for someone)

What is your responsibility when he has offended you? Matthew 18:15, 35

Christians can honestly share their lives. You don't have to pretend to be something you are not.

5. Picture the following situation. Several Christians are in the same room drinking coffee and eating doughnuts as they discuss last week's championship game. The conversation moves to the subject of "which animal makes the best household pet." Then one of them tells

a joke he recently heard. They enjoy a good laugh together, and begin to talk about the weather forecast for tomorrow. As one of them leaves, he says, "It sure is good to have Christian fellowship!"

a. Is this genuine Christian fellowship? _____

b. Why or why not? _____

c. Could it be improved? How? _____

THE PURPOSE OF FELLOWSHIP

6. Why is fellowship important?

Proverbs 27:17 _____

Ecclesiastes 4:9-10 _____

7. What is the purpose of meeting together as believers? Hebrews 10:24-25

8. In studying a verse, it is often helpful to locate other verses elsewhere in the Bible which relate directly to the one being examined. The other verses are called cross-references. Hebrews 3:13 is a cross-reference to Hebrews 10:24-25. From this cross-reference, why is it necessary to encourage one another daily?

9. Explain why fellowship is important to you.

THE BODY OF CHRIST

10. God uses the analogy of a body to describe the relationship of believers with one another and with Christ. Who is the head of the body? Why? Colossians 1:18

11. Each believer is given different but important responsibilities in this spiritual body, the church. Read I Corinthians 12:14-27.

a. Who gave the members their various functions? Verse 18

b. What is his desire? Verse 25

c. What attitudes can lead to disharmony in the body? Verse 15, 16, 21

d. Are there any unnecessary functions (members) in the body? Verses 20-22

12. Think of what happens when you hit your finger with a hammer. How does this affect the entire body?

How can this illustration relate to the spiritual body? I Corinthians 12:26

13. The body works together as one unit, yet it has many specialized organs which perform diverse functions. Summarize in a few sentences how both unity and diversity can exist together in the body.

14. According to Ephesians 4:2-3, what will preserve unity in the body?

15. Examine your attitudes toward other Christians. Is there someone you find difficult to relate to in love as another member of Christ's body? Why?

What steps can you take to bring harmony to your relationship with this individual?

"How good and pleasant it is when brothers live together in unity!"

PSALM 133:1

THE LOCAL CHURCH

16. What activities of the church in Jerusalem are mentioned in Act 2:42?

Three distinguishing marks of the early church were:

(1) **GENEROSITY**

(2) PRAYER

(3) POWER

17. Read Ephesians 4:11-13. Who is to equip (perfect) the saints so they can do the work of the ministry?

What is the ultimate goal of Christian ministry? Verse 13



18. Examine I Peter 5:1-5. This passage gives direction to the leaders and member of a "flock." Using the following chart, contrast the right and wrong ways of demonstrating leadership. Verses 2-3

RIGHT WAY

WRONG WAY

What is your responsibility to your spiritual elders? Verse 5

19. In Colossians 4:3-4, Paul requested prayer for his ministry.

a. Paraphrase his request.

b. Stop for a moment and use this request as a basis for praying for another Christian. Record the person's name here.

c. What is one thing you can do during this coming week to encourage those who are helping you walk with Christ?

20. What instructions are you given concerning the support of those who are appointed to preach and teach? I Corinthians 9:11,14

Are you presently giving back to God part of what he is giving you?
What does God want you to do with regard to prayer and financial support for your spiritual leaders?

Each Christian should select his church because he is convinced that within its particular structure he will find the greatest opportunities for spiritual growth, the greatest satisfactions for his human needs, and the greatest chance to be of helpful service to those around him.

BILLY GRAHAM*

Remember These Points:

- Genuine fellowship is based on the concept of giving to and receiving from other Christians. You can share with others whatever God has given you: forgiveness, possessions, love, his word, and many other things.
- God gives fellowship for the purpose of mutual encouragement and growth.
- He wants Christians to live in unity and harmony with one another. To help us understand how believers are related, God uses the analogy of the body. Jesus Christ is the head of the body, which is comprised of all believers.
- All Christians throughout the world belong to Christ's body, but it is important for you to recognize how God wants you to be related to a smaller, specific group of believers. This smaller group is for the purpose of instruction, sharing, worship, and service. God has given spiritual leaders to help you mature in Christ and to become effective in the ministry.

* From Peace with God (New York: Doubleday, 1953), pages 177-178.

