

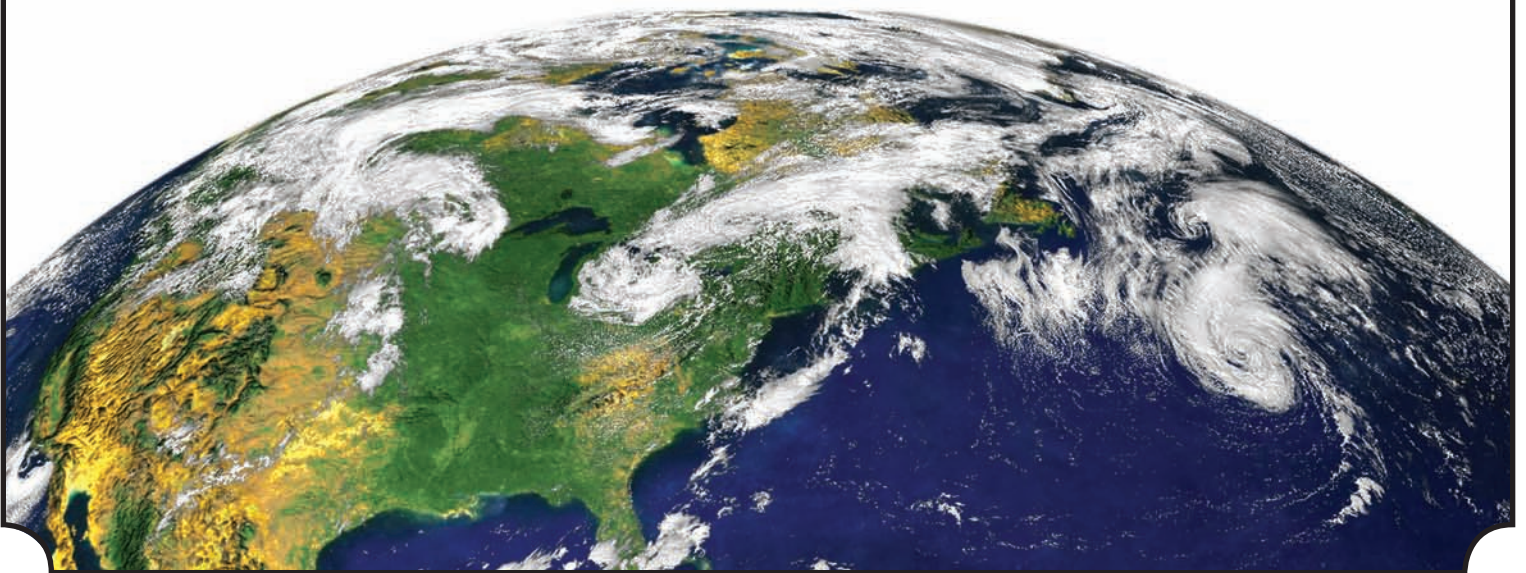
SALT Program Manual



Amazing Facts, Inc.

“One worker who has been trained and educated for the work, who is controlled by the Spirit of Christ, will accomplish far more than ten laborers who go out deficient in knowledge, and weak in the faith.”

—Evangelism p. 109



Overview

The SALT program is a weekly opportunity to bring your church family together for fellowship and service. The program provides inspiration and organization in prayer ministry, Bible studies, visitation, and organizing the church's bridging events. It is one of the most effective ways to mobilize the church in the great work of seeking and saving the lost.

PLEASE NOTE: *It is important that the Outreach Leadership Team select leaders for each of the four ministries. The leaders responsibilities are to work with the Outreach Leadership Team in helping to organize and orchestrate the effective implementation of each ministry and also to encourage church members to participate.*

SALT Ministries

Bible Study Ministry

One of the most effective ways of planting seeds of truth in your community which will ultimately result in a harvest during the evangelistic meeting is through personal Bible studies. For this reason your church needs to have a Bible study Ministry. This Ministry will help train and organize the members of the church who want to give in-home Bible studies.

The purpose of these Bible studies is to awaken interest in spiritual truths and to build credibility with those receiving the studies. Once a spiritual interest has been aroused in spiritual things and credibility has been built, the church member can then invite them to attend the evangelistic series. Please note the Bible study section in this manual.

Visitations

There are three basic steps in reclaiming lost members:

1. Get names and find out why people left.
2. Visit the former members and seek to reclaim them, listening to them and inviting them to church events.
3. Nurture these new believers into a renewed commitment to Christ and His church.

The search for straying members is a real battle in a real life-or-death war. Intercessory prayer is the most powerful weapon in this conflict. Solicit a commitment from your church family to pray each day for the non-attending members on the list and for those doing the visitation. Please note the visitation section in this manual.

Prayer Ministry

Every aspect of your churches outreach efforts is dependent upon prayer. We must cooperate with the Holy Spirit in order to be effective in the work of seeking and saving the lost. Your church needs to have a well organized prayer ministry that prays specifically for individuals in the community and for those engaged in giving Bible studies, conducting visitations, and leading out in the church's bridging events. Please note the section on prayer ministry in this manual.

Bridging Events

When Jesus came to save sinners, He caught those sinners' attention in a variety of ways. Today many thirsty souls do not even know they are longing for the Water of Life. In their search for meaning, they long for health, happy families, financial stability, and other things. These bridging programs help the

church minister to felt needs, and are an ideal opportunity to break down prejudice, and awaken interest in the biblical topics that will be presented in the evangelistic series.

Pay special attention to the guidelines for bridging events found in the Evangelism module of the *Empowered Church Kit*. The Outreach Leadership Team needs to help choose and organize the bridging events and select a leader to spearhead this important aspect of the churches outreach.

Overview of the Weekly SALT Meetings

The *SALT program* takes place on a Sabbath afternoon or one evening during the week, and runs for 8 consecutive weeks before the start of the evangelistic seminar. Each program is between 1 1/2 to 2 hours. There are short training video that go along with each SALT meeting and is included on the companion DVD for this module.

Suggested schedule: Sabbath Afternoon

2:00 - 2:30 pm	Training video (see accompanying schedule)
2:30 - 3:00 pm	Divide for outreach ministry activities (leaders of each ministry should be prepared to organize and lead out in the implementation of their ministry.)
3:00 - 4:00 pm	Ministry activity (Teams setout on respective ministries - Bible Studies; Visitations, and Prayer).

Promoting and Organizing the SALT Program

Explain & promote the “*SALT program*” during the personal ministries time at church prior to the start date. Include bulletin inserts (can be downloaded from www.empoweredchurch.org) encouraging members to sign up for various areas of interest. Ask members to place these completed forms in the offering plate. Organize your teams according to interests and number of people available, and order materials accordingly. Remember there are many who will not turn in a form, but if you personally invite them (on the phone or face-to-face), they will participate, be blessed, and become some of your most enthusiastic supporters.

- Meet with team leaders to make plans, order materials, and prepare for the *SALT program*.
- Divide community surrounding the church into territories to be assigned to teams. Photocopy three copies of each territory, one for record keeping, another for the team working that territory, and another for the prayer team.
- Compile a list of current interests. Create three copies of visitation cards for each name: one for records, another for the team working with that name, and another for the prayer team. Put map coordinates on cards and divide them into territories.

Necessary Resource

- Maps of the territory (usually available for free from Chamber of Commerce, or easily purchased at a gas station or other convenience store)
- SALT videos (part of the *Empowered Church Kit*)
- Literature to distribute and Bible studies (available from Amazing Facts):
 - Bible Study enrollment cards from *Amazing Facts*
 - *Final Events* DVD (dynamic new resource tool on earth’s final events)
 - *Storacles of Prophecy* (you can use a different set of study guide if you choose)
 - *Amazing Facts Study Guides* (you can use a different set of study guides if you choose)

SALT Schedule

Week/ Date	Training Video	Outreach Goals for Visitation, Prayer, and Bible Study Teams
Week 1	View SALT disc 1 <i>1. Setting the Tone</i>	Organize members into ministry teams: <ul style="list-style-type: none"> • Visitation team • Bible study team • Prayer team • Bridge event team
Week 2	View SALT disc 1 <i>2. Don't Go Alone</i>	Compile an interest list of all names available Create visitation/record cards for each name Make prayer list
Week 3	View SALT disc 2 <i>3. Knowing and Showing</i>	Add names to interest list; create visitation cards Organize teams to begin outreach the next week
Week 4	View SALT disc 2 <i>4. Lost and Found</i>	Add names to interest list Visit church contacts & non-attending members Start Bible studies / Door to door outreach to find Bible studies Prayer teams begins focused prayer for outreach teams, interests and non attending members
Week 5	View SALT disc 2 <i>5. Steps to Christ</i>	Add names to interest list Continue visitations, Bible studies, and intercessory prayer Youth / Pathfinders can distribute literature in community
Week 6	View SALT disc 3 <i>6. Sharing the Word</i>	Add names to interest list Continue visitations, Bible studies, and intercessory prayer Youth / Pathfinders can distribute literature in community
Week 7	View SALT disc 3 <i>7. Negatively Positive</i>	Add names to interest list Continue visitations, Bible studies, and intercessory prayer Youth / Pathfinders can distribute literature in community
Week 8	View SALT disc 3 <i>8. Be My Guest</i>	Add names to interest list Continue visitations, Bible studies, and intercessory prayer Start inviting interests to the evangelistic meetings Mail a personal invitation to those on the church interest list Youth / Pathfinders distribute handbills for evangelistic meetings.
Week 9	View SALT disc 3 <i>9. Giving to Keep</i>	Add names to interest list Continue visitations, Bible studies, and intercessory prayer Continue to invite all interests to the evangelistic meetings Youth / Pathfinders can distribute brochures for evangelistic meetings.

