

Equipper Manual



CONTINUING WITNESS TRAINING

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EQUIPPER MANUAL

CONTINUING WITNESS TRAINING

INTRODUCTION

This manual is designed to be used in the equipping process of Continuing Witness Training (CWT). An equipper is a Christian who has served as an apprentice or has attended a national seminar and passed the Apprentice Certification Test.

An equipper must always be prepared to lead during the equipper time. You must also be an example of faithfulness, punctuality and preparation. It is imperative that you be knowledgeable in all areas of the process. This will involve a thorough review of each session of the apprentices.

During the equipper time you are to be an examiner, encourager, player/coach and director of on-the-job training. The equipper times are not to be "lectureships," but rather laboratory experiences. It is your responsibility to determine:

1. Have apprentices memorized assigned memory work?
2. Have apprentices completed the assigned session in the manual? Do they understand the material? (Check each apprentice's manual).
3. Did apprentices make contact with their prayer partners?
4. Have apprentices attempted to witness during the week in their regular traffic patterns?

Note: Record the above information on the "Apprentice Participation Weekly Report," page 213 in the Apprentice Manual. Use the evaluation code *E*, *S*, or *R* for homework and memory work.

Apprentices will complete the report following the visitation time.

During visitation time, you will lead the entire witnessing experience. You will assign specific responsibilities to the apprentices each week. As the apprentices mature, you will give them additional responsibilities. By the end of the 13-week period, each apprentice will have had the opportunity to serve as team leader and share the "Model Presentation." You should be especially sensitive to the Holy Spirit's guidance.

You are responsible for pacing the visit using procedures outlined in Session III, "Approach to Witnessing in the Home." You will ensure all those in the room are included in the conversation before the "gospel presentation." The "Model Presentation" should be directed toward one person. Maintain eye contact with the person hearing the gospel. At the same time try to note the interest of other persons. Many people who supposedly are disinterested bystanders have accepted Christ.

This is a training process. It is important that you take every possible opportunity to share the “Model Presentation” so apprentices may observe a sharing experience. On the final visit you make each week, if you find that the people you are visiting profess to be Christians explain that you are in training to learn how to more effectively share your faith and ask if you can share the “Model Presentation” with them for the experience.

The schedule for the weekly CWT process is as follows:

25 minutes — Pastor/leader time. The pastor/leader will highlight and supplement the material in the *Apprentice Manual*.

35 minutes — Review Session.

60 minutes — Visitation.

30 minutes — Report time.

*The pronouns he, his and him will be used throughout this manual to denote both male and female. It is used for the sake of simplicity only.

*All Scriptures are quoted from the King James version of the Bible unless otherwise noted.

SESSION I

THE ROLE OF THE HOLY SPIRIT

To prepare for this session, the equipper should:

1. Pray. Contact your prayer partner and share specific needs both you and your apprentices have. Ask your prayer partner to pray for the people you will be visiting this week.
2. Review carefully and learn the material in the session entitled "The Role of the Holy Spirit" in the Apprentice Manual.
3. Study the review questions you will ask the apprentices.
4. Call the apprentices to remind them of the session.

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You and the apprentices have been involved in studying "The Role of the Holy Spirit." In this session you are to review with the apprentices the material studied during the past week making sure they have memorized the assigned portion of the "Model Presentation Outline." Since you have only 35 minutes to review, it is important to budget your time; however, do not fail to inquire about the apprentices' progress during the past week.

The following review is taken from the "how" section in the *Apprentice Manual* at the beginning of the session.

1. **Quote from memory the basic portion of the "Model Presentation" outline.**
2. **Discuss each of the three basic truths of the Holy Spirit's work in bringing lost people to Christ.**
 - (1) The Holy Spirit is at work in the lives of all lost people.
 - (2) The Holy Spirit is at work in the life of the witness to lead and empower the witness to the lost.
 - (3) The Holy Spirit is at work in the life of the lost person during a witnessing experience to convince him what the witness is saying is true.
3. **List the three ways the Holy Spirit is at work in the lives of all lost people.**
 - (1) The Holy Spirit convicts of sin, of the need for righteousness and of judgment.

(2) The Holy Spirit enables the sinner to see the Savior.

(3) The Holy Spirit brings the sinner out of death into life.

- 4. Read Luke 12:12 and tell how this Scripture gives reassurance of the leadership and guidance of the Holy Spirit during the witnessing experience.**

“For the Holy Ghost shall teach you in the same hour what ye ought to say” (Luke 12:12).

- 5. Identify the two things in Acts 1:8 that Jesus said would happen when the disciples received the Holy Spirit.**

(1) Receive power.

(2) Be witnesses.

- 6. Relate why it is important to be empowered by the Holy Spirit in witnessing.**

“For we wrestle not against flesh and blood, but against principalities, against powers, against the rulers of the darkness of this world, against spiritual wickedness in high places” (Eph. 6:12).

* * * * *

Give instructions regarding visitation before concluding the session. On the first visit the apprentices should participate as prayer partners and carry out other assignments listed on page 27 of the *Apprentice Manual*.

Ask the apprentices to pray for continued leadership of the Holy Spirit in their lives and in CWT before closing the session.

SESSION II

GIVING YOUR PERSONAL TESTIMONY

To prepare for this session, the equipper should:

1. Pray. Contact your prayer partner and share specific needs of both you and your apprentices. Ask your prayer partner to pray for the people you will visit this week.
2. Review carefully and learn material in the session entitled "Giving Your Personal Testimony" in the *Apprentice Manual*.
3. Study the review questions you will ask the apprentices.
4. Call the apprentices to remind them of the session.

