

**TRAINING
DISCIPLES
WHO CAN**

*PREPARING
CHRISTIANS
FOR THE
HEART OF
THEIR CALLING*

**MAKE
NEW
DISCIPLES**

John Hendee

DEDICATED TO

GENE ROGERS

Gene Rogers is the one who got me onto the right path when it comes to the subject of evangelism. He is with the Lord now.

Gene Rogers received his B.A. and M.A. from Pepperdine University in Los Angeles, CA. For over fifty years he was the pastor and teacher of Normandie Avenue Christian Church in Gardena, CA. During the last few years of his life, Gene had a passion to develop leaders in his home congregation and in Chile, South America. He wrote several books, booklets, and had many articles published.

I was fortunate to do my Internship in my last year of college with Gene. He became my mentor and my spiritual father. One of the most important things about him was his passion for **'personal'** evangelism. I am indebted to him for the time he spent mentoring me. Most importantly he **'modeled a method'** for me.

and also to

TIM COOP AND DICK OSNESS

Tim and Dick have been two of the most **'inspirational'** models of personal evangelism in my life. I worked with Tim for four years and I've been around Dick quite a bit. As I watched them interact with people, it challenged me to be more willing to risk opening up more and befriend others with the goal of sharing the Gospel with others. So I say a huge THANKS to both of them for inspiring me with their **'passion for loving people'**. That love has **'motivated me to reach out to others'** with the Gospel.

Gene modeled a method for me. Tim and Dick inspired me with their passion for loving people and reaching out to them.

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INTRODUCTION

This is a short book but:

Buckle your
seat belt.

This ride could
change your
life.

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CHAPTER 1

TRAINING DISCIPLES WHO CAN MAKE

NEW

DISCIPLES

(Preparing Christians for the Heart of Their Calling)

I believe one of the major missions the Lord gave the church is to **'make disciples'**. Most would agree with that. I love this statement by Robert Coleman, *"Evangelism is not an optional accessory to our life. It is the heartbeat of all that we are called to be and do. It is the commission of the church that gives meaning to all else that is undertaken in the name of Christ."* I say Amen to that!

Let's review the Biblical basis for the BIG question I want to pose to you the reader.

I'm going to assume most are familiar with these passages, but let me post them here anyway for a quick review.

Matthew 28:18-20 (NIV)

¹⁸ Then Jesus came to them and said, "All authority in heaven and on earth has been given to me. ¹⁹ Therefore go and make disciples of all nations, baptizing them in the name of the Father and of the Son and of the Holy Spirit, ²⁰ and teaching them to obey everything I have commanded you. And surely I am with you always, to the very end of the age."

2 Corinthians 5:18-20 (NIV)

¹⁸ All this is from God, who reconciled us to himself through Christ and gave us the ministry of reconciliation: ¹⁹ that God was reconciling the world to himself in Christ, not counting people's sins against them. And he has committed to us the message of reconciliation. ²⁰ We are therefore Christ's ambassadors, as though God were making his appeal through us. We implore you on Christ's behalf: Be reconciled to God.

1 Peter 3:15 (NIV)

¹⁵ But in your hearts revere Christ as Lord. Always be prepared to give an answer to everyone who asks you to give the reason for the hope that you have. But do this with gentleness and respect.”

To Summarize:

All disciples are commanded to 'go' and 'make other or more disciples'. As one author explained, "In our **going**, make disciples". God is making his appeal through us, His ambassadors. The task of all leaders in the church is to prepare or equip God's people for works to 'make disciples'. And we must be '**prepared**' for this. That's it.

More scriptures could be added to show the point, but I think this is sufficient.

Let me ask a tough question in light of all of this. I think it gets to the heart of an important issue and what the theme of this book is really all about.

How many members of your congregation or ministry were trained last year to be able to sit down one on one with the people they know and meet in life and effectively share the Gospel?

It is an important question all of us Christians need to be asking ourselves. It can change our life and ministry goals, priorities, and strategies. When I say Christian leaders, I'm including pastors, preachers, associates, missionaries, Christian College professors, elders, missionaries, Sunday School teachers, women's and men's ministry leaders, sports leaders, home group leaders, worship team leaders, Celebrate Recovery leaders, youth leaders, non-profit leaders etc; everyone who is in a leadership position working for the Kingdom of God.

Question:

How many people do you want to help train in the coming year or 5 years in how to share the Gospel with others outside of 'church'?

I was sharing this big question with a preacher of a church recently who had been a successful engineer for years, then got his Doctorate in Ministry with a major in leadership. As soon as I was saying the last word of the sentence he shouted out, "None". I asked if I could hug him for his honesty and humility. He said we 'have to start training our people'.

I found a story about a logger years ago that sort of helps illustrate for me the challenge we have today in carrying out the Great Commission. I don't know the original source of this story, but here goes.

OLD JAKE

Old Jake had cut firewood by hand with a Swede saw for a living going on 50 years. He averaged about four cords a day. His son was home from college and watching him work remarked, "You could probably cut 10 times as much if you bought yourself a chainsaw". "Not interested in those new fangled things," Jake responded.

His son returned to college and Jake began to think that maybe the young guy was right; his old body seemed to ache more and more at the end of the day. So he went into town and bought a brand new top-of-the-line chainsaw.

The first couple days were not very productive - he only cut one cord each day. By the third day he had cut 3 cords, but was dead tired. "This is not working," he thought to himself, "My son said I should be able to cut 10 cords a day. I'm taking this stupid thing back."

The next day he was in the hardware store complaining to the sales clerk about his lack of production. "Blade seems a little dull, but not that bad. Let's start it up," the clerk muttered as he pulled the starting cord. The motor roared loudly. Jake jumped back and yelled out: "What the X@%X is that noise?"

I believe that most leaders in the church understand that we are to 'cut wood' (make disciples). While many would like to think they are using 'modern methods' to accomplish the mission, it seems as though they might be trying to do the job with the motor off. As a result the production or output, regardless of what that is today, is a fraction of what it could be **'if the motor was turned on'**.

Thom S. Rainer, President and CEO of LifeWay Christian Resources, and who previously served at the Southern Baptist Theological Seminary for twelve years where he was the founding Dean of the Billy Graham School of Missions and Evangelism, wrote this article originally published at ThomRainer.com on June 8th, 2016, that made several intriguing points:

Thom is not your 'everyday run of the mill' guy. Thom S. Rainer serves as president and CEO of LifeWay Christian Resources. Among his greatest joys are his family; his wife Nellie Jo; three sons, Sam, Art and Jess; and nine grandchildren. Dr. Rainer can be found on Twitter@ThomRainer and at facebook.com/Thom.S.Rainer.

Here is part of his article. The entire article was originally published at ThomRainer.com on June 8th, 2016. The chart he refers to can be found on his website.