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Some of the material used in the SALT Training Manual was borrowed from the *Winsome Witnessing* series by Gary Gibbs and *Persuasion* and *Light Your World for God* by Pastor Mark and Earnestine Finley. SALT highly recommends their resources for continuing education.

Setting the Tone

1. What was your life like before you accepted Christ?

When did you make the decision to fully accept Him?

How has your life changed as a result?

2. Read the following:

“No sooner does one come to Christ than there is born in his heart a desire to make known to others what a precious friend he has found in Jesus. ... There will be an earnest longing that those around us may behold the Lamb of God, which taketh away the sin of the world” (Steps to Christ, pp. 78, 79).

When is the desire to witness born in the new believer’s heart?

What is the reason for this desire?

What does the desire lead to?

Do you have this desire?

Who are the people around you geographically?

Write these names on the handout given you. Let’s pray for them right now! By God’s grace we’ll be learning how to reach them.

3. Read the following sober quotations:

“Many who excuse themselves from Christian effort plead their inability for the work. But did God make them so incapable? No, never. This inability has been produced by their own inactivity and perpetuated by their deliberate choice. Already, in their own characters, they are realizing the result of the sentence, ‘Take the talent from him.’ The continual misuse of their talents will effectually quench for them the Holy Spirit, which is the only light. The sentence, ‘Cast ye the unprofitable servant into outer darkness,’ sets Heaven’s seal to the choice they themselves have made for eternity” (Christ’s Object Lessons, p. 365).

What common “normal” excuse is given concerning witnessing?

What is the real problem?

What will happen unless there is a radical change?

“Forgetting that strength to resist evil is best gained by aggressive service, they began to think that they had no work so important as that of shielding the church in Jerusalem from the attacks of the enemy. Instead of educating the

new converts to carry the gospel to those who had not heard it, they were in danger of taking a course that would lead all to be satisfied with what had been accomplished. To scatter His representatives abroad, where they could work for others, God permitted persecution to come upon them. Driven from Jerusalem, the believers 'went everywhere preaching the Word'" (Acts of the Apostles, p. 105).

What is the best defense against evil?

What do new converts immediately need to learn?

T or F When it comes to witnessing, we should only be satisfied when we are dissatisfied with what has been accomplished thus far.

If we don't reset the tone, what will God at times allow?

4. **Who was it that led you to Christ?
How did God use that person to do this?**

Why are these important questions?

"So long as church members make no effort to give to others the help given them, great spiritual feebleness must result" (Testimonies, vol. 7, pp. 18, 19).

5. **What has especially gripped you about our study today?
Is there anyone else who you think should hear it?**

Notice why this is an important question:

"The great outpouring of the Spirit of God, which lightens the whole earth with His glory, will not come until we have an enlightened people, that know by experience what it means to be laborers together with God. When we have entire, wholehearted consecration to the service of Christ, God will recognize the fact by an outpouring of His Spirit without measure; but this will not be while the largest portion of the church are not laborers together with God" (Christian Service, p. 253).

Wouldn't it be great if the largest portion of this church (that means just over 50%) were here for the next seminar?

Don't Go Alone

“There is nothing more needed in the work than the practical results of communion with God. We should show by our daily lives that we have peace and rest in God. His peace in the heart will shine forth in the countenance. It will give to the voice a persuasive power. Communion with God will impart a moral elevation to the character and to the entire course of action. ... Prayer and the study of His word must not be neglected, for here is the source of his strength. No work for the church should take precedence of this” (Testimonies, vol. 6, p. 47).

What are the practical results of communion with God?

1. The daily life will show peace and rest in God.
2. This will shine forth in the countenance.
3. This will give the voice persuasive power.
4. This will impart moral elevation to the character and actions.
5. It is the source of strength for witnessing.

Where specifically is the source of strength and insight for witnessing to be found?

1. Prayer
2. Bible study

Personal Prayer – Isaiah 50:4,5

“Personal effort for others should be preceded by much secret prayer. ... Before communicating with men, commune with Christ. ... Let your life be knit by hidden links to the life of Jesus” (Christ’s Object Lessons, p. 149).

“Without a living faith in Christ as a personal Saviour it is impossible to make our influence felt in a skeptical world. We cannot give to others that which we do not ourselves possess” (Thoughts From the Mount of Blessing, p. 37).

“The church seems content to take only the first steps in conversion. They are more ready for active labor than for humble devotion, more ready to engage in outward religious service than in the inner work of the heart. Meditation and prayer are neglected for bustle and show. Religion must begin with emptying and purifying the heart, and must be nurtured by daily prayer” (Testimonies, vol. 4, p. 535).

Four questions that lead to heart purification

1. What is it that I have to be thankful for?
2. What is coming between you and me, God? – Psalm 139
 - Confess the sin – 1 John 1:9
 - Ask God what He would like to replace it with – Galatians 5:22, 23
3. What is coming between me and others?
 - Confess the sin – 1 John 1:9

- Ask God what He would like to replace it with – Galatians 5:22, 23
- 4. Ask God, What is it that you want me to do right now?
 - Write down the impressions / instructions that God gives you.
 - Follow through on them as soon as possible.

Notes:

Nurture your experience by daily prayer.

“No other means of grace can be substituted, and the health of the soul be preserved. ... Neglect the exercise of prayer, or engage in prayer spasmodically, now and then, as seems convenient, and you lose your hold on God” (Messages to Young People, pp. 249, 250).

Pray and Bible study for those within your circle of influence.

“The Lord desires that His word of grace shall be brought home to every soul. To a great degree this must be accomplished by personal labor. This was Christ’s method. His work was largely made up of personal interviews. He had a faithful regard for the one-soul audience. Through that one soul the message was often extended to thousands” (Christ’s Object Lessons, p. 229).

Remember that less is sometimes more. How many disciples did Jesus have? Who did He focus on? What was His strategy?

“Christ first selected a few persons and bade them follow him. They then went in search of their relatives and acquaintances, and brought them to Christ. This is the way we are to labor. A few souls brought out and fully established on the truth, will, like the first disciples, be laborers for others” (Review and Herald, December 8, 1885).

Relatives

“The mother of Augustine prayed for her son’s conversion. She saw no evidence that the Spirit of God was impressing his heart, but she was not discouraged. She laid her finger upon the texts, presenting before God His own words, and pleaded as only a mother can. Her deep humiliation, her earnest importunities, her unwavering faith, prevailed, and the Lord gave her the desire of her heart. Today He is just as ready to listen to the petitions of His people” (Testimonies, vol. 5, pp. 322, 323).

- What led to Augustine’s conversion?
- How did she pray?
- How often did she pray?
- What do you think it means when it talks about “her deep humiliation”?
- What was the result?

Take the names of the relatives on your list:

- Read God’s Word for them, seeking promises you can claim on their behalf.
- Write the texts next to their names in your journal.
- Then claim these promises on their behalf on a daily basis.
- If there is unfinished business to take care of with them, then do it.
- Ask the Lord to give you the experience given in our first quote (*Testimonies, vol. 6, p. 47*).

- Claim Isaiah 50:4,5 – especially the part about the “season” or when you should speak.

Notes:

“If we would humble ourselves before God, and be kind and courteous and tenderhearted and pitiful, there would be one hundred conversions to the truth where now there is only one” (Testimonies vol. 9, p. 189).

Work associates – Isaiah 50:4, 5 (memory text)

“By being social and coming close to the people, you may turn the current of their thoughts more readily than by the most able discourse” (Gospel Workers, p. 193).

“He [Jesus] met them at their daily vocations, and manifested an interest in their secular affairs” (Desire of Ages, p. 151).

Get to know as much about them as possible.

- Who is in their family?
- What are the needs of these family members?
- What are their needs (physically, spiritually, emotionally, etc.)?
- Pray for their needs.
- Find and claim promises for their specific issues.
- Don't tell them about this, unless the time is right. Remember Luke 24.
- Journal about these prayers including dates and times.

Friends and neighbors – Job 16:21

“Let those who desire to work for God begin at home, in their own household, in their own neighborhood, among their own friends. Here they will find a favorable missionary field.” (Testimonies, vol. 6, p. 428).

“Whenever a church is established, all the members should engage actively in missionary work. They should visit every family in the neighborhood and know their spiritual condition. If professed Christians had engaged in this work from the time when their names were first placed on the church books... thousands upon thousands would today stand with God's commandment-keeping people” (Testimonies vol. 6, p. 296).

“The Holy Spirit will come to all who are begging for the bread of life to give to their neighbors” (Testimonies vol. 6, p. 90).

How can you know the spiritual condition of those in your neighborhood?

