

The Seven Steps

Witnessing, Part 1

Summary for Teachers

Theme

Learn how to witness!—What is witnessing, why we should witness, and the main steps of witnessing.

Aim

The main goal is to equip these new disciples with the knowledge and skills they need to share their faith with others. To give them the vision for their responsibility to witness. To prepare them to witness wisely. To teach them how to witness following seven steps, which take them from holding an initial witnessing conversation to praying with the person and then following up on them.

Roundup

Prayer and Opening Activity (10 minutes)

Prayer

[Optional] Songs

Class Section 1: Why Witness? (30 minutes)

Making a difference

What do we mean by “witnessing”?

Jesus gave the “Great Commission” to witness to all believers

We have a responsibility to the people we meet

“The love of Christ compels us”

How your witness can change the world

Heavenly rewards for witnessing

Class Section 2: Getting Ready to Witness (15 minutes)

How to witness

Pray and ask the Lord to lead you

Be flexible

Use wisdom

A matter of timing

Be available

Personal witnessing

Class Section 3: Seven Steps of Witnessing (60 minutes)

Outline of the Seven Steps of Witnessing

1. Find Someone to Witness to

2. Ask Questions

Use current events and trends to arouse their interest

Witness in a quiet place when possible

3. Listen

Get them to speak their heart, listen to them.

- When you are witnessing, you are soul doctors
4. Give Them God's Answers
 - Give them God's answers to their problems
 - Give your own personal testimony—tell what the Lord has done for you!
 - Illustrate your points with stories
 - Use the Word in your witnessing
 - Have *them* read the Word
 - Keep your witness simple
 - John 3:16 is all you really need to know to win souls!
 - Lift up Jesus
 - Find points of agreement. Lovingly win others. Don't argue.
 - Avoid confrontation
 5. Get a Decision
 - Help them realize their need for Jesus, but that they can't be too bad for Him!
 - Bring them to a decision
 - It has to be their decision—you can't force them to decide
 - Pray with them to receive the Lord
 - Praying with or for those who are unsure
 6. Take Care of Those You Lead to the Lord
 - More practical tips
 7. Pray for People
- Review of the Seven Steps
 Closing Activity and Prayer (5 minutes)
 [Optional] Praying for loved ones
 Prayer

Get Prepared

- In these two classes on witnessing, we begin by looking at the responsibility and need to witness, and then concentrate on explaining and showing the students how to witness.
- We hope that at this point in the course, most students will have already been witnessing in some way. There have been mentions of witnessing along the way, so we are assuming that at this stage, they already realize the need to witness and probably have tried it, and what they need the most is advice on how to witness effectively.
- If you are teaching this class in a two-hour slot, you should not read all of the verses or optional anecdotes or the class will be too long. Instead, it would be better to just read one or two in each category, sufficient to get the point across, and then move on to the next point.
- If you find yourself running short of time when teaching section 3, "The Seven Steps," rather than cramming, you may want to finish teaching it during the following class.
- Try as much as possible to bring the points to life by acting them out, either as skits, or just showing them "how." There are some suggestions for how to do this, but please don't be limited to only these suggestions. Find ways to act out this class, thus bringing it to life and being an example for your students. "The best of all the guides is the one who shows the way" is the key to teaching this class. Have them participate too, as the more they try it with you, the more likely it is they'll do it by themselves. Have them participate in little impromptu skits.
- If you can share experiences of witnessing and how a certain point applied or how it happened to you, that can also help bring all of these lessons to life.
- In the next class there will be more time for "practicing" witnessing and giving examples of how to use the Word in witnessing.
- It is expected that the students will also be able to read and study the *Get Activated!* book on witnessing, *One Heart at a Time*, which explains more on how to witness. The book covers much of the same material as these two classes on witnessing, but expresses it in a different way.

- In *One Heart at a Time*, personal witnessing is explained in four basic steps. In this class we have built on those steps and expanded them to seven, to cover more of the preliminaries and also their responsibilities to follow up on and pray for those they lead to the Lord.
- You need to bear in mind that your students will face the same people day after day, so a lot of their witnessing might have to be a slow kind of witnessing to their work companions, relatives, or fellow-students. Because of this, be cautious that your advice on witnessing is not too rigid or too methodical, as they are going to need to let the Lord lead them in their own situations.
- Here is some counsel from the Lord on this set of classes on witnessing:

(Jesus:) This is just about the most important series of classes of all. This is the Great Commission. This is what Christians are supposed to do in this world—go out and witness. . . . If you can turn your students into witnesses, you have accomplished the very best thing. This is important. You can turn these people into Bible scholars and you can turn them into all sorts of things, but if you can turn them into witnesses, you've accomplished the Great Commission yourselves and in turn, you have turned them into Great Commissioners.

- Related material in *Activated* magazines:
 - Activated* Issue #1, pages 14–15—“Hey, wait a minute!” (Example of a witnessing conversation)
 - Activated* Issue #5—All (Includes “Change the World” and “Wonder Working Witnessing”)
 - Activated* Issue #8, page 14—“Answers to Your Questions” (Communication tips)

Student Reading Material

One Heart at a Time (Get Activated! book)

Prayer and Opening Activity

10 minutes

► Prayer

- ① *Divide the class in half. One half can each say a short praise to the Lord. Then the second half should each pray a short prayer, perhaps one sentence, conversational style, asking the Lord for His blessing on your time together, the class, for concentration, and so on.*

► [Optional] Songs

- ♪ *Select and sing some of the songs from the “Salvation” or “Witnessing” Song Sheets.*
- ① *This time of singing can also serve as a review of the most important salvation verses. You can see who remembers the verses and then sing them.*

► Making a difference

In the last class we talked about Heaven. We know it's a wonderful place, and today we're going to talk about how we can offer more people the opportunity of experiencing it! But we're not just going to talk about making a difference in eternity.—Let's also look at here and now. So many people struggle through life, battling loneliness, dissatisfaction, health problems, financial problems, frustrations, you name it—so many problems! When someone receives the Lord, their problems don't all magically disappear, as you've probably experienced yourself. But the difference is that now they have Jesus to walk with them along the path of life. They have the source of joy, of love, to help them through their lives. Don't we want other people to know Jesus as we know Him?—That's what "witnessing" is about. Witnessing is sharing the love of Jesus with another human being, testifying of your belief in Jesus. The goal is that the person you testify to will also accept Jesus as their Savior.

► What do we mean by "witnessing"?

Acts 1:8—But you shall receive power when the Holy Spirit has come upon you; and you shall be witnesses to Me in Jerusalem, and in all Judea and Samaria, and to the end of the earth.

We use the term "witness" for the act of telling others about Jesus, salvation and our faith. Most of us are more familiar with this term being used to describe someone who testifies in legal proceedings. A witness stands before the judge and jury and tells what he or she knows. In similar manner, we who are saved and have come to know Jesus as our Savior, are called by Him to testify before the jury—the world—what we know about Him and His love for us.

There are many ways to witness. You can witness with a smile, a hug, or an act of generosity. Yet what takes these actions beyond the realm of the "loving thing to do" into actual witnessing is if you bring Jesus to someone in some way, either talking about Jesus or God's love, or letting the person know that it is the love of Jesus that motivates you. You are telling them or conveying in some way that He loves them, that He offers them a chance for eternal life if they will receive Him as their Savior. This is witnessing. This is "preaching the Gospel to every creature," as He has given commandment to do.

Mark 16:15—And He said to them, "Go into all the world and preach the Gospel to every creature."

[Optional] Witnessing: Making the connection

Witnessing is making a connection from God to somebody who needs His love. You are the connection between God and that person. In everything we do in witnessing, God is the One who's sending the message and they are the one He wants to get it to.