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As you begin the review, it would be good for you, the equipper, to share your own testimony following the four-point outline.

During the review session, ask each apprentice to:

1. **Quote from memory the assigned portion of the "Model Presentation" outline including the portion already memorized.**
2. **Relate his experience of reading his testimony to a friend.**
3. **List the four points which should be included in a personal testimony.**
 - (1) My life before I made a commitment to Jesus.
 - (2) How I realized I needed Jesus.
 - (3) How I received Jesus.
 - (4) How Jesus makes my life full and meaningful.
4. **Share his testimony using the four-point outline.**

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Give any instructions regarding visitation before concluding the session. Ask apprentice number one to "take the lead" during the introductory portion of the visit. Tell him you will "pick up" the conversation with the transition preceding "God's Purpose."

Close the session by praying that God will make you alert to opportunities for sharing your testimony during the coming week and that your life, as well as your words, will be a witness for Jesus.

SESSION III

APPROACH TO WITNESSING IN THE HOME

To prepare for this session, the equipper should:

1. Pray. Contact your prayer partner and share specific needs both you and your apprentices have. Ask your prayer partner to pray for the people you will be visiting this week.
2. Review carefully and learn the material in the session entitled "Approach to Witnessing in the Home" in the *Apprentice Manual*.
3. Study the review questions you will ask the apprentices.
4. Call the apprentices to remind them of the session.

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During the review session, ask the apprentices to:

1. **Quote from memory the assigned portion of the "Model Presentation" outline including the portion already memorized.**
2. **Recall the four spiritual principles that are to be remembered as you witness.**
 - (1) Prayer puts you in contact with the unfailing resources of God.
 - (2) The Holy Spirit has preceded you in the visit.
 - (3) Success is determined by your obedience and not the response of the lost person.
 - (4) Do not anticipate a bad experience. Things are usually far better than one imagines.
3. **Recall the procedures that are to be followed from the time the visitation process begins at the church building, as you are traveling and upon arrival at the home.**

AT THE CHURCH BUILDING:

- (1) Assign specific responsibilities to each team member.
- (2) Make sure you have everything necessary to make the visit, including:
 - A Bible or New Testament
 - Several brochures sharing information about your church
 - Several "Welcome to God's Family" booklets

Several gospel tracts

Flashlight

Directions for getting to the home you will visit

Extra names to visit in case the first person is not at home.

- (3) Call for an appointment if the person you are to visit lives more than 15 minutes from the church building. If they are not at home, you can visit someone else.

- (4) Spend time in prayer.

Pray, by name, for the lost person you will visit.

Pray for the circumstances of the visit.

Pray for the leadership and power of the Holy Spirit.

Yield yourself to the Holy Spirit.

AS YOU TRAVEL:

- (1) Review information about the lost person and family. Each team member should repeat the family members' names and ages.
- (2) Talk about particular needs of the family.
- (3) Review Scriptures, memory work or part of the gospel presentation.

UPON ARRIVAL:

- (1) Park legally.
 - (2) Approach the house quietly, but not secretively.
 - (3) Notice signs that reflect people's interests.
4. **Assume you (the equipper) are not a Christian. It is visitation night and the apprentices have been asked to go to your home and talk with you about your relationship to Jesus. Ask each of the apprentices to initiate the conversation using the acrostic, "FIRE," quoting related scriptures. While one apprentice is witnessing have the other apprentice to follow the "Model Presentation" outline found in the *Apprentice Manual* and give any needed assistance.**

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As you prepare to make your visit(s) follow the appropriate principles/procedures in order to set a good example for the apprentices. Don't forget, you are to be a model for the apprentices. Ask the apprentices to observe how you guide the conversation and use your personal testimony. Use the "Optional Introduction" which includes

the use of the testimony. (See page 38-39 in *Apprentice Manual*.) Allow the apprentices to participate in the initial conversation. Remind them they are to withdraw from the conversation when you ask, "When you attend church, where do you attend?"

During the return trip to the church, allow apprentices time to evaluate the visit and ask questions concerning the approach used.

At this time, you and the apprentices may recite together the scripture verses they have learned. In fact, this would provide excellent reinforcement each week.

SESSION IV

GOD'S PURPOSE

To prepare for this session, the equipper should:

1. Pray. Contact your prayer partner and share specific needs both you and your apprentices have. Ask your prayer partner to pray for the people you will be visiting this week.
2. Review carefully and learn the material in the session entitled "God's Purpose" in the *Apprentice Manual*.
3. Study the review questions you will ask the apprentices.
4. Call the apprentices to remind them of the session.

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During the review session, ask the apprentices to:

1. **Recite from memory the assigned portion of the "Model Presentation" outline including the portion already memorized. (At this point demonstrate the use of the optional introduction.)**
2. **Discuss the three ways God has revealed himself to man (nature, history and Jesus).**
3. **Discuss the five characteristics that people redeemed by God are to have (*Apprentice Manual*, page 45).**

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Before concluding the session, pray by name for the people you will visit and give instructions regarding visitation. Ask apprentice number two to "take the lead" during the introductory portion of the visit, using the "Optional Introduction" and his testimony. Tell him you will "pick up" the conversation with the transition preceding "God's purpose."