1. Invite them to your birthday party.
2. Host a block party.
3. Mow their lawn or help them in some other way.
4. Be the first to welcome new neighbors, newlyweds, new parents.
5. Comfort those who are suffering loss of any kind.
6. If you have laid a solid relational foundation, then consider delivering a spiritual book or video at Christmas time.

7. If you are trying to cover a larger area, do a religious survey.

Notes:

“While He ministered to the poor, Jesus studied also to find ways of reaching the rich. He sought the acquaintance of the wealthy and cultured Pharisee, the Jewish nobleman, and Roman ruler. He accepted their invitations, attended their feasts, made Himself familiar with their interests and occupations, that He might gain access to their hearts and reveal to them imperishable riches” (Ministry of Healing, pp. 24, 25).

“Go to your neighbors one by one, and come close to them till their hearts are warmed by your unselfish interest and love. Sympathize with them, pray for them, watch for opportunities to do them good, and as you can, gather a few together and open the word of God to their darkened minds. Keep watching, as he who must render an account for the souls of men, and make the most of the privileges that God has given you of laboring for him in his moral vineyard” (Review and Herald, March 13, 1888).

“Many have gone down to ruin who might have been saved if their neighbors, common men and women, had put forth personal effort for them. Many are waiting to be personally addressed. In the very family, the neighborhood, the town, where we live, there is work for us to do as missionaries” (Desire of Ages, p. 141).

Corporate prayer – Daniel 2:17-19; Acts 1:14; 2 Corinthians 1:8-11

“Why do not two or three meet together and plead with God for the salvation of some special one, and then still another?” (Testimonies vol. 7, p. 21).

“A prayer meeting will always tell the true interest of the church members in spiritual and eternal things. The prayer meeting is as the pulse to the body; it denotes the true spiritual condition of the church. A lifeless backslidden church has no relish for the prayer meetings” (Selections from Testimonies to the Managers and Workers in our Institutions, p. 32).

Remember – Prayer and Bible study will always lead to Spirit-led action!

“He who does nothing but pray will soon cease to pray, or his prayers will become a formal routine” (Steps to Christ, p. 101).

“Nothing will give such clear views of self as secret prayer. ... Plain, simple duties that must not be neglected will open before you” (Testimonies, vol. 5, p. 163).

“Morning by morning, as the heralds of the gospel kneel before the Lord and renew their vows of consecration to Him, He will grant them the presence of His Spirit. ... As they go forth to the day’s duties, they have the assurance that the unseen agency of the Holy Spirit enables them to be laborers together with God.” (Acts of the Apostles, p. 56).

Key summary statement:

“Christ’s method alone will give true success in reaching the people. The Saviour mingled with men as one who desired their good. He showed His sympathy for them, ministered to their needs, and won their confidence. Then He bade them, ‘Follow Me.’” (Ministry of Healing, p. 143).

Worksheet #1 – How will I reach out, planning sheet

Notes:

Name of relative is...

I plan to socialize by...

I plan to sympathize by...

I plan to serve by...

I am claiming the following texts on their behalf...

What objections, if any, do they have to your faith?

How could these be answered?

Name of work associate is...

Important dates for this work associate are...

What their hobbies and likes are...

The names and ages of the people in their family are...

The needs they and their family members have are...

Ways I plan to manifest an interest in them...

Specific Bible promises I'm claiming for them are...

What is their religion?

How faithful are they in this?

What are things you have in common in terms of faith?

What are things that may be different?

How would you handle meeting possible objections when they come up?

Things that the church does/could do that may be of interest to them...

Name of friend or neighbor

Their interests are...

Their occupation is...

Their special times of celebration are...

Way I plan to come to know their spiritual condition is to....

What is their religion?

How faithful are they in this?

What are things you have in common in terms of faith?

What are things that may be different?

How would you handle meeting possible objections when they come up?

I will personally address them by...

Things that the church does/could do that may be of interest to them...

Bible Study & Marking

Notes:

Even if you have no studies now, begin preparing for them!

1. Pick a Bible that you will use for several years. Make sure it is a translation that many will be familiar with. We'd suggest the NKJV.
2. Begin marking the Bible for topical studies on key subjects. A good resource for this is Mark Finley's little book, *Studying Together*.
3. Put the list of texts in the back of your Bible, then chain-reference these texts throughout the Bible. The Adventist Book Center in your area may already have Bible marking labels.

Types of Bible Study

1. **Bible readings** – This is simply reading verse by verse through a section of the Bible, drawing lessons from the story or text as they come up. This is a very simple and natural method of Bible study. Excellent sections of the Bible to conduct Bible reading from include Genesis 1-11 (if the person has no Bible knowledge whatsoever), the gospel of Mark (if the person has some Bible knowledge, but has not accepted Christ as their personal Savior), the book of Daniel (this is the book Jesus recommended to His disciples).
2. **Topical studies** – *Amazing Facts Study Guides*, etc.
3. **Prophetic studies** – Gary Gibbs' *Prophecies of Hope* series, or Russell Burdill's *Prophecy Seminar*, or Don Mackintosh's *Keys of the Kingdom* series are several you could experiment with.

Neighborhood Survey

In an effort to meet the needs of our community, please check the areas that you think would be most helpful.

FAMILY

- Seminar on how to have a happy marriage
- Seminar on how to communicate more effectively
- Parenting skills seminar
- Anger management seminar
- Other _____

HEALTH

- Stress management seminar
- Healthy living – cooking seminar
- Stop smoking seminar
- Weight management seminar
- Exercise seminar
- Depression recovery seminar
- Other _____

BIBLE STUDY

- Neighborhood Bible study – Small group
- Individual (in home) Bible study
- Individual (by mail) Bible study
- Children’s Bible study or program

Do you attend church weekly? Yes No

Name _____

Address _____

City _____

Home Phone _____

Email _____

Best time to call _____

Worksheet #2 – Identifying those you could reach for Jesus

1. Who are the relatives you have in this area that need to be reached?

- a.
- b.
- c.
- d.
- e.

2. Who are the work associates you have in this area that need to be reached?

- a.
- b.
- c.
- d.
- e.

3. Who are the friends you have in this area that need to be reached?

- a.
- b.
- c.
- d.
- e.

4. Who are the people you come in contact with regularly (Store clerk, mechanic, hairdresser, landlord, business contacts, etc.) that need to be reached?

- a.
- b.
- c.
- d.
- e.

Knowing and Showing

*“Christ’s method alone will give true success in reaching the people. The Saviour mingled with men as one who desired their good. He showed His sympathy for them, ministered to their needs, and won their confidence. Then He bade them, **Follow Me.**”* (Ministry of Healing, p.143). emphasis added

There are many ways to do outreach to the lost, but there’s only one way that brings true success. It is the way that Christ reached people. Notice Christ’s method for reaching individual hearts:

1. Mingled with men
2. Desired their good
3. Showed sympathy for their problems and situations
4. Ministered to their needs
5. Thus winning their confidence
6. THEN, He called them to follow Him.

Note: There is much more to soul-winning than merely giving doctrinal Bible studies. SOUL-WINNING IS A SCIENCE TO BE MASTERED. It is about relationships, friendships, meeting needs, and winning confidence to be able to point them to Christ so that He can save them.

Winning Their Hearts

“Jesus ... reached the hearts of the people by going among them as one who desired their good. He sought them. ... In order to reach all classes, we must meet them where they are. They will seldom seek us of their own accord” (Desire of Ages, pp. 151, 152). emphasis added

Note: Most people (over 99%) will never make a personal effort to come to Christ. Waiting for them to walk through the church doors will never fulfill the divine commission. We must seek them out in their homes, work places, and wherever else we may come in daily contact with people. They need us to go to them.

“There is need of coming close to the people by personal effort. If less time were given to sermonizing, and more time were spent in personal ministry, greater results would be seen. The poor are to be relieved, the sick cared for, the sorrowing and the bereaved comforted, the ignorant instructed, the inexperienced counseled. We are to weep with those that weep, and rejoice with those that rejoice. Accompanied by the power of persuasion, the power of prayer, the power of the love of God, this work will not, cannot, be without fruit.” (Ministry of Healing, pp. 143, 144).

Jesus Meets Every Need

Notes:

All through the ministry of Christ, we see Him involved in people's lives. Sometimes He was preaching and teaching. Most of the time, He ministered one on one.

Christ's method reaches out to the whole person:

- Socially
- Spiritually
- Emotionally
- Mentally
- Physically

Jesus met the needs of the people.

He was always interested in the people around Him. He looked to see what they were seeking, what were their longings, what were their needs. Throughout the book of John you see Jesus demonstrating His immense care for people by meeting their needs.

In John 2 – Jesus met a SOCIAL need.

At the wedding feast at Cana, the host ran out of wine. Jesus turned six stone jars of water into refreshing new wine. He alleviated the host's social embarrassment.

In John 3 – Jesus met a SPIRITUAL need.

Nicodemus, a Pharisee, asked for a meeting in the dead of night. Jesus showed him exactly what he was looking for and how to get it. He said, "You must be born again." He satisfied Nicodemus' soul, which was longing for salvation.

In John 4 – Jesus met an EMOTIONAL need.

The woman at the well had an emotional need. This woman had gone through six husbands. Jesus offered her emotional support, treating her with kindness.

In John 5 – Jesus met a PHYSICAL need.