But it has to go through you.—You're like a telephone operator. And if you don't make the connection, if you're lazy and slow and negligent and you don't care and you don't even want to be bothered with these calls and so you don't make the connection, then it's a broken connection, and they never get the message, and they never receive the love, and so there's never any answer. A witness is the connector between God and the people. A witness is the operator who receives the message of God and passes it on.

[Optional] The definition of "witness"

Dictionary definitions of "witness" include: One who can give a firsthand account of something seen, heard, or experienced: a witness to the accident. One who furnishes evidence. To testify to one's religious beliefs.

► Jesus gave the “Great Commission” to all believers

Matthew 28:19–20—“Go therefore and make disciples of all the nations, baptizing them in the name of the Father and of the Son and of the Holy Spirit, (20) teaching them to observe all things that I have commanded you; and lo, I am with you always, even to the end of the age.” Amen.

John 20:21—So Jesus said to them again, “Peace to you! As the Father has sent Me, I also send you.”

Romans 10:14–15—How then shall they call on Him in whom they have not believed? And how shall they believe in Him of whom they have not heard? And how shall they hear without a preacher? (15) And how shall they preach unless they are sent? As it is written: “How beautiful are the feet of those who preach the gospel of peace, who bring glad tidings of good things!”

“Go into all the world, and preach the Gospel to every creature” (Mark 16:15) doesn’t sound like an option, does it! The message is clear! Jesus again made it quite apparent that *all* believers are appointed to preach the Gospel when He said:

John 15:16a—You did not choose Me, but I chose you and appointed you that you should go and bear fruit.

[Optional] Salt of the earth

At a meeting some young people were discussing the text, “You are the salt of the earth” (Matthew 5:13). One suggestion after another was made as to the meaning of “salt” in this verse.

“Salt imparts a desirable flavor,” said one.

“Salt preserves from decay,” another suggested.

Then a Chinese Christian girl spoke out of an experience none of the others had. “Salt creates thirst,” she said, and there was a sudden hush in the room. Everyone was thinking: *Have I ever made anyone thirsty for Jesus?* (See Matthew 9:36–38)

[Optional] Which Martin do you know?

At the beginning of the Reformation, Martin of Basle came to a knowledge of the truth, but, afraid to make a public confession, he wrote on a leaf of parchment: “O most merciful Christ, I know that I can be saved only by the merit of Thy blood. Holy Jesus, I acknowledge Thy sufferings for me. I love Thee! I love Thee!” Then he removed a stone from the wall of his chamber and hid it there. It was not discovered for more than a hundred years.

About the same time Martin Luther found the truth as it is in Christ. He said: “My Lord has confessed me before men; I will not shrink from confessing Him before kings.” The world knows what followed, and today it reveres the memory of Luther; but as for Martin of Basle, who remembers or even knows of him?

► We have a responsibility to the people we meet

Proverbs 14:25a—A true witness delivers souls.

Acts 26:18—..Open their eyes, in order to turn them from darkness to light, and from the power of Satan to God, that they may receive forgiveness of sins and an inheritance among those who are sanctified by faith in Me.

James 5:20—Let him know that he who turns a sinner from the error of his way will save a soul from death and cover a multitude of sins.

- If we don’t offer them a chance for salvation, they will suffer, and so will we!

Mark 8:38—For whoever is ashamed of Me and My Words in this adulterous and sinful generation, of him the Son of Man also will be ashamed when He comes in the glory of His Father with the holy angels.

1 Corinthians 9:16—For if I preach the gospel, I have nothing to boast of, for necessity is laid upon me; yes, woe is me if I do not preach the gospel!

Ezekiel 3:17–19—Son of man, I have made you a watchman for the house of Israel; therefore hear a word from My mouth, and give them warning from Me: (18) When I say to the wicked, ‘You shall surely die,’ and you give him no warning, nor speak to warn the wicked from his wicked way, to save his life, that same wicked man shall

die in his iniquity; but his blood I will require at your hand. (19) Yet, if you warn the wicked, and he does not turn from his wickedness, nor from his wicked way, he shall die in his iniquity; but you have delivered your soul.

■ Don't miss the chance

If you have the opportunity to witness to someone, you should talk to them! You may never see them again! Maybe they'll die, maybe they'll go some place else, maybe that's the last chance you'll have! You're responsible to give them the message.

[Optional] "You will never speak to that man again."

This story was told by Dr. R. A. Torrey, American evangelist (1856–1928):

One evening when Mr. Alexander and I were in Brighton, England, one of the workers went from the afternoon meeting to a restaurant for his evening meal. His attention was drawn toward the man who waited upon him, and there came to his heart a strong impression that he should speak to that waiter about his soul, but that seemed to him such an unusual thing to do that he kept putting it off.

When the meal was ended and the bill paid, he stepped out of the restaurant, but had such a feeling that he should speak to that waiter that he decided to wait outside until the waiter came out. In a little while the proprietor came out and asked him why he was waiting. He replied that he was waiting to speak with the man who had waited upon him at the table. The proprietor replied, "You will never speak to that man again. After waiting upon you he went to his room and shot himself."

[Optional] His greatest mistake

Evangelist D. L. Moody, said that his "greatest mistake" occurred October 8, 1871. On that night in Chicago, he addressed one of the largest crowds of his career. His message was about the Lord's trial before Pilate, and was based on Pilate's question, "What shall I do then with Jesus?" (Matthew 27:22).

As Moody concluded, he said, "I wish you would seriously consider this subject, for next Sunday we will speak about the cross, and at that time I'll inquire, 'What will you do with Jesus?' Ira Sankey then sang the closing hymn, which included the lines, 'Today the Savior calls; for refuge fly. The storm of justice falls, and death is nigh.'

But the hymn was never finished, for while Sankey was singing, there was the rush and a roar of fire engines on the street outside. That was the night of the great Chicago fire that almost destroyed the whole city. And before the next day, Chicago lay in ashes. "I have never since dared," said Moody, "to give an audience a week to think of their salvation."

► **"The love of Christ compels us"**

Matthew 9:36—But when He saw the multitudes, He was moved with compassion for them, because they were weary and scattered, like sheep having no shepherd.

2 Corinthians 5:14a—For the love of Christ compels us.

The Lord wants us to be moved by the same feelings of compassion, love and care as He is. "He was moved with compassion." The love of Christ should motivate us to do all we can to reach out to others, not merely out of a sense of duty and obedience to His commandments, but because our hearts are sincerely touched by the needs of others.

[Optional] The blind man who was healed

A blind man was taken to a hospital. The doctor operated, removing cataracts from his eyes. The man went back to his home seeing and rejoicing. In a few weeks he went back to the hospital. This time he was holding the end of a rope to which forty blind people were clinging. He had led them to the place where he had received his sight. Should we attempt to do less in a spiritual way?

► How your witness can change the world

Your witness can change more than you realize! The words of God’s prophets have crossed the ages and swept around the earth and changed the course of nations! Their messages have changed the hearts of men and given hope for a better world.

But whether you change a nation or not, if you have changed even one life by the power of God’s love you have changed a part of the world! If one life can be changed, it shows that it’s possible for more lives to be changed, and the world can be changed, starting with just one person—all because you shared the love of God with others.

Never underestimate the far-reaching results that the salvation of even one person can have! Even if you don’t see the results right away, that person may some day do great things for God or mankind.

① *For more on this subject remind the students of the article “Change the World” in Activated issue #5*

① *Read one or two of the following examples.*

[Optional] World changers!—A few examples from history.

Armenia became the first Christian state in the history of the world in 301 A.D.. Gregory “the Illuminator” visited the country and in 303 A.D., converted King Tiridates III and members of his court.