SESSION V

OUR NEED

To prepare for this session, the equipper should:

1. Pray. Contact your prayer partner and share specific needs both you and your apprentices have. Ask your prayer partner to pray for the people you will be visiting this week.
2. Review carefully and learn the material in the session entitled "Our Need" in the *Apprentice Manual*.
3. Study the review questions you will ask the apprentices.
4. Call the apprentices to remind them of the session.

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During the review session, ask the apprentices to:

1. **Recite from memory the assigned portion of the "Model Presentation" outline including the portion already memorized.**
2. **Share the paragraphs they have written regarding Mark 7:14-23 (*Apprentice Manual*, page 56).**

You may want to add a word or two concerning the relationship between what a person does and that person's thoughts, feelings and values.

3. **Recite the three consequences of sin. It:**

Alienates man from God.

Degrades man's character.

Results in eternal separation (in hell) from God.

4. **Read their paraphrased versions of Romans 6:21 and make any necessary comments (*Apprentice Manual*, page 59).**
5. **Share their lists of three non-Christians and additional information about them (*Apprentice Manual*, page 60).**

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Before concluding the session, pray by name for the non-Christians mentioned by the apprentices and give instructions regarding visitation. Allow apprentice number one to "take the lead" during the introductory portion of the visit and in sharing "God's purpose." Tell him you will "pick up" the conversation at the transition preceding "Our need."

SESSION VI

GOD'S PROVISION

To prepare for this session, the equipper should:

1. Pray. Contact your prayer partner and share specific needs both you and your apprentices have. Ask your prayer partner to pray for the people you will be visiting this week.
2. Review carefully and learn the material in the session entitled "God's Provision" in the *Apprentice Manual*.
3. Study the review questions you will ask the apprentices.
4. Call the apprentices to remind them of the session.

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During the review session, ask the apprentice to:

1. **Recite from memory the assigned portion of the "Model Presentation" outline including the portion already memorized.**
2. **Discuss who Jesus is based on the study material on page 73 of the *Apprentice Manual*.**
 - (1) God's only son.
 - (2) A part of the Godhead.
 - (3) The way.
 - (4) God's provision for man's sin.
3. **Name the two results of God's provision.**

Victorious living and eternal life.
4. **List the three Bible descriptions of God's nature.**

Holy, just and love.
5. **Have an apprentice pretend to be a lost person and have another apprentice engage him in a witnessing conversation using the portion of the "Model Presentation" through "God's provision." While the apprentice is witnessing, follow the "Model Presentation" found in the *Apprentice Manual* and offer him needed assistance.**

Give apprentices instructions regarding visitation prior to concluding the session. Ask apprentice number two to “take the lead” during the introductory portion of the visit, and in sharing “God’s purpose” and “Our need.” Tell him you will “pick up the conversation at the transition preceding “God’s provision.”

Pray together before concluding the session.

SESSION VII

OUR RESPONSE

To prepare for this session, the equipper should:

1. Pray. Contact your prayer partner and share specific needs both you and your apprentices have. Ask your prayer partner to pray for the people you will be visiting this week.
2. Review carefully and learn the material in the session entitled “Our Response” in the *Apprentice Manual*.
3. Study the review questions you will ask the apprentices.
4. Call the apprentices to remind them of the session.

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During the review session, ask the apprentice to:

1. **Quote from memory the assigned portion of the “Model Presentation” outline including the portion already memorized.**
2. **Share answers to the questions, “What is salvation? How do I get it?”**

The word “save” means “to make whole” and comes from a root meaning “wholeness.” The word implies setting free that which is bound, or healing the wounded and broken. Salvation means deliverance and healing from the destructive power of sin and guilt, and birth into a new nature and life. Nothing short of a miraculous transformation can bring salvation. One must become a new person, and only God can effect such a birth.

Salvation is not the result of any human effort or achievement. Salvation cannot be gained by education, by human struggle, through culture or by human capability. The key to salvation is not achieving, but receiving. Salvation is God’s free gift in response to faith (John 1:12). God wants to do for man far more than he deserves or can do for himself.

God loved us so much that he provided a way for us to be made right with him. God came to earth in the person of Christ, lived a perfect life, died on the cross for each individual’s sins, and was resurrected from the dead. He ascended into heaven to rule heaven and earth and to prepare a place for those who believe in him. He did it because of his love. He did this as a gift. And he did the impossible — he made possible our rebirth.

3. Share their responses to the question, “What is repentance?”

In the biblical view of salvation, repentance refers to man’s attitude toward sin. It means that man’s sins have become repugnant and repulsive and must be acknowledged with deep regret and sorrow.

Repentance is turning away from a selfish, sinful nature and turning to God. Repentance affects everything—the way one acts, thinks and lives.

4. Share three things involved in belief in Jesus.

Emotion, intellect and will.

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Discuss with the apprentices their visitation assignments. Ask apprentice number one to “take the lead” during the introductory portion of the visit and in sharing the presentation through “God’s provision.” Tell him you will “pick up” the conversation at the transition preceding “Our response.”

Pray together before concluding the session.

SESSION VIII

LEADING TO A COMMITMENT

To prepare for this session, the equipper should:

1. Pray. Contact your prayer partner and share specific needs both you and your apprentices have. Ask your prayer partner to pray for the people you will be visiting this week.
2. Review carefully and learn the material in the session entitled "Leading to a Commitment" in the *Apprentice Manual*.
3. Study the review questions you will ask the apprentices.
4. Call the apprentices to remind them of the session.

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This 35-minute session is extremely important. The apprentice has now completed his study of the major portion of the "Model Presentation" outline and should now be able to "talk through" the presentation of the gospel.