A man had lain by the pool of Bethesda for 38 years. Jesus said, "Do you want to be made whole?" Then He healed him.

CHRIST'S METHODS ALONE WILL GIVE TRUE SUCCESS

If we follow Jesus' example, success will be ours

Watch the people around you for their felt needs. They may not always know what their need is. Sometimes you will need to pray for discernment to know their true needs and reach them through that need.

The Lord's Methods Are to Be Followed

“In every city that is entered a solid foundation is to be laid for permanent work. The Lord’s methods are to be followed. By doing house-to-house work, by giving Bible readings in families, the worker may gain access to many who are seeking for truth. By opening the Scriptures, by prayer and exercising faith, he is to teach the people the way of the Lord” (Testimonies, vol. 7, p. 38).

Notice Christ’s methods for the work:

1. House-to-house work (Most of Jesus’ work was one on one)
2. Giving Bible readings (studies)
3. Opening the Scriptures
4. Prayer for the people
5. Faith in what God can do
6. Teaching the people the way of the LORD ... not our own way! God has His methods of soul-winning that work. We are not to do things our own way. Remember, Christ’s method alone will bring success.

Note: We do not develop friendships with people for the purpose of sharing the gospel with them. **We develop friendships because we care for them, as an expression of God’s love that is operating through us.** We do it because it’s a way of life for us, a lifestyle of service and giving. We do it because Christ is living in us and working through us. We do it because we live for others, not for ourselves. Yet, true friendship and true love will compel us to share the gospel. It will make a difference — having compassion on people and rescuing them from the fire. It is only as we share the truth of God’s love and man’s binding obligation to obey and surrender to the authority of God’s Word that we can develop a friendship that will last for eternity.

Notice, again, how Christ’s method works:

*“Go to your neighbors one by one, and come close to them **till** their hearts are warmed by your unselfish interest and love. Sympathize with them, pray with them, watch for opportunities to do them good, and as you can, gather a few together and open the Word of God to their darkened minds” (Christian Service, p. 116). emphasis added*

We come close to people **UNTIL** their hearts are warmed, confidence is won, and trust is gained. **THEN**, we share God’s word. This is the method of Christ.

It’s important to remember Christ’s method in ALL our relationships. Our one purpose in relating to others should be to work unselfishly for their salvation. This includes times when we relate to our boss, our fellow church members, leaders, co-workers, our spouse, or our children. In order to be effective and have true success in sharing God’s Word with them, we must first ask: “Do I have their confidence and trust?” If not, seek to gain their trust. Be trustworthy. Show love. Get close. Watch for the time when their heart is soft. Then share God’s Word.

How to Reach All Classes of People:

Notes:

We must go to the people as Jesus did. We often spend most of our time with those who are openly searching for truth, but what about others? What about our neighbors who show little or no interest in religion, or those who are openly angry or resentful towards anything religious? How can we reach them?

Throughout the Bible we notice **Jesus seeking us**. Here are some examples:

- God came calling and looking for Adam and Eve in the garden, in Genesis 3, even when they were running and hiding
- Jesus met Jacob and wrestled with him; all the while Jacob fought back and said, “Let me go!”
- In the parable of the lost sheep, the shepherd (Jesus/His followers) searched for it.
- In the plan of salvation, Jesus, Emmanuel -“God with us”, humbled Himself and came down into our world as one of us to seek and save that which was lost (mankind).

*“In order to reach **ALL** classes, we must meet them where they are. They will seldom seek us of their own accord”* (Desire of Ages, p. 152). emphasis added

“Go to your neighbors one by one, and come close to them till their hearts are warmed by your unselfish interest and love” (Christian Service, p. 116).

“The Lord desires that His word of grace shall be brought home to every soul. To a great degree this must be accomplished by personal labor. This was Christ’s method. His work was largely made up of personal interviews. He had a faithful regard for the one-soul audience. Through that one soul the message was often extended to thousands. We are not to wait for souls to come to us; we must seek them out where they are. When the word has been preached in the pulpit, the work has but just begun. There are multitudes who will never be reached by the gospel unless it is carried to them” (Christ’s Object Lessons, p. 229). emphasis added

We Must Reach the Heart

People appear very, very different on the outside. They have different clothes, different habits, different hobbies, different joys and sorrows. People have different personalities, learning styles, religious beliefs, customs, family relations, and socio-economic backgrounds. It is as we follow Christ’s method, mingling with them, desiring their good, and sympathizing that we will come to know how to reveal God’s love to them in a meaningful way.

Understanding people’s differences goes a long way toward winning their confidence. Yet there is something that is even more important, we need to understand what it is that’s the *same* in all people.

What is common to all people regardless of race, family, religion and background? This common factor is the “HEART” or core of all human experience. It is the center of people’s basic desires. It is the place where Jesus wants to abide and live. It is the place where without Jesus people experience:

- Fear
- Guilt

- Shame
- Pain
- Loneliness
- Confusion
- Hopelessness

These emotions of fear, guilt, etc. are common to all people who have not yet experienced the power of the gospel. Christians who can gently and powerfully touch people's hearts — giving love and hope — are the soul-winners who will find the greatest success. They are the soul-winners who can reach **ALL** people.

*“Your success will not depend so much upon your knowledge and accomplishments, as upon your ability to find your way to the heart. **By being social and coming close to the people, you may turn the current of their thoughts more readily than by the most able discourse**”* (*Gospel Workers*, p. 193). emphasis added

Circle of Influence

Every individual has their circle of influence or network of friends that they influence. Often we long to reach out to those closest to us but we never really get around to it. There are a number of reasons why this takes place. Often it is because we don't know how to turn their conversations in such a way that spiritual interest is awakened.

*“John [the Baptist] directed two of his disciples to Christ. Then one of these, Andrew, found his brother, and called him to the Saviour. Philip was then called, and he went in search of Nathaniel. **These examples should teach us the importance of personal effort, of making direct appeals to our kindred, friends, and neighbors**”* (*Desire of Ages*, p. 141). emphasis added

Here are some simple approaches that have been used in the past to awaken spiritual interest within your circle of influence. Your goal is to personalize these canvases to meet the needs of your circle of influence.

Be Prepared
Carry some of these “Witnessing Tools”
with you at all times

Watch for divine appointments. Be prepared and God will amaze you with those whom He brings you in contact.

- *Steps to Christ*
- *The Passion of Christ*
- DVD *Final Events*
- Free Bible study cards (It's best if you can fill this out and send in.)
- Bible Universe cards

Get their name, phone number, and address so you can follow up with the contact. Always have your name and phone number on whatever you give out so they can contact you for more information. Follow up on the person in a visit with a loaf of bread or some other gift. Share God's Word through Bible studies after their confidence has been won.

A Great Way to Get a Bible Study

“I have just come across some really amazing Bible study guides that you might be interested in. They cover Bible prophecy and other interesting topics. I've wanted to do them myself, but was hoping to find someone to share them with as well. I'd like to give you the first lesson, and see if it looks interesting to you.” (*Show them the studies if you have them on hand. Set a time to meet with them once a week to go over the lessons together.*)

Intercessory Prayer

Introduction

God reaches people through people; that is His designed plan, and He uses different kinds of people to bring souls into the kingdom. There are people being prepared by the Holy Spirit right this minute that God can reach through your specific type of character and individual personality and influence. He wants and needs to work through you to bring these precious souls into the kingdom! Every person has a distinct personality and traits that God can use in a special and mighty way. He will personally bring you in contact with these people, but you must pray for it to happen! Your contact with them may be the best chance they will ever have of hearing these life-changing truths about the mission of Christ to change their life for eternity!

Because God is a God of justice and offers every individual personal freedom, He is limited in what He can do through and for us based on our choices and decisions. This is why we must be in constant communion with Him in order to allow Him to fully manifest and reveal His power. Prayer allows God to fully do what He wants to do because it gives Him permission to work through us to influence the lives of others.

“It is a part of God's plan to grant us, in answer to the prayer of faith, that which He would not bestow did we not thus ask.” The Great Controversy, p. 525

Let's answer a number of questions concerning intercessory prayer:

1. Is intercessory prayer biblical?
2. Why is intercessory prayer powerful?
3. If God already knows what we need, why pray?
4. Does it make a difference if you pray for your contacts by name?

1. Is Intercessory Prayer Biblical?

The apostle Paul was a believer in intercessory prayer. While in a Roman prison Paul had an overwhelming desire to pray for the believers in Asia Minor.

“We give thanks to God the Father of our Lord Jesus Christ, praying always for you.” Colossians 1:3

“For this cause we also, since the day we heard it, do not cease to pray for you, and to desire that ye might be filled with the knowledge of his will in all wisdom and spiritual understanding.” Colossians 1:9

Notes:

What was Paul praying for?

- That they would be filled with knowledge of God’s will
- That the church would have wisdom and spiritual understanding

“That ye might walk worthy of the Lord unto all pleasing, being fruitful in every good work, and increasing in the knowledge of God.” Colossians 1:10

What was Paul praying for?