How Norway, Iceland and Greenland heard the message: Olaf I (968–1000 A.D.), King of Norway, participated in numerous Viking raids along the Baltic and North Sea coasts and in the British Isles. During his last campaign in England (994) he was converted to Christianity. The following year he returned to Norway, where he set out to Christianize the country. His efforts also contributed to the conversion of Iceland, Greenland, and the Faeroe Islands to Christianity.

The story continues: Leif Ericson (circa 975–1020), was the Icelandic explorer thought to have been one of the first Europeans to set foot on North American soil. He voyaged from Greenland to Norway shortly before 1000. There, according to one tradition, King Olaf I was responsible for converting him to Christianity and later sent him back to Greenland to win its Viking settlers over to the Christian faith. One of his converts was his mother, Thjódhild, who is said to have built Greenland’s first Christian church at Brattahlid.

The abolition of slavery: Christians played important roles in many humanitarian and reform movements during the 19th century. In England, evangelical Protestants were leaders of the agitation that led to the abolition by Parliament of slavery in British dominions. In turn, at the Congress of Vienna in 1814, Great Britain exerted its influence to induce other foreign powers to adopt a similar policy abolishing the slave trade, and eventually nearly all the states of Europe passed laws or entered into treaties prohibiting the traffic. In the U.S., evangelical Protestants also actively campaigned against slavery.

One of the outstanding leaders against slavery was William Wilberforce (1759–1833), British statesman and reformer. He converted to Christianity in 1784. Wilberforce became the chief spokesman in the House of Commons for the movement to abolish the slave trade. In 1807 Wilberforce secured enactment of legislation prohibiting the trade. He joined the struggle for the complete abolition of slavery and in 1823 was a founder of the Anti-Slavery Society. The Emancipation Bill abolishing slavery became law one month after his death.

Each of these examples has one key point in common: What happened was the result of the conversion of one person.

[Optional] Former Japanese gangster a fervent witness

A Japanese gangster who became a Christian is converting other criminals. Hiroyuki Suzuki takes the Christian message to railway stations and public squares, using his notoriety to grab attention, according to the *Times of London*. He has numerous tattoos and several amputated fingers attesting to his previous allegiance to the yakuza organized crime organization. Suzuki is the founder of Mission

Barabbas, a group of reformed gangsters who have embraced evangelical Christianity. His ministry includes fervent preaching, songs, and faith-healing. Christianity is considered a mysterious sect by most Japanese, and only 1.5 percent of the population is Christian. But Suzuki's church in Tokyo overflows on Sundays.

Suzuki dates his conversion to a point when he was deep in debt, taking drugs, and plagued by illness. He put a gun to his temple but didn't have the nerve to pull the trigger, according to the *Times*. His estranged wife had been an ardent churchgoer and, out of desperation, he sought refuge in a church. "I told the minister I was a gangster who had done time, deserted his wife and child, and was beyond redemption. But the minister talked to me about God's love and the meaning of the cross," Suzuki told the *Times*. He returned to his family and was accepted immediately. "That made me believe in the existence of unconditional love and the fact that people can start over again."

Food for thought: What if the minister hadn't been available to talk with Suzuki? What if he had closed the doors, said it was too late, or maybe even been afraid to speak with him?—But because he was willing and available to witness to Suzuki, how many souls have been saved as a result?

[Optional] Miracles in Cambodia, 2000

Miracles are turning people to Christ in Cambodia, said *Advance*, a publication of the Foursquare Gospel Church. Residents of two villages professed faith in Christ after a display of God's power, *Advance* said. In one village residents asked a missionary pastor to pray for rain for their newly planted crops, while in a nearby village residents asked him to pray that God would stop the rain until their crops were planted. For the next week, rain fell on the village that had planted its crops, but not on the other village, the publication said. People in both villages declared themselves Christians and received the Lord as their Savior!

Food for thought: What if the missionary hadn't been there? What if he had prayed for them, but hadn't told them Who was answering their prayers?

► Heavenly rewards for witnessing

Daniel 12:3—Those who are wise shall shine like the brightness of the firmament, and those who turn many to righteousness like the stars forever and ever.

Luke 12:8—Also I say to you, whoever confesses Me before men, him the Son of Man also will confess before the angels of God.

1 Corinthians 3:8b—Each one will receive his own reward according to his own labor.

1 Corinthians 9:17a—For if I [preach the gospel] willingly, I have a reward.

It's a thrilling, wonderful satisfying experience when, having found the love of Jesus, you pass it on to another. You'll be so thankful when you meet that soul in Heaven, that you'll be jumping up and down for joy, and feel that it was worth it all.—And they will be thankful to you for all eternity that you told them about Jesus' love and won them to the Lord!

The most precious, priceless thing that God ever made is a human soul! Souls are forever!

1 John 2:17—And the world is passing away, and the lust of it; but he who does the will of God abides forever.

The end result and goal of witnessing is a newborn babe in the family of God, a soul made whole by the hands of God. Saved souls are the only thing we can take with us from this world! As Paul wrote to one of his flocks:

1 Thessalonians 2:9,13,19—We preached to you the gospel of God; (13) when you received the Word of God which you heard from us, you welcomed it not as the word of men, but as it is in truth, the Word of God, which also effectively works in you who believe. (19) For what is our hope, or joy, or crown of rejoicing? Is it not even you in the presence of our Lord Jesus Christ at His coming?

■ Joy in Heaven as a result of each soul saved!

Luke 15:10—Likewise, I say to you, there is joy in the presence of the angels of God over one sinner who repents.

Class Section 2: Getting Ready To Witness

15 minutes

► How to witness

Most likely you've already been witnessing. Maybe you gave a tract to someone. Maybe you told someone else about these classes. Maybe you have been acting differently and someone you're close to asked you "why" and you told them about your faith. Or maybe you've been telling someone about what you've been learning or reading.

There are many ways to witness. In this class we'd like to help you learn in more detail some of the ways of witnessing successfully, including how to explain salvation, how to answer questions, how to lead someone in prayer, and how to witness in a way that will appeal to the hearer. The Bible says:

Proverbs 11:30—The fruit of the righteous is a tree of life, and he who wins souls is wise.

Before we look at the main lessons in this class, there are a few points to take into consideration.

► Pray and ask the Lord to lead you

As with everything else in life, you'll be more successful and have fewer problems if you ask the Lord for His guidance! Although the various tips and lessons in this class will be useful, there is not a set method for how to use them. It is up to you to pray about how to apply and use these tips.

Ask the Lord to speak to you about those He wants you to witness to. He can show you the best approach and the best timing if you ask Him.

► Be flexible

A witnessing method, or a certain subject of conversation, may be very successful on one occasion but inappropriate on another. For example, the elderly and the terminally ill are probably thinking about what awaits them at death, so the promise of eternal life in Heaven will probably inspire them more than anything else to receive Jesus. Most teenagers, on the other hand, feel they have their whole lives ahead of them and are far more concerned about coping with the present, so the promise of a Friend who truly understands and will love them unconditionally may be just the thing to win them.

Be prepared to alter your way of witnessing depending on the needs, interests, and the circumstances of those you are talking with.

► Use wisdom

Not every witnessing "method" is appropriate under all circumstances. For instance, in some countries public distribution of Christian literature is against the law.

The Lord expects us to exercise wisdom in how and when and to whom we witness. "Behold, I send you out as sheep in the midst of wolves," Jesus told His disciples. "Therefore be wise as serpents and harmless as doves" (Matthew 10:16). The Lord doesn't mean for us to cause ourselves unnecessary trouble by giving the message to people who we know won't receive it and possibly even persecute us for it. The whole purpose of witnessing is to win others with the Lord's love, not antagonize or offend. In some non-Christian countries, unwise witnessing can lead to serious persecution.