'Seven Things Google Tells us About Evangelism In The United States'

"The chart below makes me want to vomit." Thom Rainer

Please look at it carefully. It is a chart of Google searches on the term "evangelism" in the United States from 2004 to the present.

(GO TO HIS WEB SITE TO SEE THE CHART; but you can get his message without even seeing the chart. Listen to what he says.)

As Google tells us, this type of information indicates where our interests lie.

We are not very interested in evangelism.

Do we really care about the eternity of others?

It is a simple chart, but it speaks volumes. Here are seven lessons I gleaned from it.
(The chart)

1. **We are steadily losing interest in evangelism over time.** If you lose interest in something, you are certainly less likely to do it.
2. **Church members are losing interest in evangelism.** If the members of our churches are not interested in evangelism, our churches will become (or perhaps they are already) spiritual deserts.
3. **Pastors and staff are losing interest in evangelism.** Though that's not in the graph per se, I have my own research that demonstrates this reality. I can't recall ever seeing an evangelistic church without an evangelistic pastor.
4. **American churches are among the worst in evangelism.** Google uses an index to rank different geographical areas for a particular term. The highest score is given an index of 100. Ghana is the highest ranked in the work with a 100 index. Nigeria is second at 66, and Zimbabwe is third at 63. In fact, all of the highly ranked nations are in Africa. The American index score is a paltry 11.
5. **Churches not doing evangelism will decline in health.** Disobedience to the Great Commission is not the best approach to lead a church to health and growth. Google shows clearly why so many of our churches are doing poorly.
6. **Church members are much more likely to criticize rather than evangelize.** I call it "the great distraction." I wish we could have a rule in churches that you can't say anything critically until you have shared the gospel with someone. It would be a great source of church unity.
7. **The evangelism problem begins with me.** I probably share my faith a couple of times a month. That's pathetic! I know God provides me more opportunities than that. I can fuss at your readers all day long, but I have my own sins and inadequacies that need God's work.

Google Trends is an excellent statistical and analytical tool. But its data can be sobering and convicting.

As a rule, we in the American churches stink at evangelism.

And we wonder why our churches aren't healthy."

End of Thom's article.

So...has anyone personally ever asked you 'THE QUESTION'?

How many members of your congregation or ministry were trained last year to be able to sit down one on one with the people they know and meet in life and effectively share the Gospel?

A major goal of this book is to encourage leaders to:

- “turn the motor on” for themselves (get trained) and their people, and
- start training others every year for the rest of their life in how to make 'new' disciples.

Trying to win the world without training in effective 'personal evangelism' or the 'making of new disciples' is like trying to cut wood with the chain saw motor off. Training your people is 'turning the motor on.'

When I became a Christian (John Hendee) I had an immediate desire to share Jesus with others. But my desire wasn't matched by my personality and I hadn't been prepared or trained to do so. I was quiet, shy, timid, insecure, nervous, fearful, and I got the dry heaves any time I faced a new situation where I had to speak in front of any size group of people (2 or more). In spite of that I took whatever training I could find. All of it was unfortunately confrontive, forceful, somewhat aggressive in nature, and was pretty much done with unsuspecting strangers on the street or going door-to-door. Besides that the presentations were way too brief or short to actually give an unbeliever enough information to make an intelligent decision for Jesus

I forced myself through the dry heaves, doubts, and fears. I didn't like it. I never got the feeling that those who were my victims ever liked it either. So after a while I just quit doing it and felt guilty for several years feeling like I was failing God.

Later, I met Gene Rogers who introduced me to a different model that worked for me. Out of that I ended up developing a 'Relational Evangelism approach' entitled '**It's All About Relationship**'. I've found that this model and method will work for most Christians. I'll tell you about that later.

For now, I want to share the story of a woman who took the course in 2016. It is very interesting.

I have really enjoyed this class. I've always been afraid to evangelize as I'm a rather quiet, introverted and non-aggressive person (high-pressure sales was never my cup of tea). I am not particularly fascinating or charismatic and I get tongue-tied trying to recall what I'm supposed to say. But thanks to this class and what you teach, I have learned how to have a private, one-on-one talk with people who are interested in hearing what the Lord has done for them. It's scheduled so I don't have to feel like I'm springing it on them. There is no pressure on me or the person I'm talking to. The presentation is about Jesus, not my ability to be interesting. There's not much to remember as it's all written down and illustrated for me. I like that it's in short sessions so finding the time is easier. I practiced the presentations with my mother who is a life-long follower of Jesus and has led many people to Christ. She said this is the best presentation she has heard yet. She felt the information addressed all the important things and is easy to understand. I feel our calm personality is very similar so when I saw how interesting it was listening to you I began to believe that I too could do this. I look forward to sharing with many people, the hope we have in He who gave His life for us.

Most Christians have a misunderstanding of what personal evangelism is. Many see it as going after people on the street, handing out tracts, maybe preaching to those passing by, or telling them our testimony...which most Christians aren't convinced is all that powerful a story to begin with. And most don't want to do any of those things.

Many have been taught to believe they are incapable of making new disciples. They have been told time and time again, "Bring people to church so we can preach or teach others about Jesus".

I've read many books about discipleship. Most of what is called '**making disciples**' these days is spending time teaching and preaching to those who are already disciples; '**taking them deeper**'. While some of that needs to be done, '**that is incomplete**'.

While that is a part of **Matthew 28:20**... 'teaching them (already disciples) to obey all that Jesus commanded'...little time is spent in comparison on actually making '**new**' disciples outside the local church campus.

Making a disciple...actually **needs to start with someone** who **isn't already a disciple**.

We need to distinguish between what is 'making new disciples', and what is 'developing disciples'. I repeat, most of what we call 'disciple making' today is **not something we are doing with unbelievers**; it is with those who are already disciples. We are

developing, teaching, equipping, maturing or perfecting them, but that is not evangelism or winning the lost to Jesus. Once you are a disciple, for certain you need to be taught: “teach them to obey all I’ve commanded”. But they need to ‘become’ or be ‘made a disciple’ first.

I’ve heard it stated that 95% of Christians never share the Gospel with another unbeliever in their entire life. That is not carrying out the Great Commission as Jesus gave it to those who were his disciples. We need to change that. Those of us who are leaders must commit ourselves to training our people how to ‘go’ and ‘make new disciples’ if we want to see the Kingdom expand, as God would want.

- We weren’t commanded to ‘build the church’. God does that. Matthew 16:18 the church will grow when we do what we were commanded to do: Make Disciples.
- We weren’t commanded to ‘plant churches’. That is a byproduct of our doing what we were commanded to do: Make Disciples.

But for that to happen, we must dedicate ourselves to training Christians in how to make ‘new’ disciples.

Would it seem strange to ask a team coach how many players they were training on their team to ‘go out on the field’ to play the game? How strange it would be if they answered: “Oh, we don’t do that”.