- That you might walk worthy of the Lord
- Being fruited in every good work
- Increasing in the knowledge of God

“I thank my God upon every remembrance of you, Always in every prayer of mine for you all making request with joy.” Philippians 1:3, 4

2. Why is Intercessory Prayer Powerful?

No one can claim to know everything about intercessory prayer. It is difficult to wrap your mind around something as infinite and powerful as praying for others. However when something is infinite you do not need to know everything about it to get the benefit. I do not need to understand everything about intercessory prayer to be able to pray. There are divine mysteries in the gospel that you may not fully understand. **When you pray, you can get as much benefit out of intercessory prayer as the deepest theologian.**

Intercessory prayer is powerful because in the Great Controversy there are certain ground rules that both sides are following. When you pray, you invite God to work in a way that He would not have been able to work if you had not prayed.

“Ministering angels are waiting about the throne to instantly obey the mandate of Jesus Christ to answer every prayer offered in earnest, living faith” (Selected Messages, vol. 2, p. 377).

3. If God Already Knows What We Need, Why Pray?

*“Moreover as for me, **God forbid that I should sin against the LORD in ceasing to pray for you: but I will teach you the good and the right way.**”*

1 Samuel 12:23, emphasis added

“O that one might plead for a man with God, as a man pleadeth for his neighbour!” Job 16:21

IT IS A SIN NOT TO PRAY FOR THOSE IN NEED OF CHRIST!!!

Intercessory prayer does four things for the individual who is doing the praying:

1. Gives you a love for souls
2. It strengthens your walk with God

3. You will be in tune with how the Holy Spirit is working in their life.
4. You will be in tune with how the Holy Spirit is working in your life.

Notes:

4. Does It Make a Difference If You Pray for Your Contacts by Name?

“And the Lord said, Simon, Simon, behold, Satan hath desired to have you, that he may sift you as wheat: But I have prayed for thee, that thy faith fail not: and when thou art converted, strengthen thy brethren.” Luke 22:31, 32

Jesus not only believed in intercessory prayer, but He prayed for Simon by name. In intercessory prayer it is far better to pray for individuals than for large groups of people.

People are one as individuals so why not pray for them as individuals.

“Why do not believers feel a deeper, more earnest concern for those who are out of Christ? Why do not two or three meet together and plead with God for the salvation of some special one, and then for still another?” Testimonies vol. 7, p. 21

The Fort Method

How do you talk to a perfect stranger on a plane or in a store? How do you bring the conversation around to talking about Jesus? The FORT method is a good tool to use.

Jesus usually initiated most conversations the same way with almost every person that He ministered to. HE ASKED QUESTIONS to discover how to most effectively witness to the person. He rarely entered the conversation with a “Let me tell you” attitude. By asking the right questions at the right time as Jesus did while listening to the Holy Spirit, we can accurately learn a person’s spiritual condition and reach out to them in a very effective way. Although we do not rely on “techniques or methods” to take the place God’s Spirit, the FORT Method is an effective tool when used in conjunction with the Holy Spirit.

FORT – An acronym that is an effective method of getting to know people in a way that builds confidence and puts them at ease.

F – Family

The first thing that you can most easily talk to people about is their families or themselves. Someone has said that the sweetest word in the human language is the name of the person to which you are talking to. Talk to the person about himself and his family and he will know that you are interested to learn about various interests that they may have. Get them to tell you where they were born, how many children they have and where they live. This will relax and divert their minds from the fear of you and your mission. They will feel that you are truly interested in them.

O – Occupation

Most women will be interested in their husband and children, and most men will usually be interested in their jobs and hobbies. Get the man to tell you about his occupation or what he does for recreation and he will warm up to

you, telling you about the things that he would not have thought of telling you a few minutes before. If the lady of the house works outside the home, she may also like to talk about her work. You will learn a great deal about people by just listening to what they will tell you and also by what you do not say.

Notes:

R – Religion

It is helpful to know the person's religious background so that we can help him in his religious growth. You may ask, "Did you grow up in a Christian family?" or "Do you attend a church in the area?" This approach lets the person start where they are most comfortable and it will give you an opportunity to ask other short questions that will give you a religious profile of the person. This is very valuable information as you discover if he/she is a church member, attends church, studies the Bible, etc. This will help you adapt your approach to fit his spiritual needs.

T – Testimony

You have the opportunity to build a bridge by which you can now lead the person to begin thinking about the message of salvation that you have come to share with him. You will not want to preach or exhort, but you can witness to your own relationship with Jesus Christ. This is not a time to share the Sabbath or how you became an Adventist. It is a time to share how you came to know CHRIST. Simply, you are to share what Christ has done for you, how He has delivered you from sin, how He is your friend, etc. Try to fit your testimony to some felt need that the person with whom you have been visiting has expressed. Show them, by sharing your own experience in Christ how He has been the answer to a similar problem that you have had in your life. This will help the person want to know the same Savior who has helped you, and it will create a feeling of kinship with you as he or she identifies with your problem and the solution you found in Jesus.

Note: When you ask a person a question, try to phrase it in such a way that it cannot be answered by a "yes" or a "no." This is called asking open-ended questions. It makes for a much more enjoyable conversation. Remember to share personal information about yourself as it relates to each question. Notice the example below.

People generally like to talk about themselves and their families. The following are sample questions that can be used.

Family

- How is your family doing?
- Are you married?
- Do you have children/grandchildren?
- Are you originally from this area?
- In what area were you raised?

Occupation

- What kind of work do you do?
- How long have you worked there?
- (If retired or unemployed) What type of work did you do?
- How do you like your job?
- (You can also ask them details about their work.)

Religion

- What is your religious background?
- Have you been a (Methodist) all of your life?
- Do you attend a church?
- Which church do you attend?
- How many people attend your church?
- Does your whole family attend together?

Testimony

- My life before I accepted Christ was ...
- How I became a Christian ...
- My life since becoming a Christian ...
- I have recently been sharing with my friends some interesting Bible lessons that have meant much to me. May I share them with you?

Adventism's Four C's

What if someone asks you what you or your church believes? Below are four excellent and basic points that you can share with them that covers the main elements of our faith.

1. CHRIST – Jesus is the divine Son of God. He is God in the form of man. He is the eternal self-existent One and is NOT a created being. He is fully God and man. Jesus is the creator of all things. *Hebrews 1:1-3; Colossians 1:16-18.*

2. CROSS – Jesus Christ, the Son of God, paid the penalty for man's sin through His suffering and death on the cross of Calvary. *2 Corinthians 5:19.* Only Jesus, the sinless One, could pay our sin-debt. "The wages of sin is death..." *Romans 6:23.* By believing on Him and accepting the grace of His shed blood, we receive the gift of eternal life... "Not of works, lest any man should boast." *Ephesians 2:9.*

3. COMMANDMENTS – Because we love Jesus for His sacrificial death, we want to obey Him as He commands in *John 14:15.* We are not saved by our works. But, because we are saved, we choose to keep His commandments as the guide for successful living.

This next part is to be shared only if the person inquires about the Sabbath:

This is the reason we go to church on Saturday, the seventh day of the week ... the Bible Sabbath. *Exodus 20:8-11.* The Sabbath was changed from Saturday to Sunday long after the New Testament record.

- Do not get into the topic of the Sabbath with them. Do not reveal the Anti-Christ, or how the Sabbath was changed by the papal church. If they continue to ask questions, reply to them, "I have a wonderful set of free Bible study lessons that would be much more beneficial than what I could share with you in a few short minutes. If you are interested, I could give you the first one. They don't take long to do, and I would be happy to study them with you! Would you like to try them out?"

4. COMING AGAIN – One of the greatest promises in the Bible is that Jesus will return to this earth very soon! Bible prophecy reveals that very fact based on the events that we see happening in our world today. We call ourselves Adventists because we are anticipating the advent, or return, of Jesus when He will take His people back to heaven with Him.

Final Note of Encouragement

Witnessing for Jesus is one of the most rewarding blessings that we can receive as a disciple of Christ. There is great joy when we help to influence a person for Jesus. It may seem like something that is out of our comfort zone or "not for us," but consider the life of our Lord. Leaving heaven was not in His natural comfort zone. He went from receiving worship from the heavenly angels and honor from His Father to receiving ridicule and dishonor from those that He came to save. However, He did it anyway, because He had such a love for you. It is our debt to share that same love with others so that they can have the opportunity to experience the joy of salvation that you have. You are their hope as Jesus works through you. **YOU CAN DO IT**, and you will experience success when you follow Christ's method **ALONE** in winning souls to Him!

Lost and Found

There's good news: the Holy Spirit is convicting former members of your church to return. These non-attending members are "ripe" for an invitation to come home.

There are three basic steps in reclaiming lost members:

1. **Get names** and find out why people left.
2. **Visit** the former members and seek to reclaim them, listening to them and inviting them to events.
3. **Nurture** these new believers into a renewed commitment to Christ and His church.

Getting Names of Non-Attending Members

Church records

Church guest book

Referrals from Adventist relatives/friends

Church school records

In large congregations many names on the church books may not be recognized by church board members. Probably the simplest way to discover who these people are is to distribute a list of unfamiliar names to the church members, asking them to fill in any information they have about any names on the list. Amazing Facts has prepared a sample form (taken from Fordyce Detamore's *Seeking His Lost Sheep*) that members can fill out regarding former members. See attachment for printable form.

In small congregations current members are likely to remember the unpleasant situations that led to members' leaving. In some cases, present members may not desire to visit former members. Prayer, apologies, and some mediation may be necessary, but healing is always possible through the grace of Christ.