In some countries or cultures where people are fairly ignorant about Jesus or the Bible, you need to go slower in order for them to understand. In those situations it can take time and a lot of patience to win people to Jesus. Some people have to be convinced of your sample—the way you live and how loving and concerned you are for others—before they’re ready to accept what you have to say.

Ask the Lord for His wisdom in knowing how, when, and where to witness and to whom!

► **A matter of timing**

There’s also the issue of how quickly or slowly to bring up Jesus, and how far to take it the first time.

When it comes to your family and friends, a lot of your witnessing can easily be incorporated into your conversations with them on other topics. You don’t have to come home and start preaching constantly at them right off the bat.—In fact, it will likely turn them off to what you have to say if you do. In those circumstances start off gently, and sometimes slowly. Bring Godly principles and mentions of Him and His Word into your discussions as the opportunity arises. Your friends and family will be watching to see what good your newfound faith is doing you. Seeing you changed for the better, a sample of happiness, kindness, and love, will be a far greater testimony to them than any sermon. Soon enough, an opportune time should come up where you can explain Jesus’ love and His gift of salvation to your friend or loved one who has not yet received Him.

► **Be available**

Your best ability is availability when it comes to preaching the Gospel! You can be a witness at school, at work, in your neighborhood or city, or on some foreign shore. If you’re willing to be what Jesus wants you to be and to do what He asks you to do, He can make you a mighty witness, whatever your age and experience.

► **Personal witnessing**

Many soul-winners have found that the most effective way of winning souls is through personal conversations. You talk with someone and listen to that person as an individual, and therefore can adapt your witness to their individual needs.

There are other more public methods of witnessing. We’ll talk about some of the most useful in our next class (including literature distribution and so on), but for now, we’ll concentrate on personal witnessing.

Class Section 3: Seven Steps of Witnessing

60 minutes

① *If you find yourself running short of time when teaching this section, rather than cramming you may want to finish teaching it during the following class.*

We’re going to look at seven steps, which covers from the start—finding someone to witness to—all the way through to establishing them in the faith.

1. Find someone to witness to!
2. Ask questions
3. Listen!

4. Give them God's answers
5. Get a decision
6. Take care of those you lead to the Lord
7. Pray for people

1. Find Someone to Witness to

We could divide the people you witness to into two categories:

Firstly, there are people whom you encounter in your own surroundings and you don't have to go out of your way to meet—your relatives, your work or university colleagues, your friends, the clerk at the grocery store you visit daily, the gas station attendant, and so on.

Secondly, there are people whom you don't know. If you will witness to them it will obviously be somewhat different than an ongoing witness to someone you see almost daily. A rule of thumb can be that those you see regularly you can go slow with, but those who you are unlikely to see again you should try to bring all the way to salvation if possible, or at least give them a salvation tract.

The suggestions we will share with you now apply for both categories of people, but you'll see there will be obvious differences in approach.

2. Ask Questions

You need to show concern about them and interest in them, and the way you do that is by asking them questions about themselves and their lives.—And you will find there's nothing most people like to talk about more about than themselves!

In other words, show you're interested in them. Ask them about their background. If you understand them better, you're much better able to witness to them and know what they need the most.—How are you going to find out who the person is, what he is, what he does, what his religion is, or anything about him at all unless you ask questions?

Proverbs 18:13—He who answers a matter before he hears it, it is folly and shame to him.

One of the best ways to start witnessing is just exactly the same way you get acquainted with anybody or any stranger: "Hi, how are you? Nice day, isn't it?" Talk about the weather or anything, everybody's interested in the weather. You can talk about issues of concern. Get into some interesting subject. And of course the most interesting subject to everybody is guess what? (Themselves.) The Lord can inspire you to use situations around you to help you initiate a conversation with someone.

Remember that conversation is give and take. Although you want to ask questions to get to know them, don't interrogate them! You should also enter into the conversation and tell about yourself.

① *The class "The Golden Rule, Part 1—Success with People" also had good tips about communication.*

[Optional] Ideas for conversation starters

① *Discuss this with your students. What are good ways to start a conversation? Let them give suggestions. Write their answers up on a white board or have everyone take notes.*

► Use current events and trends to arouse their interest

Luke 13:1–5—There were present at that season some who told Him about the Galileans whose blood Pilate had mingled with their sacrifices. (2) Do you suppose that these Galileans were worse sinners than all other Galileans, because they suffered such things? (3) I tell you, no; but unless you repent you will all likewise perish. (4) Or those eighteen on whom the tower in Siloam fell and killed them, do you think that they were worse sinners than all other men who dwelt in Jerusalem? (5) I tell you, no; but unless you repent you will all likewise perish.”

In these verses, Jesus referred to current events—Pilate’s cruelty, the tower of Siloam falling—to bring to life the points He wanted to teach. Current events and trends are interesting and can be a good way to get a conversation going. However, you will want to tread a little carefully as you may find yourself on the opposite side of an issue with the person you are talking to. If you do this, it is not going to help your witness. Remember, it is better to lose an argument and win a soul than vice versa. Current happenings such as holidays, new movies, and so on can also be good conversation starters, especially among younger people.

You’ll also find that one of the most interesting things to many people is the future, Bible prophecy. You start asking them, “Well, do you know what the Bible says about this? Do you know what the Bible says is going to happen next?”

► Witness in a quiet place when possible

The best places to witness are quiet ones—someplace quiet and private enough that the person you’re witnessing to can talk with you without being embarrassed by others or distracted by anything else. Perhaps you’ll want to invite them for coffee or go sit in a quiet corner of the park, if weather permits.

If possible, the place also needs to have sufficient light so that they can read the things you’re asking them to read.

3. Listen

► Get them to speak their heart; listen to them

Proverbs 20:5—Counsel in the heart of man is like deep water, but a man of understanding will draw it out.

Matthew 12:34b—For out of the abundance of the heart the mouth speaks.

James 1:19a—So then, my beloved brethren, let every man be swift to hear, slow to speak.

In witnessing, you’re not the one who’s supposed to do the talking at first. It’s best to get them to talk first to see where they’re at, where they stand, who they are, what they are, where they are, as well as where they’re from, etc.. Then you’ll know how to talk to them eventually. So ask questions, then listen to their answers until finally something is said that opens the door for you to witness.

A lot of witnesses talk too much, quote too much Scripture, and all that, without listening to the person they’re witnessing to. You have to show interest and concern in the person and their problems. Ask them questions, and listen to their answers. That may be the best thing you could do for them to start with—be somebody they can talk to, and pour out their hearts to.

Even if you have to listen for a long time, keep trying to turn them in the right direction when you see what they need. Try to guide the conversation if you can by asking more questions: “Oh, is that so? What about this or what about that and what did you do then? Well, did you ever do so-and-so?”

► When you are witnessing, you are soul doctors

What does a doctor do? You come in, you've got problems. Does he immediately start writing out the prescription for you? You, as the spiritual doctor, know the prescription, you know the remedy, but they're going to think you're kind of crazy if you start giving them the remedy without even finding out what's wrong with them! How are you going to know what the prescription is—the prescription Scripture—unless you find out what their problem or their illness or their ailment is?

So get them to talk, listen to what they have to say, and that way you'll find out what's wrong with them, what their problems are, what their background is.

Almost everybody will talk if you show them a little human interest, a little love, a little concern, and ask them questions.

■ [Optional] Skit: At the Doctor's Office

See text at end of class.