- We play the game for our players.
- We talk to them a lot about the game.
- We show them how to do it.
- We practice a lot in camps, etc.
- We encourage them to invite their friends to the games to watch us play the game.
- We asked them to help us build a great stadium and then invite a lot of people to fill it.
- We coach them a lot about how to conduct themselves in the stands and be good fans of our team.
- And oh, we get some huge attendances at times. Sometimes the stadium is packed.

Would it seem strange to ask a military General how many of their soldiers they had trained to ‘go to battle’ and then actually go? How strange it would be if they answered: “Oh, we don’t do that”.

- We do the fighting for our soldiers.
- We talk about it a lot.
- We show them how to do it.

- We encourage them to invite their friends to the ‘war games’ to watch us fight in the mock battles.
- And oh, we get some huge attendances at times.
- We recruited more soldiers last year than any year in our history.
- We had 500 sign up on one recruiting weekend.
- Train them to go into battle?
- No, we just want to get them to sign up, listen to us talk about how to fight in a battle, and then bring others to watch and listen to us.

Would it seem strange to ask a professor in a medical school how many students they had trained to ‘do surgeries’ and were actually out there doing them? How strange it would be if they answered: “Oh, we don’t do that”.

- We do all the serious operations for our students.
- We talk about it a lot.
- We show them how to do it.
- We let them watch us. It would be too risky to actually let them do it.
- We let them hand us the instruments, clean the operating room, give tours, etc.
- We encourage them to invite their friends to the surgery pavilion to watch us skillfully do the operations.
- And oh, we get some huge attendances at times.
- We think we might have to build a larger pavilion soon to hold all the people who come.
- People seem to be really fascinated watching us operate.

CHAPTER TWO

IT IS AN AMAZING FACT:

We can grow a congregation in number without training our people how to effectively GO and 'make NEW disciples'. But that doesn't mean it is being obedient or effective in fulfilling the Great Commission.

We are seriously limiting our potential and limiting our peoples' participation in the Great Commission rather than unleashing them and empowering them to what they are called to 'be and do'.

You know the old saying: **"Good is the Eternal Enemy of the Best"**

- "Hey, 3 cords is more than our congregation has ever produced before".
- "It looks fantastic compared to the half cord the neighboring churches have produced".
- "We are doing just fine, thank you."

While we rejoice over every person who accepts Jesus, we can deceive ourselves into thinking we are doing just fine without training people in personal evangelism. If we were continually training as many people ('the church') as possible in how to 'go' and effectively share the Gospel with others (outside 'the church'), we would see many more people coming to Christ. We have a proven way to do that.

Dawson Trotman in his booklet 'Born to Reproduce' once stated, "we can build the Kingdom faster by multiplication than addition". His thoughts were for **"each one to reach one"**. That is evangelism!

I had a pastor in his 40's write the following after taking my online course, 'Relational Evangelism'. He is a 'PK' (preacher's kid) and a graduate from a Christian College. At the time he was working on staff of a large church. What he wrote is quite a confession. I am proud of him for his courage to share it, because he 'hits it on the head' for thousands of our church leaders.

"2 Timothy 2:2 talks of taking what you have learned (gospel and being a disciple) and giving it to others who will be faithful to do it and pass it along also. This course has challenged me in that I have not made teaching a priority. I have not shared with another believer how to have conversations, how to explain the gospel or what Christianity is really about, and how to lead someone in 'becoming a disciple of Jesus'. I feel that this is something God wants me to make a priority. I feel silly and embarrassed saying it because one would think that this is a standard requirement for anyone in the pastor role."

What he was saying at the end is that it is **'not'** a standard requirement. It is **'not a standard'** for graduating from Christian College, or for being hired by a church in most cases.

Ed Stetzer writes: *"Most of us were trained to minister to a culture that had a Christian baseline, but we weren't trained how to reach people who don't accept the Bible as true or know about Christ. In other words, we were trained to focus on 'Nominals', but now we need to reach 'Seculars'."*

That is to say, in my words, we know what to do with most of the people who walk in our front door (to our services or events) who already have some interest or Christian background, but we don't know how to reach out to those 'out there', who have no church background or roots, and don't accept our invitation to 'Church'. Fewer and fewer people **'out there'** are 'walking in our front doors' these days.

If we don't learn how to 'go' to them and share the Gospel with them, we will continue to come up short. In my observation, most 'Seculars' aren't interested in attending a church service. They don't even like going to a funeral if it is held at a church facility.

A gentleman named Chuck Lawless has identified "Nine Reasons Christians Don't Evangelize". It is an interesting list of reasons. I've picked out five of them to share here. (My comments are in the parenthesis.)

1. Many don't know what 'evangelism' is. (Most think it is either standing on a street corner preaching, handing out tracts, or inviting people to 'church'.)
2. We have few evangelistic role models. (Many leaders never share personal evangelism stories from their life outside of contacts they make with people who didn't attend the church first.)
3. Some churches have provided no evangelism training. (I've been saying for years that less than 1% of the churches I see are doing any ongoing, effective training in personal evangelism.)
4. Pastors aren't taking the lead in evangelism. (You can't lead in what you haven't been trained in and you aren't doing.)
5. We don't care about non-believers. (Oh, that is hard to say. None of us would say that, but our actions can speak louder than our words.)

Please take the time to watch Francis Chan's message titled, **'For those who don't like evangelism'**.

- It is one of the most powerful messages I've ever heard.
- It is a life and ministry changer.
- Can I stoop (or rise up) to beg you to watch it? Please do.
- You can find it at: <https://www.youtube.com/watch?v=zPDkTDM1zDs>

Thom Rainer, who I mentioned earlier, makes mention of “**Practices that are fading in many North American churches**”. He said the fading practices cross almost all theological and denominational lines. There are 3 in particular that got my attention and reinforce what I’m writing about.

(Rainer’s comments are underlined. My comments about them are below his statements.)

1. “Churches did away with programmatic evangelism.”

The reason they did that is because what they were using didn’t work. The methods were often too aggressive and focused on doing door-to-door or street evangelism. As a result of those not being very effective, they dropped them. They didn’t replace them with something that does work. Actually, they did replace it; they replaced it with **INVITEMITUS**. Let’s just start telling our members to invite people to church services, events, etc.

2. “Churches don’t have anything intentional in place for local evangelism.”

There is no training. There is “going”, but it is often limited to just doing nice things for others. The ‘intentional’ is now inviting people to ‘church’, or going out and doing nice things for people. I’m not opposed to either of those, but they are incredibly limited if we aren’t training our people in how to effectively share the Gospel with others and make ‘new’ disciples.

I like what **LOUIE GIGLIO** wrote; “Sometimes we’re so busy planning a mission trip AROUND THE WORLD that we ignore the people 50 feet from our church building.”