Visiting Non-Attending Members

It's a good idea to visit in pairs.

"God never designed that, as a rule, His servants should go out singly to labor."
Evangelism, p. 73

Wherever possible, "match up" visiting members with the ones being visited according to similar cultural backgrounds, careers, income levels, family backgrounds, etc.

Consult with your **pastor** before setting out on your mission.

Be a Christ-like friend. Remember that most of your job consists of attentive and sympathetic listening.

Pull over before you are within view of the house and pray for the Holy Spirit's guidance.

When you go to the door, you can say something like this:

"Hi, I'm _____ and this is _____. We're with the _____ Seventh-day Adventist Church. We wanted to come by and get acquainted."

Be friendly and warm but not too gushy. If they invite you inside, ask about job, family, and use other friendship builders. After a few minutes or when it comes up naturally in conversation, ask:

"You used to attend our church. How long ago was that? Have you thought about coming back to our church?"

This may open up a lengthy discussion. Listen attentively, making sure you hear all they have to say. Reassure them that the church family will seek a resolution if needed, and wants to see them back again. Before you leave, be sure to invite them to the '08 Revival.

"And the redeemed will be sharers in His joy, as they behold, among the blessed, those who have been won to Christ through their prayers, their labors, and their loving sacrifice." The Great Controversy, p. 647

A Few Do's

1. Get to the **point** within a few minutes.
2. **Listen** kindly; **listen** interestedly; **listen** calmly.
3. Always close your visit with **prayer**.
4. Give a brief **invitation** to come out to the evening seminar meeting or to church the next Sabbath.
5. Leave immediately after prayer.

Suggested Closings to a Visit

Close your visit something like this: *"Well, we must be going. [That statement always relaxes people!] But before we leave, let's just bow our heads for a moment of prayer."* And as you are saying this, just bow your head and start praying a short, sincere prayer. In your prayer, you can say things like, *"Help him to know that we love him and long for him to come back."* *"Forgive us for the hurt we in the church have caused him, and may he know there's a welcome awaiting him upon his return."* *"May his children be safe in following his footsteps, and may they lead for sure to heaven at last."* *"May he not keep You waiting too long."* *"May he know that we love him and that You love him, and in spite of all the unkindness he has endured, may he be willing to forgive the past."* *"Help us to be more careful in the future not to wound Your child again."* *"We remember that it says of Jesus, Those are the wounds with which I was wounded in the house of my friends."*

(*Seeking His Lost Sheep*, p. 76)

Notes:

When inviting him to a church event, don't try to squeeze out a promise that he will attend. This will undo the good you have done. Your whole visit should be conducted in a casual, friendly way, endeavoring to leave the former member relaxed, with a knowledge that you really love him and care about his return. (*Seeking His Lost Sheep*, p. 78)

A Few Don'ts

1. Don't betray the backslider's confidence.
2. Don't act **shocked**.
3. Don't defend anyone.
4. Don't stay long. Ten to fifteen minutes is usually long enough.
5. Don't dismiss a backslider as hopeless because he is too far away.
6. Don't **argue** about church standards.

Nurturing them back

1. After your initial visit, put their name on the church list for social events (NOT solicitation events).
2. Stay in **touch**. From time to time, telephone the former member, keeping him informed on interesting church-family news.
3. Use important coming events as an excuse for a return visit to invite him out.
4. Ask someone of his type or age group to call and get acquainted.
5. Help solve personal problems that obstruct church attendance, such as babysitting, transportation, or care-giving. Take a personal interest in his **children**.
6. If appropriate, occasionally stop by their home with a book, a loaf of bread, or a basket of fruit.
7. Send in their name and address for the *Review and Herald* and *Signs of the Times*.
8. Put forth every effort in your power to see that the former member is present during a call for **surrender** or at a special Sabbath morning consecration service (baptism).
9. If the family has financial needs, present them to the appropriate church leaders/department.

If a first visit goes well but the non-attending member person does not want a follow-up visit, you can give them a copy of *How to Survive and Thrive in Church* or a

similar non-threatening book. Be sure to have your phone number written inside in case they want to contact you. Then allow the Holy Spirit to work on them through the printed word.

Notes:

The search for straying members is a real battle in a real life-or-death war. Intercessory **prayer** is the most powerful weapon in this conflict. Solicit a commitment from your church family to pray each day, perhaps at an established time, for the non-attending members on the list. Pray for those doing visitation as well.

Additional Resources and Materials

- The stirring book *It's About People*, by Jim Hohnberger, offers a deeper appreciation for the ones for whom Jesus gave His life. It will open new insights into the reason we seek after the backslidden.
- *Seeking His Lost Sheep* by Fordyce Detamore provides a wealth of information in seeking and responding to the needs of the backslidden. You will get a firsthand look at many in-home encounters with lost members, and get practical, effective know-how in reaching them for the Lord.
- Finally, you can also get in-depth programs and materials from Adventist Reconciliation Services that provide:
 - Professional growth for pastors and teachers
 - Mediation and arbitration services for individuals
 - “Congregation Conflict Intervention” services for churches
 - Training in Christian conciliation
 - Adventist networking with already-trained conciliators
 - Contact Charles Brown of the North Pacific Union for more information about these services (info@adventistreconciliation.org).

May God richly bless you as you work side-by-side with Him seeking each priceless sheep who has strayed from the fold.

Reclaiming the Lost Members Survey Form

Notes:

Name of former member _____

City _____ State _____

Directions, if difficult to locate _____

Married or Single? _____ Approximate age _____ Sex _____

Time usually home _____ Occupation _____

Phone Number _____

How long ago did he/she come into the church? _____

How long ago did he/she drop out?

Why? _____

What is their present attitude (if known)? _____

Do they ever attend our church now? _____

Do they attend our church schools or public schools? _____

Do they send their children to church school? _____

Has he/she joined another denominational church? _____

What special problems does he/she now have which might make his return more difficult? _____

If others in the family are interested, please list their names _____

Do they listen or watch Amazing Facts, VOP, IIW, or other Adventist media? _____

Would you classify this person as

- Cold and disinterested
- Fair prospect
- Good prospect,
- Excellent prospect?

Have you visited them? _____ How many times? _____

Your name _____ Date _____

Your phone number _____

Sharing the Word

In this session, we are going to answer three specific questions.

1. What is the biblical rationale for Bible studies?
2. What are the characteristics of a good interest?
3. What is the structured outline of a Bible study?

1. What Is the Biblical Rationale for Bible Studies?

God's plan for this world is clearly expressed in the great commission text, Mark 16:15 *"And he said unto them, Go [you] into all the world, and preach the gospel to every creature."* emphasis added

"Wherever a church is established, all the members should engage actively in missionary work. They should visit every family in the neighborhood and know their spiritual condition. If professed Christians had engaged in this work from the time when their names were first placed on the church books... thousands upon thousands would today stand with God's commandment-keeping people" (Testimonies, vol. 6, p. 296). emphasis added

"The commission given to the disciples is given also to us" (Gospel Workers, p. 29).

What would happen if each person who accepted Christ would share the gospel with just one other person a year and that person shared with another person each year, and so on? Below is a chart comparing what one person could do by bringing one person to Jesus each year compared with an evangelist who could bring 1,000 people to Jesus each day. As you see from the chart, you would be responsible for seven times as many people as the evangelist would at the end of 26 years.

Gifted Evangelist Wins 1,000 converts a day	Believer begins by winning One person a year
After 1 year: 365,000	2 converts
After 2 years: 730,000	4 converts
After 3 years: 1,095,000 converts	8 converts
After 4 years: 1,460,000 converts	16 converts
After 5 years: 1,825,000 converts	32 converts
After 8 years: 2,920,000 converts	256 converts
After 23 years: 8,395,000 converts	8,388,000 converts
After 24 years: 8,760,000 converts	16,777,216 converts (nearly twice of the evangelist)
After 25 years: 9,125,000 converts	33,554,432 converts (nearly 3.75 times the evangelist)
After 26 years: 9,490,000 converts	67,108,864, converts (7 times that of the evangelist)

2. What Are the Characteristics of a Good Interest?

Notes:

All who show a desire and interest should be given the opportunity to study God's word. However, you must know and understand the "sad reality" that not everyone is going to accept the truth. You must watch for signs of those who you may spend a lot of time with, but who will not commit their lives to God. The devil dances for joy, when this happens because they are keeping you from studying with those who long for truth and ready to join God's kingdom.

Jesus said, *"Ye shall know them by their fruits"* Matthew 7:16.

We are never to judge whether people will be saved or lost, but we are to be "fruit inspectors" and determine which fruit is ripe for harvest. We should spend quality time with those who are "ripe" for the truth. Those who are green or nearly **ripe** should still get our attention but it **should be proportionate to their interest level**. If we spend the bulk of our time with the "green" fruit, we will find the "ripe" fruit will pass beyond the point of interest.

Some people are "ripe" to study, others are a little "green" but nearly ripe. Then there are those who haven't even blossomed. How can we identify those who are "ripe" for Bible studies?