4. Give Them God's Answers

► Give them God's answers to their problems

Once they've said their piece and given all their problems and proposed answers which they themselves don't even believe and know don't work, you start giving them God's answers: "Well, do you know what it says here in the Bible? Do you know what God said about it? Do you know what it really means? Do you know what you really need to do?" etc.

Then is your time to start giving them God's answers: Telling them in your own words, and also showing them Scriptures (which we'll talk about more in a minute).

The main answer, of course, is accepting the Lord. So after you listen to their answers, say, "Yes, but you know the Bible says so-and-so."—"Well, Jesus said that what you need to do is so-and-so, to be born again," and so on.

► Give your own personal testimony—tell what the Lord has done for you!

Your own personal testimony is just about the most effective thing you can tell them. Because then they've either got to say, "You're a liar and I don't believe you!" or, "It must be true, because you say so."

The Apostle Paul was a great witness, and almost every single time he started his witness before kings and judges or whoever it was, he invariably started with his own personal testimony: "This is what happened to me!" When it was a new crowd, new people, new situation, he always said, "Well, this is what happened to me."—You can read examples in Acts 22:3–21 and Acts 26: 1–20.

In the story of Jesus witnessing to the woman at the well in John chapter 4, she was so thrilled about her experience with this stranger named Jesus that she called the townspeople to meet Him:

John 4:28–29—The woman then left her waterpot, went her way into the city, and said to the men, (29) "Come, see a Man who told me all things that I ever did. Could this be the Christ?"

As a result of her personal testimony, many were saved:

John 4:39—And many of the Samaritans of that city believed in Him because of the word of the woman who testified.

Sometimes people will not listen to anything else.—They may refuse to listen to all your preaching.—You could even prophesy and they wouldn't listen! You could do all the teaching

that you think they might need and they'll still never listen!—But when you start telling them your life story—“This is the way it happened to me and this is my testimony, this is my personal experience”—instantly you have their attention, they're fascinated!—People are interested in people! Everybody loves a story, and life stories are a much more effective witness than getting into theological arguments and preaching sermons on doctrine.

The moment they confess that it's possible for it to happen to you, then they have to confess that it's possible for it to happen to others! If it's happened once, it's most likely to happen again, and it can happen to them!

► Illustrate your points with stories

Mark 4:2—He [Jesus] taught them many things by parables.

Everybody loves a story! Jesus Himself knew that it is just human nature to want to hear stories about real experiences, so He often told parables to illustrate His messages. His stories and vivid examples were usually simple, but very powerful and effective in bringing spiritual principles down to earth, showing people how they could apply them in their everyday lives. Are stories effective?—Obviously, yes! Just look at Jesus' example!

Matthew 13:34—All these things Jesus spoke to the multitude in parables; and without a parable He did not speak to them.

The more you can paint a word-picture and help others to visualize the truth you are trying to tell them with a story which illustrates the point, the better they will understand it.

The famous preacher, Spurgeon, once said that illustrations are like windows, letting the light stream in!

[Optional] The soap illustration

Never state a fact if you can bring the fact to life with an illustration. Here's an example:

A soap manufacturer, who was an unbeliever, walked along the road one day with a preacher of the Gospel. Said the soap manufacturer: “The Gospel you preach has not done much good, for there is still a lot of wickedness in the world and a lot of wicked people too.”

The preacher made no reply until they passed a dirty little child, making mud pies in the gutter. Seizing his opportunity, the preacher said, “Soap has not done much good in the world, I see; for there is still much dirt and many dirty people about.”

“Oh, well,” said the manufacturer, “soap is only useful when it is applied.”

“Exactly!” said the preacher, “so it is with the Gospel that we proclaim.”

► Use the Word in your witnessing

■ The Word of God is powerful and convinces people:

2 Chronicles 17:9—So they taught in Judah, and had the Book of the Law of the Lord with them; they went throughout all the cities of Judah and taught the people.

John 20:31—But these are written that you may believe that Jesus is the Christ, the Son of God, and that believing you may have life in His name.

Acts 17:2–3—Then Paul, as his custom was, went in to them, and for three Sabbaths reasoned with them from the Scriptures, (3) explaining and demonstrating that the Christ had to suffer and rise again from the dead, and saying, “This Jesus whom I preach to you is the Christ.”

Acts 18:28—For he vigorously refuted the Jews publicly, showing from the Scriptures that Jesus is the Christ.

Titus 1:9—Holding fast the faithful Word as he has been taught, that he may be able, by sound doctrine, both to exhort and convict those who contradict.

Most of the world knows about the Bible, even the unbelievers, and they know it's a holy book. People have a certain amount of respect and reverence for holy books. They'll probably be interested

in what it has to say, especially on these subjects you're talking about, to prove that this holy book that millions and millions, in fact billions have received, says these things. You've got a lot more weight and authority if you'll use the Bible.

- Scripture memorization is important for witnessing, so you can find the verses you want to show:

Psalm 119:42—So shall I have an answer for him who reproaches me, for I trust in Your Word.

1 Peter 3:15—But sanctify the Lord God in your hearts, and always be ready to give a defense to everyone who asks you a reason for the hope that is in you, with meekness and fear.

[Optional] Discussion

- ① You may like to ask the students how they are progressing with memorization. Have they been memorizing regularly? Are they reviewing the verses they've memorized?

► Have *them* read the Word

- No one can hear the Word of God without being influenced and affected in some way. Don't just quote it to them, or just read it to them, but also let them read it themselves. You remember about 80% of what you see, but only about 40% of what you hear—which means reading it is twice as effective!
- Keep their attention: "Look, read this! Oh, it says that here, read this!" Don't you read it to them; most of them can read. You just keep that Bible in front of them and keep them interested. Even while you're talking and flipping pages, keep them interested so that you won't lose their attention.
- It's good to be able to find Scriptures with your Bible upside-down. If you turn the Bible around and start hunting for something, they're going to start looking at the top of your head and thinking about other things.
- You may like to have tabs cut or marked in your Bible to mark different books or parts of the Bible. You can put these marks there so that when you flip through the Bible, you can find things easier.
- You'll do a lot better in your witnessing if you'll get them to respond each time by reading a Scripture. "And do you know what's going to happen next? Here, read it! You know what's going to happen after that? Here, read it!" That's the best way to keep their attention and the best way to get them to remember it and really never forget. They may not memorize the verse completely, but they'll never forget that they read that right in the Bible, that's really what it said, that's really what's going to happen.
- Of course, in some situations you can't always exactly bring out a Bible.—Sometimes you might, but in a public place like a café, the person you are witnessing to might be embarrassed if you read to him out of the Bible or have him read from the Bible. Usually you can only do that in private personal witnessing.

► Keep your witness simple

1 Corinthians 1:17—For Christ did not send me [Paul] to baptize, but to preach the gospel, not with wisdom of words, lest the cross of Christ should be made of no effect.

1 Corinthians 2:1–2—And I, brethren, when I came to you, did not come with excellence of speech or of wisdom declaring to you the testimony of God. (2) For I determined not to know anything among you except Jesus Christ and Him crucified.

1 Corinthians 2:4—And my speech and my preaching were not with persuasive words of human wisdom, but in demonstration of the Spirit and of power.

2 Corinthians 1:12—For our boasting is this: the testimony of our conscience that we conducted ourselves in the world in simplicity and godly sincerity, not with fleshly wisdom but by the grace of God, and more abundantly toward you.

[Optional] Keep your witness simple

Some cynics asked John Wesley [1703–1791, founder of the Methodist Church], “Dr. Wesley, when you have both children and learned doctors of the law in your audience, to whom do you direct your message? You couldn’t possibly be able to talk to both.”

He said, “I talk to the children, of course, and then the learned doctors will understand.”