I agree with that but I’ll add to it. Sometimes we are so busy planning mission trips around the world or events at ‘our location or campus’ that we ignore the people we pass every day, see at family gatherings, sit next to at work, live next door, etc.. The ‘as you go’ of the Great Commission is ignored. We invite others to COME rather than preparing ourselves to share the Good News ‘as we go’ about our daily lives.

3. When people attend a ‘growing’ church there is a natural assumption that it is evangelistic, but most times, it isn’t.

It is assumed that a ‘growing church’ is often winning people to Jesus. That is often not the case. I had a professor, expert in church growth, say one time that most ‘church growth’ was taking gold fish out of your fish bowl and putting them in my fish bowl.

But whatever that number of decisions is each year, it is small compared to what they would see happen **'IF'** they were training their people to 'go out' and share the Gospel with those they know and meet in life, 'before' they ever attend something at the 'church'.

A couple years ago I read an article on the Southern Baptist Church. It was a result of interviews of some of their key leaders before their national convention in June of that year. The title of the article was:

THE DECLINE OF THE LARGEST EVANGELICAL CHURCH

There were three things that jumped out at me in this article. I was pretty proud of these leaders for knowing what was going on among their people and for being honest and humble about it. The three things that caught my attention were:

1. *"We have lost our passion for evangelism."*
And I thought, "Hey folks, you aren't alone in that. Most have."
2. *"Everyone loves talking about it as long as someone else is doing it."*
And I thought, "Hey folks, you aren't alone in that. It's true of most."
3. *"Our preachers aren't training their people in how to effectively share the Gospel with those they know."*
And I thought, "Hey folks, you aren't alone in that either!"

I say it again; **"leaders can't do what they haven't been equipped to do"**.

There seems to be agreement among many church leaders these days that we have a problem. There is a solution.

CHAPTER 3

INVITEMITUS

Invitemitus (my new word) is when we 'build our outreach venue' around trying to get unbelievers to come to us at our place for a service, event, or activity, rather than us going to them in their places. We build our buildings, hire our staffs, create our programs, and send or hand out invitations saying, "**Ya'll come**". We hope to entice them into our places with hopes of their hearing the Gospel in our services, classes, groups, or special events.

But here is the issue. The question is 'not how many people have our folks 'invited to church', what our attendance is, or even how many we baptized. Without diminishing the importance of doing some of those things, the huge issue for me is how many have they shared Jesus with in an effective way 'off the church campus'.

According to the experts I read, few Christians do. **In most cases it isn't because they don't love Jesus, rather they haven't been trained or equipped in how to bring up the issue of their faith with others, and how to share Jesus with those who are interested.**

As I was writing this, I received an email from a national evangelical leader in the area of 'evangelism and church ministry.' He was promoting an upcoming Internet program he was going to do. In the promo piece he explained he would be sharing how to **"Create a strategy to get your people to invite people to church on a year round basis."**

The whole plan is centered on how to create an 'invite atmosphere' so your people will be trying to invite others to the churches services, activities, events, or programs for the whole year. He lauded how some churches that had tried this were growing significantly!

There is nothing inherently wrong in planning events and inviting people, but doing that in place of, or instead of, training in personal evangelism is choosing the second best and poorer results than you would see by equipping your people to share Jesus with those they know and meet in life. It is limiting the potential for reaching people. It is 'safer' and 'easier', but not better.

I love the statement I read recently: **"Thinking we will reach most of the lost in our community by inviting them to our programs, events, services, or buildings will be about as effective as thinking we can catch all the criminals out there by inviting them to the police station."**

Some will come. Most won't. They know what we are trying to do and they aren't interested.

Ed Stetzer, a church growth expert is the one who said, "Inviting people to church is not evangelism". It might result in it for some, but thinking we are being 'evangelistic' by just inviting people to church will reach few people in comparison to training Christians in an effective personal evangelism model. We are limiting what could happen. Inviting people to church is 'the popular' teaching today.

THE POINT?

- Anything short of training our people in effective personal evangelism or disciple making will come up short of the potential God has in mind for us.
- It is second best regardless of the results we might get from it.

Not training people in an effective method of 'personal evangelism' will leave them incapacitated from fulfilling God's will for them personally, limit their growth in Jesus and result in fewer people being reached for Jesus nothing good.

Only modeling INVITEMITUS for people, is keeping them sitting on the bench instead of 'unleashing' them as Good News Agents/Ambassadors fighting on the front lines for an eternal-global cause.

In the recent years I've read many books on 'Disciple Making or Evangelism'. I have a stack of them on my shelf. I find that most leaders addressing this subject are taking the same path or strategy. Here is what most of them say as to how to evangelize or make new disciples. They say:

- GO!
- LOVE OTHERS!
- DO GOOD TO OTHERS!
- LET YOUR LIGHT SHINE TO OTHERS!
- SHARE YOUR STORY WITH OTHERS!
- INVITE THEM TO A SERVICE, GROUP, EVENT, OR ACTIVITY of the church!

I agree with much of that. Let's look at this again. I'll add my comments to each of those.

1. **GO**; I agree. We ought to be going "out there" to make disciples, or as I was told the translation really says, "As you go." Our tendency is to invite them 'in here', where we are.
2. **LOVE**; I agree. Obvious. We ought to be loving to all those we meet "out there".

3. **DO GOOD**; I agree. Of course. We ought to see how we might help those we encounter 'along the way' who need help.
4. **LET YOUR LIGHT SHINE**; I agree. Right on. Our lives ought not to be a hindrance to those we are trying to bring into the family.
5. **SHARE YOUR STORY**; Now, I've got a problem. I thought the goal is to share HIS story!!! I understand the idea of a testimony. I was told 50 years ago I needed to write mine out and memorize it and then share it with others. That is still what most training in personal evangelism teaches; share your testimony.

I've been in this work over 50 years and in my opinion and observation personal testimonies are for the most part very ineffective in leading people to Jesus. I think I have an interesting conversion story, but rarely share it in the process of trying to open the door with someone to share the Gospel with them.

Most Christians don't think they have much of a convincing story anyway. It is like using a BB gun to go to war. We need something more powerful. That is the story of Jesus. We need to know how to get to '**His story**' and we can do that without ever needing to 'share our story.' Paul preached Christ crucified.

In some cases 'our story' may actually turn others off before we can share Jesus. I know the idea is to create interest on the others part; "Hey, it has changed my life! You need to try it." There are a lot of factors as to if and when a personal testimony can actually be helpful. I've seen it have a reverse effect from what some were hoping for. While 'our story' is special to us, it doesn't always resonate with unbelievers. We need to learn how to share '**Jesus' story**'. That is the story that will open peoples' hearts and lives'. I remember when some people shared 'their story' with me before I became a Christian. My reaction inside was "Well, that is fine for you, but if that is what God is going to do to me, I'm not interested in hearing anymore".