Let's look at some characteristics of "ripe fruit":

- Manifest an earnest desire to seek and find Bible truth.
- Accept Bible studies and complete the lessons weekly.
- Lonely, unhappy, and dissatisfied with their lives.
- Feel a need for change.
- Dissatisfied with their church.
- Don't belong to a church or a backslider (even SDA).
- Accept major doctrines and make positive decisions.
- Display signs they are under conviction.
- Have evidenced a change in lifestyle as they've learned truth.
- Demonstrate a desire to share with others what they've learned.

This is the category where you want to spend the major part of your time.

A look at the "green fruit":

- Green fruit usually will refuse Bible studies.
- If they accept studies, they do not have them completed on time.
- Make excuses over and over for not completing the study.
- They don't accept the clear teachings of Scripture.
- Deeply involved and committed to their church.
- Talk badly about the lesson, your church, or doctrines.
- Friendly, but won't make any commitments.

3. Structural Outline of the Bible Study

Notes:

The two prevalent methods to giving Bible studies are the review method and the presenter method. The review method is where you leave the Bible lesson for your interest to complete on their own and then review it with them at a later time. The presenter method is where you first present the material and then at the close of the Bible study you leave a Bible lesson with your interest to complete at a later date. Keep in mind, when it comes to evangelism, there are 100 ways to do the right thing. Today, you will learn the presenter method to giving Bible studies. Besides, for having a good set of Bible lessons to leave with your interest, you will need material to present. Your local ABC sells two wonderful books that I highly recommend:

Studying Together by Mark Finley

Winsome Studies by Gary Gibbs

If you have a partner, they may enter in the conversation during the social time but once you start the study, then they become the **silent prayer partner**. They play a very important role praying for the presenter and the interest. The prayer partner should pray for a hedge of angels to protect the study from distractions. They should pray that the Holy Spirit would reveal truth and speak to the heart of your student to bring them to decisions.

It is best to keep the study time less than an hour. Even if they want you to stay longer it is wise not to take too much of their time. It is far better for them to be anxious for you to come than to dread your visit because you stay so long.

Time outline of a Bible study:

8-10 minutes	Social Time: Get to know them. Discover their felt needs.
	Prayer: Always open with prayer. Invite the Holy Spirit to join you in your study.
30-40 minutes	Study time: Present the lesson to your student.
2-4 minutes	Decision: Always ask for a decision to follow Jesus and the truth that they have just learned.
	Prayer: Seal the decision with prayer
	Leave

Key Points to Remember:

- Show confidence and thus inspire confidence!
- Take turns looking up Bible verses.
- Look people in the eye. Don't stare, but don't avoid eye contact.
- Be a good listener!
- Use person's name frequently.
- Use good posture. Do not slump. Sit and stand erect but relaxed.
- Speak clearly. Not too fast. Have a pleasant volume - not too loud, not too

soft. Try not to let your volume fade.

- Focus on the person you're talking to. Focus on what you want to say.
- Have clear objectives and accomplish them!
- Trust that God will bless your Bible study
- Discovering your interest's felt needs is so important! You will want to weave Bible texts into the study that will address these needs with Scripture. Pray for discernment that you will be able to see their felt needs during your social time.
- It is wise to leave quickly after prayer, leaving them in the presence of the Holy Spirit. Avoid entering into conversations that are not spiritual at the close of the study.
- Leave the Bible study guide and remind them of the date and time for the next study.
- Encourage them to take time for God's Word daily.
- Express your appreciation for their friendship and the pleasure of studying with them.

What to Include in the Bible Study

Deal with the felt needs

During the social time, you are asking questions that will help you discover what some of their felt needs are. Maybe they are fearful of the final events just before Jesus will come, or His coming. You would then want to weave in the study some promises that would take away the fear and give comfort, trust and faith that Jesus will be there and will see us through just as He was there and went through the fire with Daniels friends. It could be fear of death, and then use some texts that will address these fears. Write the promises on cards so they can carry them with them or have them handy to refer to.

Use additional text – Be sure that you include some texts to make it more love focused and Christ centered.

Use a personal testimony – If they can know that the Christian life is working for you, this can give courage that it can work for them. Share texts and experiences but keep them short and to the point.

Make an application – Make the Bible study relevant to everyday struggles. How will what you presented benefit our lives today?

Ask for a decision – Always close your Bible studies appealing for a decision.

Remember:

- Study at the pace of your student. Keep in mind that future lessons will often answer the questions that your student asks.
- Pray for wisdom.
- Know that all of heaven is interested in what you are presenting.

Negatively Positive

Discovering the Obstacles or Problems

Throughout the evangelistic series, people will raise questions regarding the new truths they are learning. Sometimes their objections may be extremely strong. This does not mean they are not interested. It may mean the Holy Spirit is deeply convicting them and they are confused. Deal with them kindly, lovingly, and positively. Listen to their objections, seek God for wisdom, and encourage them to trust in Jesus for the solution to every problem they face.

“The sacred responsibility rests upon the minister to watch for souls as one that must give an account. He must interest himself in the souls for whom he labors, finding out all that perplexes and troubles them and hinders them from walking in the light of truth” (Advent Review & Sabbath Herald, August 30, 1892).

Handling the Objections

“Your success will not depend so much upon your knowledge and accomplishments, as upon your ability to find your way to the heart” (Gospel Workers, p. 193).

By coming close to the person and winning his confidence, he will feel safe in expressing his feelings and problems to you. Listen to what he is saying, even if his ideas are preposterous. Listen kindly while asking tactful questions. You might say, *“I’m glad you expressed yourself.”* Or, *“I know that God has the answer; let’s just pray and ask God to help us find a solution.”* This puts you in a different light; it isn’t you on one side and him on the other. You are on his side asking God for the answer.

“If the worker keeps his heart uplifted in prayer, God will help him to speak the right word at the right time” (Gospel Workers, p. 120).

Principles for Handling Objections

1. Remember NEVER ARGUE. You may win the argument, but lose the person.
2. Anticipate an objection by posing it as a question (before they do) and then answer it with Scripture.
3. Give short, concise answers, asking if the answer clears up the issue.
4. The most effective way to answer objections—FFF

Feel — “I understand how you feel.”

Felt — “Many others in your present situation have felt exactly the same way.”

Found — “But, they have found...”

Use the objection to encourage a positive decision.

There is a definite technique for discovering the open door and passing right

through it to a favorable decision. Here is the procedure:

Notes:

Listen carefully to the objection.

1. Make sure you have an objection and not an excuse by asking if that is the only reason for not deciding. For example, "If this issue was cleared up, would you then see your way clear to accept Christ ... keep the Sabbath ... be baptized, etc.? Is this the only thing that holds you back?"
2. Ask for the reason for the objection.
3. Show the person that you understand the objection by repeating it in your own words. Examples:
"Do I understand that the issue which is really holding you back is the opposition of your husband?"
"Do I have it correctly that what really is concerning you is that you feel too weak to be a Christian? You feel that you are not good enough?"
4. Get a commitment that if the objection was removed, he would make a positive decision.
5. Ask him to take the problem to the Lord in prayer, and remind him that with God all things are possible. Make a commitment to pray for him, and then encourage him to step out in faith and follow the Lord's leading.

If the person is not ready to make a decision at that time, always leave the door open for a follow-up visit later. You could end the visit like this, *"Before I go, can I have a special prayer for you, asking God to help you in this situation and give you wisdom to do the right thing?"*

Meeting Some of the Common Objections With Bible Texts

It isn't possible to know beforehand what particular objection, excuse, or hindrance to decision you will have to meet, but there are a few general or familiar ones:

1. "I will lose my job if I keep the Sabbath." ~ Matthew 6:30-33; Psalm 37:3, 25; Isaiah 65:13, 14; 1:19, 20; actual, personal testimony good to use here.
2. "I can't make a living if I keep the Sabbath." ~ Matthew 6:33; Psalm 27:3; Isaiah 65:13, 14; Matthew 16:25, 26; 1 Timothy 4:8.
3. "It's too hard to keep the Sabbath." ~ James 4:17; 2:10-12; Matthew 7:21-23; 19:16, 17; 1 John 2:3, 4.
4. "I can't leave my church." ~ Revelation 18:4; John 10:26, 27; Revelation 12:42, 43; Matthew 7:21-23.
5. "I'm not good enough." ~ 1 Timothy 1:15; Hebrews 7:25; Isaiah 1:18.
6. "My family will oppose me." ~ Matthew 10:36, 37; Luke 14:26, 27.
7. "My preacher and my friends advise me against this." ~ 1 Kings 13:1-26; Acts 4:19; Acts 5:29.
8. "What about movies, rings, tobacco, etc." ~ Matthew 19:16-22; Matthew 6:24; Luke 14:33; Matthew 13:45, 46.
9. "No, not now." ~ Proverbs 27:1; 2 Corinthians 6:2; Hebrews 3:13; Isaiah 55:6; Genesis 6:3.

10. "I am waiting for my husband (or wife, or friend) so we can accept it together." ~ Ezekiel 14:20; Romans 14:12; Galatians 6:5.
11. "My mother kept Sunday." ~ John 9:41; 12:47-50.
12. "Learned men keep Sunday." ~ Ezekiel 22:26-28; Isaiah 56:10-12; Hosea 10:13; Proverbs 19:27.
13. "I don't see that it makes any difference what day you keep as long as you keep one." ~ Genesis 2:2, 3; Exodus 3:1-5; 1 John 2:3-6; Luke 4:16.