That’s what Jesus did! He talked very simply to the common uneducated people and He very rarely directed any complicated remarks to the learned lawyers, the scribes and pharisees and chief priests. In fact, He tried to avoid them.

Martin Luther said: “When I preach, I regard neither doctors nor magistrates, of whom I have above forty in my congregation. My eyes are on the servant maids and the children.”

■ Just a few verses

You shouldn’t try to cram the whole Bible into the person you’re witnessing to. Just keep on going over a verse or two until he can’t forget them; otherwise, you’ll just confuse him. Keep things simple!

[Optional] By grace

A fellow who had been a Catholic priest, yet had never really known the Lord, was in the hospital. An old lady came by and quoted him the verses Ephesians 2:8–9. She just kept talking to him and quoting those same verses over and over to him, “For by grace you have been saved” and so on. He said it just burned itself into his mind until he couldn’t get rid of it! And it finally woke him up to the fact that he didn’t have to work his way to Heaven!—And as a result, he was saved!

■ Give them literature to take with them

The literature will keep speaking to them even after you are gone! Literature is also good for busy people on occasions where you can’t say too much yourself. You can give them something to read and think over afterward.

► John 3:16 is all you really need to know to win souls!

You can win a lot of people to the Lord with only John 3:16. Let’s look at how to use this verse in your witnessing.

① *Show your students how to “teach” John 3:16. You could act it out, then have one of them try it. Or they can divide into pairs and each one teach the other the verse.*

“For God so loved the world”—the world includes you, let me put your name in here.

“that He gave His only begotten Son”—that’s Jesus.

“that whoever believes in Him,”—do you believe?

“should not perish, but have everlasting life.”—then you are going to live forever in Heaven!

► Lift Up Jesus

Acts 5:42—And daily in the temple, and in every house, they did not cease teaching and preaching Jesus as the Christ.

Acts 13:38—Therefore let it be known to you, brethren, that through this Man [Jesus] is preached to you the forgiveness of sins.

Acts 20:21—Testifying to Jews, and also to Greeks, repentance toward God and faith toward our Lord Jesus Christ.

1 Corinthians 1:23—But we preach Christ crucified, to the Jews a stumbling block and to the Greeks foolishness.

2 Corinthians 4:5—*For we do not preach ourselves, but Christ Jesus the Lord, and ourselves your bondservants for Jesus' sake.*

1 Timothy 1:15—*This is a faithful saying and worthy of all acceptance, that Christ Jesus came into the world to save sinners, of whom I am chief.*

John 12:32—*And I, [Jesus] if I am lifted up ... will draw all peoples unto Myself.*

1 Corinthians 2:2—*I determined not to know anything among you, save Jesus Christ.*

[Optional] Don't forget to mention Jesus!

Two businessmen were friends for a long time. Joe was a Christian and Mike, the other, wasn't. Finally Mike went to a Gospel meeting. He heard the message of salvation and prayed to receive the Lord. Later Mike told his friend what had happened. Joe said, "Wonderful! That's tremendous! I'm a Christian, too." Mike, the newly-saved Christian, was stunned.

"Do you know why it took so long for me to receive the Lord?" he asked. "You, Joe, never told me you were a Christian and never said anything about it, so I thought, 'Wow! If somebody can be that good and upright without knowing the Lord, then what need is there for Jesus?'"

► Find points of agreement. Lovingly win others. Don't argue.

1 Corinthians 9:19-22—*For though I am free from all men, I have made myself a servant to all, that I might win the more; (20) and to the Jews I became as a Jew, that I might win Jews; to those who are under the law, as under the law, that I might win those who are under the law; (21) to those who are without law, as without law (not being without law toward God, but under law toward Christ), that I might win those who are without law; (22) to the weak I became as weak, that I might win the weak. I have become all things to all men, that I might by all means save some.*

1 Thessalonians 2:7-8—*But we were gentle among you, just as a nursing mother cherishes her own children. (8) So, affectionately longing for you, we were well pleased to impart to you not only the gospel of God, but also our own lives, because you had become dear to us.*

2 Timothy 2:23-24—*But avoid foolish and ignorant disputes, knowing that they generate strife. (24) And a servant of the Lord must not quarrel but be gentle to all, able to teach, patient.*

When you're witnessing to someone, you should try as much as possible to find points of agreement. Don't dwell on your disagreements, on things that you know they're going to disagree with. You've got to win the person over to yourself first, really, before you can win their heart, before they're going to believe what you've got to say about Jesus and the Bible and getting saved. So don't start off hitting them between the eyes with something you know they don't believe and wouldn't agree with!

Love the person, even if you don't like his point of view! This is true of all your witnessing! Dwell on the positive, not the negative. Discuss the things you have in common, not your differences. Emphasize the things you agree on, not argue about, and try to establish as many points in common as possible, instead of picking out the flaws! You've got to remember to make a differentiation between the sin and the sinner, to hate the sin but not the sinner.

Avoid getting drawn into arguments. There is a saying "a man convinced against his will is of the same opinion still." There is little point in pursuing a line of conversation if the other person is just trying to argue about it.

► Avoid confrontation

When witnessing to someone from a different religious background, try to avoid confrontations. Stick to the simple love of Jesus and how much He cares for them and wants to help them. Find things that you have in common; stay attentive, and as you talk with them and get to know them, you'll doubtless find plenty of things that you can agree on. The Holy Spirit will speak to your heart, bringing to mind passages you've read in the Word or things that you have experienced that they will be able to relate to. God will show you how to "turn their key" and spark a desire within

them to know Him like you do. Emphasizing common ground, rather than arguing doctrinal details, will help you in many cases to reach and win those who would be turned off and unwilling to listen if you were to let your conversation turn to dogmatic preaching, or get stuck on matters that aren't essential to salvation.

[Optional] Patiently explain. Speak with sincere love.

1 Corinthians 13:1—Though I speak with the tongues of men and of angels, but have not love, I have become sounding brass or a clanging cymbal.

Speak in love, or it's just empty words like sounding brass (a noisy gong) or a clanging cymbal. Kindness has converted more people than zeal, eloquence or learning.

[Optional] Show the joy of the Lord!

On the appropriate occasions, your cheerfulness is part of your witness.

At a mission hall in London, a lady who was unfortunately deaf also took part in the work. On one occasion a celebrated preacher said to her, "And what part do you take in this noble work?"

"Oh," she answered quietly, "I smile them in, and I smile them out again." Soon after this the preacher saw the good results of her sympathy as a crowd of working men entered the hall and looked delighted to get a smile from her.

The Bread of Life cannot be recommended to people by those who look as if that bread disagreed with them.

5. Get a Decision

► Help them realize their need for Jesus, but that they can't be too bad for Him!

Luke 5:31–32—Those who are well have no need of a physician, but those who are sick. (32) I [Jesus] have not come to call the righteous, but sinners, to repentance.

It's helpful for people to realize that they're "sinners" in order for them to realize that they need a Savior.—Just like people need to realize they're sick before they will accept the doctor's advice and prescription. Unlike a physical illness, however, sometimes it's hard for people to realize that their hearts or spirits are "sick" and in need. Or, they may realize that they have problems, but place the blame for their problems on others, or on circumstances.

Well, it's not essential for someone to admit they've "sinned" or done wrong in order to receive Jesus and His salvation. It's enough if they admit that they can't solve their problems on their own and need help. But admitting that they've made mistakes sure helps them to realize why they need Jesus! Most people are aware that they aren't all that great. Many try to be good and do good, but find it difficult. Many want to be kind, generous and caring, but find it difficult.