6. **THEN, INVITE THEM TO CHURCH.** If people aren't already going to church, there is usually a good reason. Most don't want to go. They have a bad taste from some experience with church or Christians, they fear it, they have no interest, etc.

As mentioned earlier, to invite most of them to church would be like inviting a criminal to go to an open house at the local police station. "Oh, we have a great Captain. We have special activities for children and youth. We even have coffee and snacks." Some keep trying to 'push' church, telling their people to invite others to 'church' instead of training them how to share the GOOD NEWS about Jesus with them 'out there'. The Good News is 'NOT' being invited to and attending church.

The strategy of many congregations is:

- we need an interesting, appealing preacher that people will like
- we need a good facility in a good location
- we need a great staff to provide great programs; children's, youth, men, women, sports
- we need a great praise team to provide powerful music

ATTRACT THEM TO US. Oh, it will attract some, and if all those things are above average, possibly a crowd.

We can try to be as creative as we can to make this work, to come up with 'enticing' events that will attract people to 'come to us'. I actually think I was something of a 'PRO' at doing something similar in the past.

PLEASE HEAR ME ON THIS. I'm **NOT** discounting the place or importance of good preaching, having a good staff, facilities, or programs. I am saying is that if that is all we are doing, and we are leaving out effective training of Christians in how to share the Gospel off the church's campus, we are short changing God, not obeying His commands, failing other Christians, ourselves, and for sure...the lost.

Is it negative to ask and challenge a Christian leader how many disciples they were training to 'go' and share the Gospel? Isn't that what disciples were commanded to do in **Matthew 28:18-20**?

But how strange it would seem to get an answer: "Oh, we don't do that".

- We leaders do the sharing of the Gospel from the pulpit, in home groups or from a podium in a classroom.
- We do talk about the idea a lot with our members.
- If someone comes and attends a service, group, or class, we will at some point attempt to tell them about Jesus and share the Gospel with them. That is if they keep coming long enough.
- We encourage our members to invite their friends to our services, group, and events...so **we can share the Gospel.**
- **And oh, I guess you haven't heard about social media? It is a great way to get the 'Word' out there and we spend a lot of time on that.**

I have a question for you.

"How many members of your congregation or ministry were trained last year to be able to sit down 'one-on-one' with the people they know and meet in life and effectively share the Gospel?"

It seems logical. It seems innocent. It obeys I Peter 3:15. I've asked a number of leaders if they think I'm being reasonable in this question. Most all of them say "yes". I think it is a very fair and positive question to ask.

Looking back over the years I realize I could have done a whole lot better at this myself, so I'm not asking this arrogantly.

As my time in life here gets shorter, it has made me look more closely and seriously at what is vital in our work. Obviously there are many important things to do in the ministry. For the most part we have just taken this issue off the table and therefore, we and the lost world lose.

CHAPTER 4

SOMETHING IS SERIOUSLY WRONG

I wrote the following a while back, but it still applies. After I sent it out to my email list, the first response I got within a few hours was from a National Leader living in Egypt. He said 'Amen'.

What is wrong when someone attends a church/congregation for 1- 50 years and is never '**trained**' how to share the Gospel with other people one-on-one?

What is wrong when Church Planting organizations send people out to plant churches that have not been thoroughly '**trained**' in how to effectively share the Gospel with other people one-on-one, or how to train those in the church they are trying to plant how to share the Gospel with the people they know?

What is wrong with a Mission Agency that sends people all over the world but doesn't insure that those they send are thoroughly '**trained**' how to share the Gospel with other people one-on-one, or how to train those in the country they go to how to effectively share the Gospel with the people they know?

What is wrong with a Christian College that spends years educating people for their future life but doesn't '**train**' those students how to effectively share the Gospel with other people one-on-one, or how they can train other Christians how to do the same?

What is wrong with a Christian ministry/organization that can build staffs, resources, programs, raise a lot of money, or whatever but they don't ever '**train**' that staff how to share the Gospel with other people one-on-one, plus train their staff how to train other Christians how to do the same?

What is wrong with Christian non-profits that do all kinds of nice things, helping all kinds of people in crisis all over the world, but they don't '**train**' their staff or people who do those things how to effectively share the Gospel with people one-on-one, much less train others how to do the same?

What is wrong when we hold or attend National conventions for our leaders and people and regularly offer a smorgasbord of all kinds of classes but don't ever focus on '**training**' people at these events how to share the Gospel with others one-on-one, or how those people can train others how to do the same?

What is wrong when we are provided an annual list of popular seminars and conferences offered to and attended by preachers and staff members but they don't ever focus on '**training**' people at their events how to share the Gospel with others one-on-one, or how those people can train others how to do the same?

In **Matthew 9:38** Jesus was preparing his disciples to 'go out and preach and make disciples'. He said, "Ask the Lord of the harvest therefore to send out workers into his harvest field".

The Lord didn't say: "Ask the Lord to help you prepare great programs so the people will come to us!"

It seems rather obvious that:

- You have to plant seeds in the field.
- You have to go to the fields to harvest the crop.
- You bring the harvest to the barn.
- You don't plant seeds in the barn.
- You don't harvest the crop in the barn.

In **Matthew 10:11** Jesus was sending his disciples out and he told them to 'search for a worthy person'. Now this is interesting. I've been involved in missions for a couple decades and I have heard this verse used for missionaries going into a new area to work. The suggestion is that as a missionary you need to find that 'worthy person' or 'person of peace' in an area and start working with them as a way into the community. What amazes me about this is that it is not something that is to be limited to the mission field.

Every disciple of Jesus ought to be 'searching for that worthy person' everyday of their life; and not to invite them to 'church' but to seek to share the Good News with them. This verse **must not be limited** to use with missionaries on the 'field'. We are in the field every day of our lives. We are all aliens here. We are citizens of the Kingdom of Heaven. We are just passing through here. We all need to be looking for those 'worthy' or interested persons. We must know what we are looking for and what to do with that worthy person when we find them. What makes them 'worthy' is that they are open to listening to the message of God and learning how to share it with others.

I'll never forget the time Gene Rogers told me the following: "John, what we do with new Christians is what they will be doing the rest of their lives in Christ." And what do we do with them?

- We tell them to show up and **SIT** and listen to us preach week after week.
- We tell them to show up and **SIT** in our class and listen to us teach week after week.
- We tell them to show up and **SIT** in our seminar and listen to us present our great teachings.
- We tell them to show up and **SIT** in our home group and listen to us teach week after week.

- We tell them to show up and **SIT** in our retreat for a weekend and listen to us teach.
- We tell them to show up and **SIT** in conferences and conventions and listen to us teach.