During the review session, ask each apprentice to:

1. **Quote from memory the "Model Presentation" outline.**
2. **Assume the role of a lost person and spend this session in simulated witnessing. Have the apprentices "talk through" the Model Presentation.**

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Give the apprentices time to ask questions and give instructions regarding visitation. Ask apprentice number two to "take the lead" during the introductory portion of the visit and in sharing the presentation through "Our response." Tell him you will "pick up" the conversation at the transition preceding "Leading to a commitment."

Pray together before concluding the session.

SESSION IX

FOLLOW-UP

To prepare for this session, the equipper should:

1. Pray. Contact your prayer partner and share specific needs both you and your apprentices have. Ask your prayer partner to pray for the people you will be visiting this week.
2. Review carefully and learn the material in the session entitled "Follow-up" in the *Apprentice Manual*.
3. Study the review questions you will ask the apprentices.
4. Call the apprentices to remind them of the session.

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During the review session, ask the apprentices to:

1. **Quote from memory the "Model Presentation" outline.**
2. **List the four ingredients of a victorious life.**
 - (1) Bible (food).
 - (2) Prayer (breath).
 - (3) God's family—the church (environment).
 - (4) Witness (communication).
3. **Describe their responsibilities during the week following a person's conversion.**
 - (1) Visit him.
 - (2) Provide a personal example.
 - (3) Pray for the convert.
 - (4) Introduce him to an encourager.
 - (5) Write personal letters.

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In the remaining time, review with the apprentices what they consider difficult portions of the "Model Presentation."

Give instructions regarding visitation. Ask one apprentice to "take the lead" in sharing the presentation through "Leading to a commitment." If a commitment is made, ask the other apprentice to share the "Welcome to God's Family" booklet.

SESSION X

DEALING WITH OBJECTIONS AND QUESTIONS

To prepare for this session, the equipper should:

1. Pray. Contact your prayer partner and share specific needs of both you and your apprentices. Ask your prayer partner to pray for the people you will be visiting this week.
2. Review carefully and learn the material in the session entitled "The Role of the Holy Spirit" in the *Apprentice Manual*.
3. Study the review questions you will ask the apprentices.
4. Call the apprentices to remind them of the session.

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During the review session ask apprentices to:

1. **Give the two principles to use in answering questions and objections.**
 - (1) If a listener has an honest question, the gospel presentation will probably answer it.
 - (2) If you maintain a proper spirit and attitude, many objections or questions will not be voiced.
2. **List the five guidelines to use with a negative response.**
 - (1) Negotiate—do not argue.
 - (2) Avoid emotional confrontation.
 - (3) Accept the other person as an equal.
 - (4) Exercise gentleness.
 - (5) Check your motivation.
3. **Recite the four-step procedure for dealing with objections.**

Step One: Make a transition statement.

Step Two: Convert the objection to a question.

Step Three: Answer the question.

Step Four: Continue with the presentation of the gospel.

4. Share the written response to the objection: “I had too much religion as a child.”

See page 137, *Apprentice Manual*.

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Spend the remainder of the session reviewing with the apprentices the Scripture memory work, “Model Presentation” outline, “Model Presentation,” etc.

Give instructions regarding visitation. Ask the apprentice who did not share last week to “take the lead” in the entire witnessing experience.

Pray together before concluding the session. Review should continue while driving to and from the prospect’s home.

SESSION XI

BUILDING WITNESSING RELATIONSHIPS

To prepare for this session, the equipper should:

1. Pray. Contact your prayer partner and share specific needs both you and your apprentices have. Ask your prayer partner to pray for the people you will be visiting this week.
2. Review carefully and learn the material in the session entitled "Building Witnessing Relationships" in the *Apprentice Manual*.
3. Study the review questions you will ask the apprentices.
4. Call the apprentices to remind them of the session.

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During the review session, ask the apprentices to:

1. **Name the three most prominent kinds of witnessing mentioned in the New Testament.**
 - (1) Assignment witnessing
 - (2) Lifestyle witnessing
 - (3) Relational witnessing
2. **Name ways to find people in need for witnessing contacts.**
 - (1) Obituary column
 - (2) Birth announcements
 - (3) Divorce announcements
 - (4) Articles about accidents
3. **Tell how the early Christians used their homes for witnessing contacts.**
 - (1) Prayer
 - (2) Fellowship
 - (3) Witnessing
 - (4) Instruction
 - (5) Follow-up
4. **Name five (of the suggested 12) ways to use a home for building witnessing relationships.**
 - (1) Invite lost people for dinner.

- (2) Have small group fellowships, inviting non-Christians and helping them feel relaxed. A brief word of testimony may be shared followed by individual conversations.
 - (3) Have evangelistic Bible study fellowships.
 - (4) Offer special classes such as sewing, cooking, piano, nutrition, money management, arts, crafts, dieting, drama, etc. Include non-Christians.
 - (5) Form special clubs such as reading clubs. The reading material should include books with Christian themes and content.
 - (6) Invite newcomers in the community to “get-acquainted” coffees. Church members at the coffees should invite newcomers to the church
 - (7) Establish a policy of having a home always open for counseling or conversation.
 - (8) View Christian films and discuss them or view special evangelistic television programs, such as Billy Graham’s broadcasts.
 - (9) Tutoring.
 - (10) Backyard Bible clubs. (Order material from Baptist Sunday School Board)
 - (11) Big A clubs. (Order material from Woman’s Missionary Union)
 - (12) Backyard Vacation Bible schools. (Order material from Baptist Sunday School Board)
- 5. Share the information they have written about their world on pages 148-155 of the *Apprentice Manual*.**
 - 6. Share their testimonies using the four-point outline.**
 - 7. Share answers to selected objections. You, the equipper, should select six to eight of the most frequently stated objections. Do not use the same objections used last week.**

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Review with the apprentices the scripture memory work and the “Model Presentation” outline.