Notes:

Be My Guest

“If, after three months, your Bible-study interests have not attended a public meeting (or services at the church), they start becoming stagnant in their growth. So you can study with people for six months, nine months, a year, two years – but when you get them to attend public meetings, they will then take another giant step in their growth.” – Mark Finley

1. How do you transition your Bible study to the evangelistic meeting?
2. How can your circle of influence to attend an evangelistic meeting?

Your circle of influence includes...

1. Family
2. Friends
3. Neighbors
4. Co-workers

John the Baptist did a work of preparation for Jesus’ public ministry. We also must do a work of preparation for the evangelistic meeting to be successful. How did John do it? The key is in the following verses:

“The next day John seeth Jesus coming unto him, and saith, Behold the Lamb of God, which taketh away the sin of the world. This is he of whom I said, After me cometh a man which is preferred before me: for he was before me.” John 1:29, 30

“And there went out unto him all the land of Judaea, and they of Jerusalem, and were all baptized of him in the river of Jordan, confessing their sins. And John was clothed with camel’s hair, and with a girdle of a skin about his loins; and he did eat locusts and wild honey; And preached, saying, There cometh one mightier than I after me, the latchet of whose shoes I am not worthy to stoop down and unloose. I indeed have baptized you with water: but he shall baptize you with the Holy Ghost.” Mark 1:5-8.

John always pointed forward to the “greater” One, the “greater” event. He saved the best for later. He did not reveal everything that Jesus would teach in His public ministry. John’s method did the following:

- Won confidence
- Study topics to build faith in God
- Focus on points of agreement
- Save controversial subjects for the meetings
- Build interest in the up-coming meetings

How can we follow this model when working with people?

- Win their confidence.
- Develop strong relationships
- Study topics that will give them a solid faith in God and His Word.

- Focus on points of agreement, common beliefs, and reveal truth gradually.
- Save more controversial, complicated doctrines for the public seminar.
- Build interest in the up-coming seminar. Invite them to the seminar!

Notes:

Six-Point Invitation Plan to Invite People to the Prophecy Seminar

1. 4-5 weeks before the meeting begin to casually invite people to the meeting without giving a lot of details about time and place. The goal is to build their excitement.
2. 2 weeks before the meeting begins give official personal invitation, including details, but without brochure in hand. Promise to come back and bring a brochure.
3. 1 week before the meeting begins personally deliver a brochure, show it to them, and leave it with them. Give them a reserved seat form and get them to fill it out (reserved seats are held until 15 minutes prior to the start of the seminar). If they don't know if they can attend, encourage them to fill it out anyway, in case they can make it.
4. 1 week before the meeting begins mail a letter of invitation to everyone in your database of interest. Make sure you include a brochure. A sample letter can be found in the appendix.
5. Call 1-2 days before opening night to remind them of them of the meeting. Make sure you ask if they have any extra guest that will need to come. If so, see if they will need a ride.
6. Visit those who don't make it to opening night. Bring them a handout from the meeting. Don't say "we missed you," because that makes them feel bad. Instead say, *"I know you wanted to come so I brought you an outline from the meeting. You'll be caught up for the next meeting. Tonight's topic is _____ . Hope you can make it."* If you don't have time to visit everyone, call them and let them know what the next topic is and that you will save some material for them to pick up.

Continue this until it becomes obvious that the person is not going to come. At this point, if they are good interest but simply can't come to the meeting, make arrangements to re-establish Bible studies or let them listen to the seminar by video or audio loaner tapes at home.

Do not feel that you are pressuring people by your continual and persistent reminders. Instead, notice these two biblical principles.

1. **Repeat and Enlarge** – The Bible writers often repeated things, giving more detail each time. Think of the book of Daniel.
2. **Remind** – There is one commandment about our time for spiritual things. It is the Sabbath commandment. It begins with the word "remember". God knows that taking time for religious activities must be reminded.

Remember to work in harmony with the Holy Spirit who is urging them to come. If they don't come, don't get discouraged. Remember the story in Luke 14:16-13 of the banquet? When his guest did not show up, he went out and found others. For those who make excuses, kindly and persistently urge them to come anyway.

Reserved Seating Survey

Notes:

Another way to invite your circle of influence, as well as increase the opening night's attendance, is by using reserved seating tickets. Reserved seating tickets are a must to any church that is holding evangelistic seminars.

These tickets allow the interest to give a stronger commitment to attend the seminar. Below are steps and a canvas that must be used to maximize what these tickets will produce.

Canvass: *"Hi I'm _____ and this is my friend _____. We are representing (name of seminar). The reason that we are contacting you is to tell you about a free Bible prophecy seminar that if coming to the city of _____. We would like to personally invite you to attend these exciting presentations on Bible prophecy."*

At this point you will want to show them the brochure. It works well if you can get the brochure into their hands. Once they take the brochure you will want to point out a few key components to the brochure.

- Point out the topics that will be covered
- Dates and times without telling them that the seminar goes for 4-5 weeks.
- Free childcare
- Free parking
- Nightly giveaways
- Introduce the speaker
- Show location

Follow up in your canvass by saying, *"As you can tell this type of seminar is going to be very popular in (name your city). For your benefit we have some reserved seating tickets that will guarantee you a great seat for opening night."* Hand the reserved seating tickets to your interest and explain how it works.

Key Points to remember:

- These tickets guarantee them a great seat opening night.
- Have them fill out their name and address on the lower stub.
- You will tear off the lower stub and keep it.
- They will need to bring their ticket with them opening night.
- Have them mark down how many adults will be in their party.
- Have them mark down how many children they will have.
- The seats will be held up until 15 minutes before the seminar begins on opening night.

In closing, you will ask them if you can have a short prayer with them and tell them that you will see them opening night.

Giving to Keep

(Nurturing New Believers)

DON MACKINTOSH

During New Testament times the church was growing rapidly. As people learned about and accepted Jesus, their hearts were so filled with love that they couldn't help but share with those around them. As a result, each and every day thousands were being added to the church.

What did the New Testament church do to nurture these new believers? In this presentation we will consider six principles that will help you shut the back door of the church.

1. Recognize that leaders will be held accountable for how they relate to this issue.

Ezekiel 34:2-4 – “Woe be to the shepherds of Israel...”

Hebrews 13:17 – “those who must give account.”

1 Peter 5:2 – “Shepherd the flock of God which is among you...”

2. Leaders are to be chosen for their ability to nurture.

1 Thessalonians 2:7 – “We were gentle among you, just as a nursing mother cherishes her own children.”

Judges 5:7 – (Deborah) A mother in Israel.

1 Timothy 3:4 – “One who rules his own house well, having his children in submission with reverence.”

Titus 2:3-5 – Older women are to train younger women.

3. Effective nurture is dynamic, not passive in nature, so have a goal in mind.

James 1:21 – “Receive with meekness the implanted word...”

John 3:5 – “Except a man be born of water and of the Spirit...”

Acts 2:41 – “Then those who gladly received his word were baptized.”

1 Peter 2:2 – “As newborn babes desire the pure milk of the word, that you may grow thereby.”

Hebrews 5:13,14 – “For everyone who partakes only of milk is unskilled in the word of righteousness, for he is a babe. But solid food belongs to those who are of full age, that is, those who by reason of use have their senses exercised to discern both good and evil.”

Colossians 2:6,7 – “As ye have therefore received Christ Jesus the Lord, so walk

ye in him: Rooted and built up in him, and stablished in the faith, as ye have been taught, abounding therein with thanksgiving.”

Notes:

4. How were new converts nurtured in New Testament times?

Luke 6:40 – Example and association are the foundational principle of nurture.

Acts 2:42 – Grounding in doctrine, supported in fellowship physically and spiritually.

Acts 2:46, 47 – Positive praise filled corporate worship and home fellowship groups.

Acts 19:8-10 – Intense evangelistic training over a two year period.

5. Nurture is only effective if it is evangelistic in focus

1 Timothy 4:16 – Take heed to yourself and to the doctrine. Continue in them, for in doing this you will save both yourself and those who hear you.

“Those who would be overcomers must be drawn out of themselves; and the only thing which will accomplish this great work, is to become intensely interested in the salvation of others” (Fundamentals of Christian Education, p. 267).

“Forgetting that strength to resist evil is best gained by aggressive service, they began to think that they had no work so important as that of shielding the church in Jerusalem from the attacks of the enemy. Instead of educating the new converts to carry the gospel to those who had not heard it, they were in danger of taking a course that would lead all to be satisfied with what had been accomplished...” (Acts of the Apostles, p. 105).

“The greatest help that can be given our people is to teach them to work for God, and to depend on Him, not on the ministers” (Testimonies, vol. 7, p. 19).

6. Nurture is only effective if the entire church sees it as its job and has a plan and system of accountability.

Summary of main points:

1. Leaders will be held accountable for how they relate to this issue.
2. Leaders are to be chosen for their ability to nurture.
3. Effective nurture is dynamic, not passive, so have a goal in mind.
4. New Testament converts were actively nurtured.
5. Nurture must be outward focused.
6. Nurture is most effective when the entire church has a plan and system of accountability.