They learn well. Most of them spend the rest of their life ‘**showing up**’ and ‘**sitting**’ in pews or chairs...and we wonder why we can’t get them to do much. Teach them we should and must. But ‘**equipping**’ them to carry out the great commission requires us to train them in how to do it. Matthew 28:18-20

Part of the Great Commission, “teaching them to observe all I have commanded” has obviously got to include teaching them and preparing them to go and do the first part of that command, “Go and make disciples”. We pretty much skip that and leave it up to our staff to come up with ‘fun, creative, and enticing’ programs to hopefully interest unbelievers to come. Then we cajole the members to ‘**invite**’ their unbelieving friends to come to these events so we the professionals can at some point share the Gospel with them. Yes, we can reach some that way, but we are cutting trees with the chain saw motor turned off. If we trained our people how to be a part of this whole process...and then experience the fruit and fulfillment of personal evangelism...the results would be incredible.

Have we convinced other Christians that they aren’t capable of handling the chain saw? Others can pick up the pieces of wood, stack them, watch over them, and maybe even make some furniture or whatever out of it. But the cutting? Leave that to us.

Another thought in the chain saw comparison is that you have to ‘**go**’ out into the woods to cut trees. We try and get our people to bring the trees into the ‘house’ so we can ‘cut’ them there.

I’ll say it again, I don’t see believers in the book of Acts going out and ‘**inviting**’ people ‘**to church**’. The church **went out and invited people to Jesus.**

Oh, we’ve so skillfully changed it and it all looks so good to most today.

When Christians have been trained to go out and share the Gospel and they see people come to Christ as a result of their obedience and preparation, something ‘magical’ happens. It changes everything.

I remember having a meeting with Dr. Roy Lawson some time after he had become our preacher at Central Christian Church in Mesa, Arizona. I had developed the **It’s All About Relationships (IAAR)** tool and was using it and training others in its use. He saw the benefits this was having on the church. At a planning meeting the two of us had at his home, he interrupted whatever we were talking about by asking me a question. “John, do you know what keeps you going in the ministry?” It sounded like a

question he already had the answer for. I wasn't really sure what he was thinking. Here is what he told me. "I see you go through all the frustrations, disappointments and hurts of the ministry others do but there is ONE thing that keeps you going. I see you the morning after the night before. You were OUT sharing IAAR and seeing people come to Christ in their homes. And you always have a 'new story' to share about how God is working in unbelievers lives. That is what keeps you going through all the other stuff you deal with."

And you know what? He was right. That is what keeps things in perspective for me. That is what keeps me fired up. That is what motivates me and keeps me moving forward.

The sad thing is that many leaders in the church never have this experience, because they haven't been trained in this. They keep inviting (if they even do that) people to church services or events where they might be invited to a 'special class' they can attend at another time and hear about the 'church membership' or 'what our church believes (and of course the Professional will be leading or teaching that group). Even the Professional misses out on the personal experience of knowing how to reach out to those who aren't 'coming to church'; their neighbors, friends, relatives, chance encounters with people during the week, etc.

We need to **'turn on the motor'** for people. Jesus told us to do it. It is so obvious. 'Prepare your people'.

As with Jake, trying to cut down trees without turning the motor on will result in many 'JAKES' wearing out, tiring, and turning the chain saw back in. When that happens, God loses, the church loses, the lost lose, and we all lose.

I read a statement years ago that said, "He (God) will not cross the picket line of our unwillingness to obey his commands". Men, women; "Start your engines".

Once more:

How many members of your congregation or ministry were trained last year to be able to sit down one on one with the people they know and meet in life and effectively share the Gospel?

And what about NEXT year?

CHAPTER 5

THERE IS NO QUICKIE TRAINING

There is no quick solution to good, effective training. I used to do six-hour seminars trying to train people. No more. If all you want to do is have them write out their testimony and then read or memorize a ten-minute presentation that might work. But that model doesn't work well in actually reaching people for Jesus. I've tried it. I've watched others trying to make that work for decades.

Most know that young adult Mormons are expected to go on a mission somewhere in the world when they are out of high school or soon thereafter. They go to Provo, Utah for an intense six-week training to learn their message and how to present it. While their message is all wrong, they come out as confident professionals in how to share it with those they find interested in listening to it.

Jehovah Witnesses train their people well too. And the list goes on and on of man's religions and cults that train their people to go and share their messages, with their testimonies and all.

I remember reading in a book years ago about 'excellence in businesses. I recall the story the author told about a broom company that sold their brooms door-to-door. They bragged about their '25 Hour Grueling Training Program' for their salesmen. I'll never forget that. 25 hours to sell a broom.

And we try and look for the simplest, quickest, and easiest way to train our people how to go out, make relationships, earn the right to be heard, and then give a thorough explanation of what the Gospel is to those who are interested. Jesus spent 3 years with his disciples preparing them. Read 'Master Plan of Evangelism' by Dr. Robert Coleman for more insights into this.

We want a simple, short, quick tool to use in personal evangelism (actually it is impersonal evangelism) so we can explain the Gospel, help people understand it, and ask them to give their life away in 10 minutes or less.

As I finished writing this, I saw a link on an email I received showing a preacher presenting his 6-minute method to share the Gospel. And I think, "WHAT?" I applaud his passion. He is trying something and I thank God for that. But I return to the unbelievers I know and few if any of them are going to be converted or convinced to give their life to Jesus from a 6-minute presentation. I think sometimes we underestimate what is involved in someone 'giving their life away'.

Here is a comment of a student of the Online course; a young adult...

"I would never have committed my life on earth and the eternity of my soul to anything as a result of a short, uninformative speech given by someone who knew nothing about me and had no vested interest in my well being. And I never would have become a mature Christian if, having made the commitment, I was left on my own on this new path".

"IAAR gives an opportunity to show the listener that you truly are concerned for them, it gives them a much better idea of what they are getting themselves into, and, if followed is significantly more likely to see sustained results".

"Many attempts at evangelism center on putting people in what feels like an impossible decision-making situation for them. A well-meaning but over-zealous disciple verbally pins down a person with a couple scriptures from the Bible, and then challenges them to make a decision for or against "coming to Christ". A key problem with that scenario is the person that has been cornered likely doesn't understand the full scope of what is being asked of them, and they certainly don't have an understanding of a whole Gospel message."

Our Relational Evangelism basic training in the online format is 8 weeks long...or the Onsite format is 9 weeks. It works!

Relational Evangelism training prepares Christians how to meet others, start a pleasant conversation with them, earn the right to be heard, how to see if they would be interested in hearing the IAAR presentations, and then learning how to share the four lessons if they are interested.

It is a model and method that works well with most people. Some of the quietest people I know have become very powerful in leading people to Jesus. This fits and works for them. They like it. They see they can do it. Those who are naturally outgoing also learn that this method helps them be even more effective.

Another student of our online course who learned how to use IAAR said, **"It is like the 'secret sauce' has been added to my life."**

CHAPTER 6

THERE IS HELP - THERE IS A SOLUTION

Let's start the motors!!!!