Give instruction regarding visitation. Continue to give the apprentices the opportunity to “lead” in witnessing encounters.

SESSION XII

MULTIPLYING WITNESSES

To prepare for this session, the equipper should:

1. Pray. Contact your prayer partner and share specific needs of both yourself and your apprentices. Ask your prayer partner to pray for the people you will be visiting this week.
2. Review carefully and learn the material in the session entitled "Multiplying Witnesses" in the *Apprentice Manual*.
3. Study the review questions you will ask the apprentices.
4. Call the apprentices to remind them of the session.

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During the review session, ask the apprentice to:

1. **Tell in your own words what it means to "multiply your witness."**

It means that people who have been trained in CWT should help enlist and train more witnesses; when they have been trained, they in turn, help enlist and train others.

2. **Review the True/False test on pages 166-167 of the Apprentice Manual. Share answers and the rationale for each answer.**

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During the remaining time review with the apprentices any area of weakness noted during the twelve sessions.

Give instruction regarding visitation. Continue to give the apprentices the opportunity to "lead" in witnessing encounters.

SESSION XIII

CERTIFICATION

To prepare for this session, the equipper should:

1. Pray. Contact your prayer partner and share specific needs of both yourself and your apprentices. Ask your prayer partner to pray for the people you will be visiting this week.
2. Call the apprentices to remind them of the session.
3. Ask the pastor how he wants you to assist during the testing period.

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1. Express gratitude for the apprentices' faithfulness to the CWT process.

After the apprentices complete the test you should:

2. Encourage continuation of the apprentices' weekly visitation between CWT semesters.
3. Challenge the apprentices to serve as equippers during the next CWT semester.

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Give instructions regarding visitation. Allow the apprentice who did not share last week to "take the lead" in the witnessing experience. Pray together before concluding the session.

APPENDIX

MODEL PRESENTATION OUTLINE

I. Introduction

A. Family

Transition: Do you have any special hobbies?

B. Interests

Transition: When you attend church, where do you attend?

C. Religious background

Transition: Let me ask you a question.

D. Exploratory questions

1. Have you come to a place in your life that you know for certain that you have eternal life and that you will go to heaven when you die?

Transition: The Bible says, "These things have I written unto you that believe on the name of the Son of God; that ye may know that ye have eternal life" (1 John 5:13). Now I know for certain I have eternal life and when I die I will go to heaven. Let me ask you another question.

2. Suppose you were standing before God right now and he asked you, "Why should I let you into my heaven?" What do you think you would say?

Transition: God loves us and has a purpose for our lives. The Bible states it this way, "For God so loved the world, that he gave his only begotten Son, that whosoever believeth in him should not perish, but have everlasting life" (John 3:16). God's purpose is that we have eternal life.

II. Gospel

A. God's purpose

1. We receive eternal life as a free gift (Rom. 6:23).
2. We can live a full and meaningful life right now (John 10:10).
3. We will spend eternity with Jesus in heaven (John 14:3).

Transition: As I searched for real meaning in life, I discovered that my sinful nature kept me from fulfilling God's purpose for my life.

B. Our need

1. We are all sinners by nature and by choice (Rom. 3:23).
2. We cannot save ourselves (Eph. 2:9).
3. We deserve death and hell (Rom. 6:23).

Transition: God is holy and just and must punish sin, yet he loves us and has provided forgiveness for our sin. Jesus said, "I am the way, the truth, and the life: no man cometh unto the Father, but by me" (John 14:6).

C. God's provision

1. Jesus is God and became man (John 1:1,14).
2. Jesus died for us on the cross (1 Pet. 3:18).
"Book of sin" illustration (Isa. 53:6).
3. Jesus was resurrected from the dead (Rom. 4:25).

Transition: The only way Jesus can affect our lives is for us to receive him. The Bible says, "But as many as received him, to them gave he power to become the sons of God, even to them that believe on his name" (John 1:12).

D. Our response

1. We must repent of our sin (Acts 3:19).
 - a. Repentance is not just feeling sorry for our sin (Acts 26:20).
 - b. Repentance is turning away from our sin and turning to God through Jesus.
"Military command" illustration. (Option) "U-turn" illustration.
2. We must place our faith in Jesus (Eph. 2:8).
 - a. Faith is not just believing facts about Jesus (Jas. 2:19).
 - b. Faith is trusting in Jesus.
"Airplane" illustration.
(Option) "Chair" illustration.
3. We must surrender to Jesus as Lord (Rom. 10:9-10).
 - a. Surrendering to Jesus as Lord is not just saying we give our lives to Jesus (Matt. 7:21).
 - b. Surrendering to Jesus as Lord is giving Jesus control of our lives.
"Driving the car" illustration.

Transition: As evidence of giving Jesus control we will want to identify with him. The New Testament way is to confess Jesus publicly and to follow him in baptism and church membership.

III. Leading to a commitment

A. Commitment questions

1. Transition question: "Does what we have been discussing make sense to you?"
2. Willingness question: "Is there any reason why you would not be willing to receive God's gift of eternal life?"
3. Commitment question: "Are you willing to turn from your sin and place your faith in Jesus right now?"