In your witnessing, without being accusatory or pointing fingers, bring out how nearly all of us have failed to live up to our expectations for ourselves. Not only that, but we've all done things that are wrong, sinful, that have hurt others, and that would be worthy of punishment if God so saw fit. But rather than giving us our due punishment, God chose to forgive us if we accept that forgiveness. That's why Jesus came to Earth—to take our punishment, to suffer for our sins, so that we didn't have to!

► Bring them to a decision

1 Kings 18:21a—How long will you falter between two opinions?

Matthew 22:42a—Saying, "What do you think about the Christ?"

2 Timothy 4:2—Preach the Word! Be ready in season and out of season. Convince, rebuke, exhort, with all long-suffering and teaching.

Try to bring the person to whom you witness to a decision. The ideal decision, of course, is to get them to ask Jesus into their heart then and there. Some, however, will not be ready for this. In that case, try to get them to at least promise to think about it and consider it further; if possible try to arrange to talk more with them—and the sooner the better. “Strike while the iron is hot,” as the old saying goes.

Your goal is not necessarily to fully persuade them that everything you have said is true, and that everything Jesus has to offer will come to pass in their life if they receive Him. Rather, try to persuade them to just try Him!

They don’t have to be as convinced as you are about Jesus’ power in order to take the step of receiving Him. Some people need to see things for themselves. They do have to have a little bit of faith, even just to ask Jesus to come into their lives; yet even the smallest step toward Him will be honored, and every sincere prayer answered.

Of course, there is more to being a Christian than saying a simple prayer and wanting to receive what Jesus has to give. Yet every journey starts with a single step, and unless that first step is made, the rest of the path will surely not be traveled.

[Optional] The salesman who doesn’t sell

① *Also in Study Notes book.*

A Methodist layman visited a great city church in Ohio during a business trip. After the service he congratulated the minister on his service and sermon. “But,” said the manufacturer, “if you were my salesman I’d discharge you. You got my attention by your appearance, voice, and manner; your prayer, reading, and logical discourse aroused my interest; you warmed my heart with a desire for what you preached; and then—and then you stopped, without asking me to do something about it! In business, the important thing is to get them to sign on the dotted line.”

► It has to be their decision—you can’t force them to decide

There is an old saying: “You can lead a horse to water, but you can’t make him drink!” Well, that’s true of people too. You can lead them to the truth, but you can’t make them drink it! If they don’t want it, you can’t drink it for them. To make the decision to receive Jesus is their job, not yours. You can win their hearts, but only the Spirit of God can really win their souls, their spirits.

The Lord didn’t say, “Go ye into all the world and save everybody!” That’s something you can’t do! Their salvation in that respect depends on them and their decision. You can’t make them make it. That’s their individual choice.

[Optional] Show them the Word to bring them to a decision

Our job is to witness and to show them the Word! When you show them Revelation 3:20 and they see that He’s promised to come in if they ask Him to come in, God by His Spirit can quicken their faith to believe it so that He will come in, because the Word is the foundation of faith. Give them the Word!

Romans 10:17—So then faith comes by hearing, and hearing by the Word of God.

Once you’ve given them the Word, they can then choose whatever they want to choose. Don’t feel you need to keep on trying to convince them endlessly!

You’re offering them a marvelous opportunity, a marvelous privilege, a marvelous gift, the greatest in the world: Free salvation, eternal life! If you were offering a million dollars, you wouldn’t be begging for the person to take it! You’d say, “Here, do you want a million dollars? You can have it if you want it. Just reach out and take it. It’s your choice!”

You can’t force people to choose! Just give them the answers in the Scriptures, and if they don’t accept it, that is their choice.

This doesn't mean that you shouldn't be persistent, this doesn't mean you shouldn't keep praying and talking with them and doing what you can, but try to have a little common sense! Don't try to force it on people. Don't try to convince people who don't want to be convinced!

► Pray with them to receive the Lord

For those who answer yes, and want to get saved, lead them in prayer. You can pray a prayer and have them repeat each phrase.

You can encourage them that they don't have to go down to an altar, they don't have to stand up, sit down, turn over, stand on their hands, it has nothing to do with the position of their body or eyes or head!—It's all in how you position your heart! If your heart is humble before God, you know you need His help, all you have to do is take Jesus. Jesus promises,

Revelation 3:20—Behold, I stand at the door and knock. If anyone hears My voice and opens the door, I will come in to him and dine with him, and he with Me.

Here is an example of a salvation prayer:

✠ *Dear Jesus, I ask You to come into my heart. Please forgive me for all the wrongs I've done, and give me Your gift of everlasting life. Help me to love You, and help me to share Your love and truth with others. Amen.*

① *You can let the students know that there are other sample salvation prayers in the textbook.*

► Praying with or for those who are unsure

With those who are not completely receptive but are not outright rejecting the Lord, you can take several approaches.

1) The unsure: If, after all your witnessing, they still claim that they don't believe in God or the Bible, you can suggest to them, "Why don't you say, 'God, if there is a God out there somewhere, show me, reveal Yourself!'"—Even if they don't believe the Bible and they're not convinced about Jesus, if they really want to know, God's Word says if they seek Him they'll find Him! He says,

Matthew 5:6—Blessed are those who hunger and thirst for righteousness, for they shall be filled.

2) Maybe already saved: With someone who thinks he has already accepted Jesus but doesn't know for sure, you can say, "If you're not sure, why don't we just make sure right now? Let's pray." And then let him follow you in a salvation prayer.

3) For someone who isn't so convinced they need Jesus: You can ask them something along these lines: "Do you want to get everything straightened out in your life and make everything right and have everything go well, and have a peaceful and good life? Jesus is the Spirit of goodness and light and love, and He'll bring solutions to all of your problems, if you just ask Him to come into your heart!" Here's an appropriate prayer for someone like this:

✠ *Dear Jesus, I need help and I've heard You can help me! There is so much happening in my life that is beyond my control. I've heard You're the good Spirit of love and light and power. Please come into my heart and life and sort things out for me.*

4) Someone who is too shy to pray: If someone is uncomfortable praying with you, you could give them a written prayer to read silently, or suggest they pray alone later on.

6. Take Care of Those You Lead to the Lord

Once someone has made a decision to accept Jesus into their heart, they are a spiritual "baby." They've been "born" into the world of the spirit, and they're spiritually alive. However, there's still a lot of growing for them to do. In order to grow, a physical baby needs to be fed. The spiritual nourishment for the new Christian comes from the Word. Babies also need to be nurtured.—They

need the tenderness and affection of their parents. Likewise, “babies” in the spiritual realm need the warmth of a loving example from their “parents” in the Lord, the ones who led them to Jesus.

You may feel like somewhat of a babe yourself spiritually, or at least a young child—or maybe a teenager at best! Yet when you take on the job of witnessing and ministering to others, in a way it forces you to “mature” into a spiritual “adult” more quickly; because they now depend on you to at least get them started in developing their spiritual skills, and learning how and where to find their own nourishment.

Take your new “baby” through the steps of growth that you followed when you were new in the Lord yourself. Teach your newfound little brother or sister what you do know, and as for what you don’t, refer them to the ones who are helping and counseling you spiritually.

2 Timothy 2:2—And the things that you have heard from me among many witnesses, commit these to faithful men who will be able to teach others also.

Encourage the new believer to hook up to God’s Word and to develop their personal connection with the Lord. You don’t have to take all the burden of their care and growth upon yourself, but you should take the responsibility of seeing to it that they can find what they’re looking for in the sense of being fed from God’s Word, as well as be someone that they can go to for fellowship in the faith and moral support.

Even if someone is in a situation where there’s no one around who they can lean on for counsel or instruction, if they have a Bible and/or Bible-based publications and a desire to read and study and apply what they learn from the Word, they can make steady and even sometimes rapid progress.