If you decide you want to start training people and don't have a way to do it, there is help.

If you already have an effective way, keep at it. Don't give up.

But IF you don't, we do have a proven model and method in how to do this.

- I won't say this is the '**only**' way.
- I can't say it is the '**best**' way.
- I can say it is a '**proven model**'.

I'd like to share a bit more of my personal story. After developing this approach and tool, it gave me confidence and helped me overcome my shyness, quietness, timidity, insecurity, fear, and the dry heaves. Having this model has given me the opportunity to share the Gospel with hit men, other criminals, drug addicts, alcoholics, Satanists, atheists, skeptics, playboys, gays, transvestites, people of all kinds of religious backgrounds, doctors, dentists, chiropractors, professors, scientists, rock group members, cab drivers, technicians, those who thought they were 'a god', rich, poor, young and old, people living in mud houses, and some in mansions. The confidence it gave me is much greater than the fear that controlled me before.

Here is a comment of a youth pastor from a large church whose boss (the lead preacher) made him take the course.

*"When I started this course I was totally negative. I didn't want to take it. I didn't know why I had to take it (My boss made the whole staff take it.) I didn't understand how 4 printed lessons could be effective in sharing the Good News. But now, even before the course is over with, I'm finishing very positive. In fact, I already have 7 IAAR presentations going. **It is starting to interfere with my job.**"*

Isn't that a great story? IAAR is being used in many places in the world today. It works. It provides a '**model and method**' that will help Christians share the Good News with others.

Here is what Josh McDowell, a noted Christian leader and apologist says about IAAR-

'It's All About Relationship, is a personal evangelism tool that provides a strategic framework for sharing the Gospel with others in a non-confrontational but comprehensive and respectful way. If you are one of the many who needs to be equipped to share the Gospel, this is a powerful tool that is easy and effective to use.'

Josh has spoken in over 80 countries and 700 Universities around the world. Author of More than a Carpenter and many other books.

Read what Dr. Robert Coleman said:

I am glad to see how Relational Evangelism, and It's All About Relationship utilizes so many of the concepts I believe and teach. It will help you put effective, fruitful evangelism to work in your life and ministry."

Dr. Robert Coleman is an expert on evangelism, a professor, scholar and author.

BILLY GRAHAM wrote of his book "The Master Plan of Evangelism":

"Few books have had as great an impact on the cause of world evangelization in our generation as The Master Plan of Evangelism.

Loren Cunningham of YWAM wrote:

The Millennial generation are longing for lasting, authentic relationships, especially as so many of them have come from dysfunctional families, and society generally.

This Relational guide (It's All About Relationship) will serve your Group in their outreach to others. "It's All About Relationship" focuses on relationships with language this generation uses. It will make for fruitful, and friendly sharing of the love of God by explaining how His Son Jesus, made relationship possible with our Father in heaven. Yes, how they can be in Our Father's very own family. Take it--use it-- and enjoy fruitfulness.

Loren Cunningham,

YWAM Founder and University of the Nations Chancellor.

WATCH WHAT STEVE EDWARDS AND JIM PHILLIPS SAY ABOUT THE IMPACT OF HAVING

“It’s All About Relationship” to use in their lives.

BOTH are PK’s (preacher’s kids). Both their dads at one time were also Presidents of Bible Colleges. Both Steve and Jim share that when they graduated from Bible College they were not well equipped to share the Gospel much less train others how to do it. But listen to what they both say about how learning how to use IAAR has impacted them.

Go to www.itsallaboutrelationship.org

Click on Training on the menu.

Scroll down the right side to see their two short video stories there. They are amazing stories.

A brief description of the RELATIONAL EVANGELISM training course...

This is an eight (8) week online course offered through Hope International University in “Relational Evangelism ‘It’s All About Relationship’.”

Provided one registers and completes the required course work, they...

- will learn how to bring up the issue of their faith with those they meet “out there”
- will learn how to effectively share the Good News with those who are interested by taking them through the four (4) printed lessons in their home.

This is not street evangelism...going up to complete strangers and trying to convert them on the spot. This is a calm and respectful way of sharing the Gospel and it has worked with many different situations and people.

- It is a course that can be audited for a cost of only \$100.00
- You do the work when you choose during the week
- There is NO set time you have to be Online to be trained

Also available, if needed, is the opportunity to register and complete the online course for undergrad or graduate credit.

The cost for this credit option is \$300.00

New courses are normally offered –

- Each January, March, June, August, and October

To sign up for the online course go to:

<http://hiu.formstack.com/forms/salt>

and fill out the registration form and pay.

Name of course: Relational Evangelism using It's All About Relationship

Date of course:

Class number; EVG3840/EVG5840

Currently being offered too, as an alternative, is a nine (9) week Onsite course that can be utilized to train people at your church or ministry location.

- To qualify to lead and utilize the nine (9) week course, we ask that a leader/s initially complete the online course.
- This then qualifies one to become an Onsite trainer or coordinator

The Onsite course positions you as a leader, guide, coach, and encourager during the course.

- You meet with participants every week as they work their way through the course
- The Onsite course uses most all of the materials used in the online course.
- The cost for this course is \$20.00

For information on the Onsite course, you can contact Bruce Logan at:

bruceloganaia@comcast.net

or read more about the course at his website

www.conduitfortheword.org

For a full description of both the Online and the Onsite course, go to www.itsallaboutrelationship.org

Consultation Available

If you would be interested in talking to me, John Hendee, or another experienced user of IAAR, contact me at John.hendee@cox.net

We can talk on the phone or even arrange a visit if interested.

CHAPTER 7

Final Challenge

The most effective way for a non-Christian to hear the Gospel, embrace it, and surrender their lives to Jesus Christ is for a disciple of Christ to personally share the Gospel in a comprehensive, but concise way within a trusting relationship. To multiply that same outcome, you multiply the number of disciples sharing the Gospel in such an effective manner.

Our goal isn't just to train people through a course offering. Our end goal is to see as many people as possible to hear the Gospel, respond by surrendering their lives to Jesus Christ, and then follow Him as His disciple-making disciples.

Personal evangelism is something every believer should know how to do and the IAAR course and presentations are the best way I know to effectively present the Gospel to unbelievers in a low pressure, easily understood form.

This course combines multiple learning methods for a comprehensive approach to training participants. The online course includes:

- **VIDEOS** - This is a major means of study for this class, as participants will observe the professor teaching how to present the IAAR tool, along with several other videos pertaining to the relational approach for easily engaging with people.
- **READING** - Three books are assigned reading for this course, including required reading reports.
- **THREADED DISCUSSIONS** - These discussion threads bring the professor and class participants together each week for multiple interactive written communications. This is always very interesting.
- **PRACTICE** - This is not a theoretical course. Throughout the eight weeks, students will be actively practicing how to present the IAAR disciple-making tool.
- **MENTOR & PERSONAL COACH** - Participants will also be sharpened by selecting a mentor and a personal coach they will work with during this course.