B. Clarification. To receive Jesus you must:

1. Repent of your sin.
2. Place your faith in Jesus.
3. Surrender to Jesus as Lord.

Transition: Let's bow our heads and I will lead in prayer.

C. Prayer

1. Prayer for understanding

Transition: The Bible says, "For whosoever shall call upon the name of the Lord shall be saved" (Rom. 10:13). If you truly want the Lord to give you eternal life, tell him out loud.

2. Prayer of commitment

Transition: Welcome to the family of God. You have just made the most important decision of your life. You can be sure you are saved and have eternal life.

3. Prayer of thanksgiving

Transition: Receiving Jesus into your life is only the beginning of a wonderful experience. Let's read the booklet "Welcome to God's Family" and see how you can be sure you have eternal life and how you can grow as a Christian.

IV. Immediate follow-up: Use "Welcome to God's Family" booklet.

OPTIONAL INTRODUCTION

(Using your personal testimony)

I. Introduction

A. Family

Transition: Do you have any special hobbies?

B. Interests

Transition: Do you ever feel there is something missing in your life?

C. Religious background

Personal testimony

Transition: Now my life has real meaning.

D. Exploratory question

Has anything like this ever happened to you?

Transition: God loves us and has a purpose for our lives. The Bible states it this way, "For God so loved the world, that he gave his only begotten Son, that whosoever believeth in him should not perish, but have everlasting life" (John 3:16). God's purpose is that we have eternal life.

II. Gospel

MODEL PRESENTATION DIALOGUE

I. Introduction

Jack: Good evening (responds Jack Peck with a smile). We are from Lakewood Baptist Church. Is this where the Bob Meades live?

Bob: Yes it is.

Jack: My name is Jack Peck, this is Peggy Simmons and this is Ann Bolton. We are visiting from Lakewood Baptist Church and would like to come in and visit with you for a few minutes. That would be all right, wouldn't it?

A. Family

Bob: Pardon the way the house looks. We've really been in a hurry around here.

Peggy: Oh, it looks fine. As a matter of fact, someone in your family seems to have a talent for decorating.

Bob: Thank you. We've tried to coordinate things in this room to contrast the way we live in the rest of the house.

Jack: I know what you mean. By the way, Mr. Meade, do you mind if I call you Bob?

Bob: No, please do.

Jack: How long have you lived here, Bob?

Bob: Oh, about four years.

Jack: Are you from this area originally?

Bob: No, originally we are from California.

Jack: What brought you to Georgia?

Bob: My company transferred us.

Jack: Who do you work for?

Bob: Dow Chemical.

Jack: I hope you like it here.

Bob: We like it pretty well, I guess, but we miss our families.

Peggy: I noticed a bicycle outside. Do you have children?

Bob: Yes, we have a son 10 years old, and two teenage girls.

Peggy: I have a 12-year-old girl. If three keep you and your wife busier than our one keeps us, you must stay on the run.

Bob: We sure do. The combined activities of our daughters in high school and our son in elementary keep us on the go.

Ann: What schools do your children attend?

Bob: My son goes to Nachman, and my daughters go to Ash High School.

Ann: How about that! My two children go to Nachman and we are really pleased with the school.

Bob: So are we. We feel fortunate to have Paul in that school.

Jack: **Transition:** *Do you and your wife have any special hobbies?*

B. Interests

Bob: My wife is active in PTA, and I guess you could say my hobby is working around the house.

Jack: As a handyman, I guess you save a lot of money by taking care of the house yourself. Have you had any special training or experience?

Bob: Well, I worked on a carpentry crew for a couple of summers.

Jack: I'm sure that was helpful.

Bob: I don't know what we would do if I didn't know a little something about repairs.

Jack: I knew little or nothing about carpentry until we got a bid on redoing our family room. Suddenly, I decided I needed to learn everything I could.

Does your wife put any of your skills to work in her PTA involvement?

Bob: Every time the school carnival comes around I put everything else aside because I know she is going to have me busy helping her.

Jack: **Transition:** Bob, *when you attend church, where do you attend?*

C. Religious background

Bob: Not any particular church.

Jack: What is your church background?

Bob: I think my wife grew up a Methodist, but I haven't gone to any particular church. It's not that I don't believe in it.

Jack: Bob, do you ever give much thought to spiritual matters?

Bob: Every once in awhile. I guess everyone does.

Jack: **Transition:** Bob, *let me ask you a question.*

D. Exploratory questions

Question

1:

Jack: *Have you come to a place in your life that you know for certain that you have eternal life and that you will go to heaven when you die?*

Bob: No, I don't think anyone can really know that.

Jack: **Transition:** Bob, for a long time I didn't know, but let me share some good news I discovered. The Bible says, "*These things have I written unto you that believe on the name of the Son of God; that ye may know that ye have eternal life*" (1 John 5:13). *Now I know for certain I have eternal life and when I die I'll go to heaven. Let me ask you another question.*

Question

2:

Jack: Bob, *Suppose you were standing before God right now and he asked you, "Why should I let you into my heaven?" What do you think you would say?*

Bob: I really don't know. I guess I would tell him I tried to do the best I could.

Jack: All right. Anything else?

Bob: Well, I am honest, and I'm a good husband and father.

Jack: Anything else?

Bob: Well, I know I'm not perfect but I try to do the best I can.

Jack: That question I asked earlier is a difficult question, isn't it?