► More practical tips

- ❑ If it is someone you don’t know personally, see if they would be willing to meet again for classes and further teaching.
- ❑ Ask for their address and phone number so that you can meet again and/or send literature through the mail.
- ❑ If the *Activated* magazines are available in a language the new believer understands, then encourage them to sign up for a subscription!
- ❑ When you have finished and graduated from the *12 Foundation Stones* course, you may teach it to others. We will discuss this more at the end of the course.

① *For more on this subject, encourage the students to read One Heart at a Time (Get Activated! book), chapter: “Taking Care of the Baby.”*

7. Pray For People

♪ *Optional song: “Somebody Prayed” (From the “Devotional Song Sheet”)*

Don’t neglect the power of prayer for the people you meet and witness to! Whether they receive the Lord with you or not, you should pray for them.

- If they didn’t pray with you—perhaps because you didn’t have the opportunity to go so far in your witness, or because they were not ready to make the decision—keep praying for them, that the seeds that have been sown in their hearts through your witness will eventually bear fruit.

① *Teachers: Try to share a personal testimony along the lines of how the Lord answered prayer for someone after you had been praying for them for a long time. If you don’t have any personal accounts, you could tell this one:*

[Optional] Caring enough to pray

Thomas Johannes Bach, well-known statesman and pioneer missionary in South America, and for almost twenty years the general director of The Evangelical Alliance Mission, whose Godly life profoundly influenced thousands around the world, often recalled that first “chance” encounter on the streets of Copenhagen, Denmark.

How irritated he was at the nerve of the slightly built Danish lad who offered him a Gospel tract.

“Will you please take this little leaflet? It has a message for you.”

“Message indeed! Why do you bother other people with your religion? I’m quite able to take care of myself.”

Such a show of temper from this fiery, redheaded engineering student did not deter the young lad who continued to hold the piece of paper before him. Johannes snatched the Gospel tract, deliberately ripped it, crumpled it up, and put it in his pocket.

Bach, still angry and yet surprised that the young man said nothing, could not help watching him to see what he would do. He saw something he would never forget. The young Danish lad stepped into a nearby doorway, folded his hands, closed his eyes, and began to pray. Johannes was astonished to see tears on his cheek.

Fifty-nine years later in Copenhagen, the seventy-six-year-old missionary, author, and teacher stood on the very spot where he had received that piece of paper and thanked God for the young Danish lad who had cared about his soul.

- You should also regularly pray for your loved ones to get saved. The Lord will answer your prayers! You may not see the answer right away, but keep praying. You can appropriate the promise below that Paul made to his jailer.

Acts 16:31—Believe on the Lord Jesus Christ, and you will be saved, you and your household.

[Optional] Pray for your loved ones

For many years the mother of Tom Carter prayed that God would save her boy and make a preacher out of him. Her boy was a criminal. He landed in prison, but the mother still prayed for him, believing that God would answer her prayers. One day she received a telegram from the prison, saying that her son was dead.

The mother was stunned for a few minutes. Then she went to her room. There she prayed with her open Bible before her. She said to the Lord, “O God, I have believed the promises Thou didst give me in Thy Word. I have believed that I would live to see Tom saved and preaching the Gospel. Now, a telegram says he is dead. Lord, which is true, this telegram or Thy Word?”

She rose from her knees and wired the prison: “There must be some mistake. My boy is not dead.” And there was a mistake. Tom Carter was alive! Not long afterward he was saved. When he was released from prison, he became a mighty soul-winner and preacher.

- As for those who received the Lord with you, keep praying for them, that the Lord will work in their lives, bringing them closer to Him; that He will increase their faith; that they will take the steps they need in order to grow in their faith. Pray also for their specific needs.

Remembering them in prayer is something you can and should do, whether you’re able to keep meeting them or not.

[Optional] Praying for new believers—Early Church samples

Colossians 1:9–12—For this reason we also, since the day we heard it, do not cease to pray for you, and to ask that you may be filled with the knowledge of His will in all wisdom and spiritual understanding; that you may have a walk worthy of the Lord, fully pleasing Him, being fruitful in every good work and increasing in the knowledge of God; strengthened with all might, according to His glorious power, for all patience and longsuffering with joy; giving thanks to the Father who has qualified us to be partakers of the inheritance of the saints in the light.

2 Thessalonians 1:11–12—Therefore we also pray always for you that our God would count you worthy of this calling, and fulfill all the good pleasure of His goodness and the work of faith with power, that the name of our Lord Jesus Christ may be glorified in you, and you in Him, according to the grace of our God and the Lord Jesus Christ.

3 John 1:2—Beloved, I pray that you may prosper in all things and be in health, just as your soul prospers.

Review of the Seven Steps

- ① Review the main points quickly, using the Teacher's Aid "Seven Steps of Witnessing" poster if you wish. This outline is also in the Study Notes book.
- ① If you don't have time to do this review, you could do it at the beginning of the next class instead.

SEVEN STEPS OF WITNESSING

1. Find Someone to Witness to!

- There are differences in approach for people you know and those who are strangers.

2. Ask Questions

- Show concern by asking them questions about themselves and their lives.
- Use current events, happenings and trends to arouse their interest.
- Witness in a quiet place when possible.

3. Listen!

- Encourage them to speak their heart; listen to them and hear them out.
- When you are witnessing, you are soul doctors. Listen and find out what their problems are.

4. Give Them God's Answers

- Tell them God's answers in your own words and also by showing Scriptures.
- Give your own personal testimony—tell what the Lord has done for you!
- Illustrate your points with stories.
- Use the Word in your witnessing.
- Have them read from the Bible.
- You need to know your Bible well enough to find the verses they need.
- Keep your witness simple.
- John 3:16 is all you really need to know to win souls!
- Lift up Jesus!
- Find points of agreement. Lovingly win others. Don't argue.
- Avoid confrontation.

5. Get a Decision

- They should realize their need for Jesus.
- Bring them to a decision.
- It has to be *their* decision—you can't force them to decide.
- Pray with them to receive the Lord.
- For those who are unsure, you can pray for them or with them, with a different approach.

6. Take Care of Those You Lead to the Lord

- Encourage new believers to read the Word so that they will grow in faith.
- Help them find the spiritual counsel and leadership they need.

7. Pray for People!

- Pray for those who are not yet saved to receive the Lord.
- Pray for your loved ones to receive the Lord.
- Keep on praying for those you lead to the Lord to grow closer to Him.

Closing Activity and Prayer

5 minutes

► [Optional] Praying for loved ones

① *Go around the class, everyone praying (by name) for two or three people who they would like to see receive the Lord. Before the prayer, give the students a few ideas of verses they can claim.*

► Prayer

① *End with a short prayer for safekeeping before everyone leaves.*

Skits and Songs

Skit: At the Doctor's Office

Characters: Doctor (Graham), patient (Jerry).

The Doctor is sitting behind his desk, engrossed in reading his papers. Jerry hobbles in, bent over slightly, clutching his stomach with both arms with his hands crossed over each other. He speaks feebly as though in pain:

Jerry: Doctor Graham...

Doctor glances up and sees who it is, quickly interrupting before he can say anything more.

Doctor: Yes, Jerry. Just a moment.

Doctor scribbles on paper and holds out the prescription.

Doctor: This should get your stomach better. Take two of these pills, three times a day, for seven days. Stay away from greasy food.

Jerry: But doctor, how will that help my wrist?

Doctor, irritated and impatient: What?

Jerry: There's nothing wrong with my stomach.

He carefully lifts one hand to show.

Jerry: I think I sprained my wrist!