CHAPTER 8

BEGIN

by

“THINKING BIG

but

STARTING SMALL”

MULTIPLY AND BECOME MANY

Think BIG. How many people could you and your people train over the next 10 or 20 years? Start small!

1. COMMIT YOURSELF TO THE PLAN; this is a must.
2. Take the training and start using IAAR.
3. PRAY TO THE LORD to lift up workers.
4. Start recruiting them to take the training. Multiply yourself.
5. Think BIG, start SMALL
6. HOW BIG IS THE FIRST GROUP?
It depends on the size of your ministry
In a large church you might start with a group of 10-20 or 30? You have a lot of leaders; staff, elders, department leaders you can start with. In a small church, 6 might be a great number.
7. START LOOKING FOR TRAINEES
Do face to face recruiting. I recommend praying about and hand picking the first groups. I recommend against making a public announcement for the training to the general public or your group. Trying to recruit by making public announcements is a sure way to fail. Look for those who are excited about their faith. Some of them might not be ‘leaders’. Some might be new Christians.
Look at your current leaders, staff, and department leaders. Train them to train those in their area of ministry. Build ‘outreach’ teams in every ministry area. It should be a part of the mentality of every ministry; pastoral, men, women, sports, music, bikers, Celebrate Recovery, VBS, S.S. Home groups, etc.
8. LAY OUT A PLAN; REPRODUCE EVERY 6 MONTHS.

Have a group take the 2-month course. Then have them go and do IAAR for 4 months. Then recruit and train another group the next 6 months.

9. Take your first group through the online course.

10. Take your future groups through the Onsite course.

Use your trainees to call on prospects, assign them to a department or ministry area to help follow up on visitors, go and do IAAR with absentees from the church, go and offer IAAR to those in your group who are going through hard times, do the IAAR with all those who have been baptized in the last couple years, make an effort to visit all the homes of children or youth who attend activities of the congregation but whose parents don't, do F.O.R.M. with them and offer to take them through IAAR, set up a plan to take all the members of the congregation through IAAR. It will turn your congregation upside down; in a good way. Keep encouraging your trainees to look for opportunities to share IAAR with their contacts 'out there', in their daily lives.

11. Keep meeting, reporting, motivating, multiplying; make disciple

12. Keep going till you can't find anyone to train.

a. Train your people

b. Train your missionaries or Nationals.

c. Offer to train other churches

d. Offer to train campus ministries, other missions, non-profits, etc.

○ **Turn the motors on!**

○ **Keep putting gas in them!**

○ **Don't ever stop!**

TESTIMONIES OF MEN AND WOMEN WHO HAVE TAKEN THE TRAINING

Pastors, associates, elders and every day Christians have written about their experience in taking the Relational Evangelism course and learning how to use IAAR. There are dozens more stories if you want them.

This training is something they aren't getting in their home churches. And we need to change that. ***Would you like to see other people have these kinds of experiences?***

What about YOU?

PREACHER / Church Planter

It is tragic for the church, that the average follower of Christ (in my circle of influence) has been abandoned by me and other leaders of the church, who have been called to equip the saints of God. I will no longer remain dormant. Not only do I commit my life to this class, but I commit my life to every person around me. I will be more greatly engaged in looking for opportunities to share the gospel. And I will be alive with intensity when it comes to encouraging others to learn how to personally share their faith with the people around them in their natural context.

ELDER, Active in Missions; Very outgoing, confident, entrepreneur, but never prepared.

I look back and wish I had this tool over the past 23 years, since I became a Christian. There have been 100's of people that I wanted to share my faith with, but didn't know how. Then, when I figured out that it was just a process of talking with them and having a relationship, I still didn't have this calm and casual tool to use. My approach to some was harsh and others may have seemed insincere. I have family, friends, church members, divine encounters to share with and now I have the IAAR/PT to use.

CHRISTIAN WOMAN; Nurse

Throughout my 20 yrs as a Christian I have never learned what I have thus far learned about evangelism. I can't even compare this method of evangelism as we are learning to any other method. I never thought of myself having the capability to evangelize but now that I am gaining a new insight. I realize this sense of incapability is a deception. We all are capable. Our Father is depending on each of us not just our Pastors.

CHRISTIAN WOMAN

We're not trying to convince someone of something, or sell anyone anything, and we only want to schedule an IAAR study with someone who is interested. There's no convincing or pushing". This is a powerful motivator to use the IAAR model. I have never considered myself good at selling stuff; I don't like it, even if what I'm selling is good and beneficial. But this approach is totally different. I can do this.

CHURCH LEADER; Architect; Active in Missions

This course has certainly changed my view about personal evangelism. I was never trained in a church even though I have been a Christian for most of my life. My personal evangelism is not what it could have been or should have been. I have always been interested in it but never equipped.

Now I feel prepared to share the gospel and am anxious to train others to do the same. It is not about me but the King of Kings and what he did for humanity. Learning the information in this course has helped me grow as a Christian and has given me the will to share the gospel that I didn't have before. It has lit a fire.

I don't have to tell my story and I am confident I can handle the IAAR. I have read the Bible through several times and I learned a lot about the mandate to spread the gospel to the nations when I coordinated the Perspectives classes starting in 1997 through 2005.

The IAAR speaks to the heart of the issue and it doesn't get any better. Now I do feel that I am prepared to engage anyone in a conversation to find out where they are relative to Jesus and to offer the sessions to them.

THIS IS NOT STREET EVANGELISM

My experience with personal evangelism in the past has not been a successful one. Most of the courses and training I have gone through has been primarily focused on how to tell my testimony or developing a track to pass out to those I meet. The idea in seminary was always, 'Even if you can't talk to someone, you can at least pass them a piece of paper that can change a person's life'. Also, when 'going out into the world', most experiences would be to stand at a corner and approach people I don't know about a God they don't want to hear about. When preparing our youth for a mission trip and taking evangelism training course, our training was focused on how to approach people cold on the street. The main disappointment is the idea that if a person said no, you were deemed a failure.

None of these approaches were effective because I am, by nature, an introvert. It is difficult for me to strike up a conversation with those I don't know, never mind develop a spiritual conversation about God. I would always try but I would let too many people pass me by as I was too fearful of bothering people I don't know with a message they probably do not want to hear, or have time to listen to. I just picture myself not wanting to stop if the situation was reversed. This course has shown me a better way, a way even I can do. EXCITING.

Bottom Line

Personal evangelism is something every believer should know how to do and the IAAR course and presentations are the best way I know to effectively present the Gospel to unbelievers in a low pressure, easily understood form.

Evangelism is...EVERYONE'S RESPONSIBILITY.

The End.

Now GO and
do it!!!

God will not cross the picket
line of our unwillingness to
obey Him.