Bob: It sure is.

Jack: Remember when I asked you if you knew for certain you have eternal life, I shared the good news that the Bible teaches that we can be certain? I have some more good news. The Bible also teaches that . . .

Transition: God loves us and has a purpose for our lives. The Bible states it this way, "For God so loved the world, that he gave his only begotten Son, that whosoever believeth in him should not perish, but have everlasting life" (John 3:16). God's purpose is that we have eternal life.

II. Gospel

A. God's purpose

- Jack:
1. Bob, *we receive eternal life as a free gift.* The Bible says, "The gift of God is eternal life through Jesus Christ our Lord" (Rom. 6:23).
 2. Having eternal life means that *we can live a full and meaningful life right now.* Jesus said, "I am come that they might have life, and that they might have it more abundantly" (John 10:10).
 3. But that is not all. It not only means that we can have a full and meaningful life right now, it also means that when we die, *we will spend eternity with Jesus in heaven.* Jesus promised this when he said, "And if I go and prepare a place for you, I will come again, and receive you unto myself; that where I am, there ye may be also" (John 14:3).

Transition: As I searched for real meaning in life, I discovered that my sinful nature kept me from fulfilling God's purpose for my life.

B. Our need

Jack: 1. Bob, *we are all sinners by nature and by choice*. Have you ever noticed that you don't have to teach children how to do wrong?

Bob: I think any parent would agree with you.

Jack: This reveals something about our nature or our natural inclination to do wrong. That is what the Bible means when it says, "For all have sinned and come short of the glory of God" (Rom. 3:23). The Bible teaches that sin means missing the real purpose of life, rebelling, trying to live independently of God. We all fall short of God's standards and his plan for our lives.

2. I also discovered that *we cannot save ourselves*. The Bible teaches that salvation is "Not of works lest any man should boast" (Eph. 2:9).

3. The Bible also teaches that *we deserve death and hell* when it says, "For the wages of sin is death" (Rom. 6:23). We all know about paydays. We usually aren't paid every day; but sooner or later payday comes. The Bible says that payday for sin is death and eternal separation from God in hell.

Transition: Bob, *God is holy and just and must punish sin, yet he loves us and has provided forgiveness for our sin. Jesus said, "I am the way, the truth, and the life: no man cometh unto the Father but by me"* (John 14:6).

C. God's provision

Jack: 1. The Bible makes it very plain that *Jesus is God and became man* when it says, "In the beginning was the Word, and the Word was with God, and the Word was God. And the Word was made flesh, and dwelt among us" (John 1:1,14). Jesus was the Word who was with God. Jesus was the Word who was made flesh and dwelt among us.

2. The Bible also teaches that *Jesus died for us on the cross* when it says, "For Christ also hath once suffered for sins, the just for the unjust, that he might bring us to God" (1 Pet. 3:18). Jesus was willing to take all the punishment our sin deserves.

“Book of sin” illustration: Let me illustrate it this way. Let my left hand represent me and my right hand represent Jesus. (Hold up a book or other object with the left hand.) This book represents my imperfections, my shortcomings, my sin. God loves me (point to the left fingers) but he hates my sin (point to the book or other object) and must punish it. Because of his love, God sent Jesus into the world (lift up the right hand parallel to the left hand). The Bible says, “All we like sheep have gone astray; we have turned everyone to his own way; and the Lord hath laid on him the iniquity of us all” (Isa. 53:6). (As you say the words, “laid on him,” transfer the book in one distinct motion from the left to the right hand and leave it there.) When Jesus died on the cross, God laid on him all my sin and guilt.

3. Bob, Jesus was willing to take all the punishment our sin deserves, but the story doesn’t stop there. *Jesus was resurrected from the dead.* The Bible says, “[Jesus] was delivered for our offenses, and was raised again for our justification” (Rom. 4:25). Isn’t that good news?

Bob: It sure is.

Jack: Transition: *The only way Jesus can affect our lives is for us to receive him. The Bible says, “But as many as received him, to them gave he power to become the sons of God, even to them that believe on his name” (John 1:12).*

D. Our response

- Jack:
1. To receive Jesus *we must repent of our sin.* The Bible says, “Repent ye therefore, and be converted, that your sins may be blotted out” (Acts 3:19).
 - a. To repent, we must admit we are sinners and feel sorry that we have sinned, but *repentance is not just feeling sorry for our sin.* In fact the Bible says, “repent and turn to God, and do works [which give evidence of] repentance” (Acts 26:20).
 - b. Thus, *repentance is turning away from our sin and turning to God through Jesus.*

“Military command” illustration: Repentance is similar to what happens in the military when all the soldiers are marching in one direction and the com-

mand is given, "To the rear march," everyone turns immediately and marches in the opposite direction. When we repent, we turn from our sin and turn to Jesus.

(Option) "U-turn" illustration: Let me illustrate what I am saying. Suppose you were driving to an important meeting. Suddenly, you realized you were going in the wrong direction and made a U-turn. Then you would be heading in the opposite direction. When we repent, we turn from our sin and turn to Jesus.

2. As we repent of our sin *we must place our faith in Jesus*. The Bible says, "For by grace are ye saved through faith; and that not of yourselves: it is the gift of God" (Eph. 2:8).
 - a. *Faith is not just believing facts about Jesus*. The Bible says, "Thou believest that there is one God; thou doest well: the devils also believe, and tremble" (Jas. 2:19). This tells us that even the devil believes the facts.
 - b. *Faith is trusting in Jesus*. It means trusting Jesus to the point of total dependence on him. Let me illustrate.

"Airplane" illustration: Have you ever made a trip on an airplane or know someone who has?

Bob: Of course.

Jack: We can compare placing our faith in Jesus to making a trip on an airplane. There are several things involved: You must have a ticket, you must get to the airport on time and you must believe the plane will take you where you want to go.

But, Bob, what else must you do to actually make the trip?

Bob: You have to get on the plane.

Jack: You're right, Bob. You will never make the trip until you trust the plane enough to board it. That is how you must respond to Jesus. The only way Jesus can make a difference in your life is for you to totally trust him. For a long time I believed Jesus existed, but it didn't make any difference in my life because I never

did anything about it. I believed about Jesus, but I did not put my trust in him. I trusted in myself.

Jack: (Option) **“Chair illustration”** Do you see that chair?

Bob: Yes.

Jack: It is a sturdy chair able to bear someone’s weight, wouldn’t you say?

Bob: Of course.

Jack: But it’s not holding you. Why not?

Bob: Because I am not sitting on it.

Jack: You are right. The chair never will hold you up unless you trust it enough to sit on it. The only way Jesus can make a difference in your life is for you to totally trust him. For a long time I believed that Jesus existed, but it didn’t make any difference in my life because I never did anything about it. I believed about Jesus, but I did not put my trust in him. I trusted in myself.

3. If we are going to totally trust in Jesus, *we must surrender to Jesus as Lord*. That’s why the Bible says, “That if thou shalt confess with thy mouth the Lord Jesus, and shalt believe in thine heart that God hath raised him from the dead, thou shalt be saved. For with the heart man believeth unto righteousness; and with the mouth confession is made unto salvation” (Rom. 10:9-10).

a. *Surrendering to Jesus as Lord is not just saying we give our lives to Jesus*. That’s why Jesus said, “Not every one that saith unto me, Lord, Lord, shall enter into the kingdom of heaven; but he that doeth the will of my Father which is in heaven” (Matt. 7:21).

b. *Surrendering to Jesus as Lord is giving Jesus control of our lives*.

“Driving the car” illustration: Bob, let me illustrate what it means to give Jesus control of our lives. It’s like driving down the highway with another person. As long as you are driving, you are in control and can determine how to get where you are going. If at some point you realize you don’t know the way, but the

other person does and you say, "OK, you take the wheel and drive," then the other person will be in control and the two of you will take the route he chooses. In the same manner we must turn the control of our lives over to Jesus by saying, "Jesus, you take control of my life and I will go where you want me to go." We have to turn our lives over to him and learn to go where he wants us to go.

Transition: As evidence of giving Jesus control we will want to identify with him. The New Testament way is to confess Jesus publicly and to follow him in baptism and church membership.

III. Leading to a commitment

A. Commitment questions

Jack: 1. **Transition question:** *Bob, does what we have been discussing make sense to you?*

Bob: Yes, I think it does.

Jack: 2. **Willingness question:** *Is there any reason why you would not be willing to receive God's gift of eternal life?*

Bob: No, there isn't.

Jack: 3. **Commitment question:** *Are you willing to turn from your sin and place your faith in Jesus right now?*

Bob: Yes, I am.

B. Clarification

Jack: Bob, remember *to receive Jesus you must:*

1. *Repent of your sin,*
2. *Place your faith in Jesus,*
3. *And surrender to Jesus as Lord.*

Transition: Bob, let's bow our heads and I will lead in prayer.

C. Prayer

Jack: 1. **Prayer for understanding:** Father, I pray that your Holy Spirit will draw Bob to you. Help him to turn from his sin and give him faith to believe in Jesus. Amen. Bob, the Lord wants you to pray and ask him to save you.

Transition: *The Bible says, "For whosoever shall call upon the name of the Lord shall be saved" (Rom. 10:13). If you truly want the Lord to give you eternal life, tell him out loud.*

2. **Prayer of commitment:** You can pray by yourself, or I will help you. The Lord is more concerned with the attitude of your heart than he is with your words. Which would you like to do?

Bob: I would like for you to help me.

Jack: If I help you, you must pray as if you were praying alone, really meaning it. Let's bow our heads and you repeat the words I say.

Dear Lord, (pause for Bob to repeat)

I know that I have sinned and need forgiveness. (pause)

I now repent of my sin. (pause)

I receive you into my life by faith. (pause)

And commit my life to you. (pause)

Thank you for hearing my prayer and giving me eternal life. (pause)

(Jack shakes Bob's hand and looks him straight in the eyes and says:)

Transition: Bob, *welcome to the family of God. You have just made the most important decision of your life. You can be sure you are saved and have eternal life.*

3. **Prayer of thanksgiving:** I would like to thank the Lord for saving you, and I'm sure you would, too. Let's pray again.

Father, I thank you for hearing Bob's prayer and saving him. I pray that the Holy Spirit will give him assurance that his sin is forgiven and that he has eternal life. In Jesus' name. Amen. And now, Bob, you thank him in your own words.

Bob: Dear Lord, I want to thank you for saving me today and for sending these people here to help me know how I could get right with you. Thank you for giving me eternal life. In Jesus' name. Amen.

(At this point share the "Welcome to God's Family" booklet.)

Jack: Transition: Bob, *receiving Jesus into your life is only the beginning of a wonderful experience. Let's read the booklet "Welcome to God's Family" and see how you can be sure you have eternal life and how you can grow as a Christian.*

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