

**Influence**  
MAGAZINE

**MAKE IT COUNT**

A ten-week study  
for leadership teams



# Personal Evangelism, Jesus Style

Ten Lessons from the Gospels

**STEPHEN BLANDINO**

**DISCUSSION GUIDE**

## MAKE IT COUNT A Ten-Week Study for Leadership Teams

### WHAT IS MAKE IT COUNT?

Week after week, you invest time and energy into making every Sunday count. But you also have to think about staff meetings, board meetings and meetings with key volunteers and other church leaders.

Juggling so many meetings can seem overwhelming, especially as you think about developing the leaders around you. Effective leaders are continually looking for great leadership content they can use to develop and mentor other leaders. Make It Count is a powerful, little tool to help you accomplish just that.

Each Make It Count lesson is easily adaptable for individual or group discussion, allowing for personal application and reflection among your ministry leaders and lead volunteers. The lessons are useful as devotionals in board and staff meetings and in departmental meetings with your lead volunteers.



**Blandino**

Studying and growing together is an important practice of building strong, healthy relationships with your team members. It is also a necessary component of building healthy, flourishing churches. These lessons can help you make each moment count as you lead and develop the leaders around you.

The following ten, easy-to-use lessons on personal evangelism are written by Stephen Blandino, lead pastor of 7 City Church (AG) in Fort Worth, Texas ([7citychurch.com](http://7citychurch.com)). He planted 7 City Church in 2012 in a thriving cultural arts district near downtown Fort Worth. Blandino blogs regularly at [stephenblandino.com](http://stephenblandino.com) and is the author of several books, including *Do Good Works*, *Creating Your Church's Culture*, and *GO! Starting a Personal Growth Revolution*.

### HOW TO USE MAKE IT COUNT

We are pleased to offer the *Make It Count Discussion Guide* in a downloadable PDF, available through the “Downloads” button on [Influencemagazine.com](http://Influencemagazine.com). Each lesson in the PDF *Make It Count Discussion Guide* is divided into a *Leader's* page and *Team Member's* page.

We encourage you to print multiple copies of the PDF *Discussion Guide* from [Influencemagazine.com](http://Influencemagazine.com) for all your ministry leaders and the team members they lead in your church or organization.

You will notice that key words and concepts are underlined in each lesson on the *Leader's* page. These underlined words and phrases correspond to the blank spaces found on the team member lesson pages. Team members can fill in the blanks as you progress through each lesson's material.

We trust these lessons will help you make each moment count as you lead and develop the leaders around you.



# Personal Evangelism, Jesus Style

Ten Lessons  
from the Gospels

STEPHEN BLANDINO

**A**s church leaders, we are engaged in the mission of Jesus to save the spiritually lost. We are also responsible for equipping other leaders to do the same. Simply put, we have a responsibility to model the way and inspire the way. We must model personal evangelism, and we must inspire and equip others to do the same.

Here are 10 essential elements for effective evangelism, Jesus style:

1. The Spirit: Walk in His Power
2. Compassion: Be Moved by the Need
3. Prayer: Focus on the Spiritually Lost
4. Opportunity: Move Past the Barriers
5. Connection: Do Unto Others
6. Salt: Become a Preserver
7. Light: Share the Gospel
8. House: Find Your Platform
9. Interruptions: Make Them Count
10. Go: Embrace the Journey

## Personal Evangelism, Jesus Style

**The Spirit: Walk in His Power**

**Assess:** What difference does the Holy Spirit make in personal evangelism?

**Insights and Ideas**

**W**hen Jesus went into the wilderness, He was “full of the Holy Spirit” and “led by the Spirit” (Luke 4:1). But after 40 days of fasting and praying, “Jesus returned to Galilee in the power of the Spirit” (Luke 4:14). At that moment, Jesus began His ministry.

Then, in Acts 1:8, Jesus said to His disciples, “You will receive power when the Holy Spirit comes on you; and you will be my witnesses in Jerusalem, and in all Judea and Samaria, and to the ends of the earth.” The fulfillment of this began on the Day of Pentecost. After receiving the baptism in the Holy Spirit, Jesus’ followers boldly preached the gospel in Jerusalem and beyond, and thousands came to faith in Christ.

The lesson is clear for leaders today: Personal evangelism doesn’t start with tips and tactics, but with the power of the Holy Spirit. In fact, as you read the Book of Acts, you discover that after the disciples received the baptism in the Holy Spirit, everything they did resulted in evangelism.

1. *Fellowship of the believers resulted in evangelism.* In Acts 2:42–47, the Church met together and enjoyed teaching, prayer, worship, generosity, and fellowship. Amid these activities, “the Lord added to their number daily those who were being saved” (verse 47).
2. *Prayer and fasting resulted in evangelism.* In Acts 13:2, a group of believers were fasting and praying when the Holy Spirit said, “Set apart for me Barnabas and Saul for the work to which I have called them.” That work was to preach the gospel, and they immediately set sail for Cyprus and preached the good news in Salamis.
3. *Selecting and empowering leaders resulted in evangelism.* In Acts 6, some widows were being overlooked in the daily distribution of food. So, the apostles selected a group of leaders and released them to meet this need. As a result, “the word of God spread. The number of disciples in Jerusalem increased rapidly, and a large number of priests became obedient to the faith” (Acts 6:7).

Evangelism was the priority. They didn’t fellowship, pray, and develop leaders so they could have better church services. Instead — empowered by the Holy Spirit — they did these things with the end goal of sharing the gospel.

**Reflect and Discuss**

1. What most strikes you about Jesus being empowered by the Holy Spirit before beginning His ministry?
2. How much of your experience with the Holy Spirit focuses on reaching people with the gospel?
3. What percentage of your ministry activities connect to the end goal of sharing the gospel?

**Apply**

Take some time to pray together as a team. Invite the Holy Spirit to fill and empower you for the purpose of evangelism, and give you a passion for reaching people.

## Personal Evangelism, Jesus Style

**The Spirit: Walk in His Power**

**Assess:** What difference does the Holy Spirit make in personal evangelism?

After 40 days of fasting and praying, “Jesus returned to Galilee in the power of the Spirit” (Luke 4:14). At that moment, Jesus began His ministry.

“You will receive power when the Holy Spirit comes on you; and you will be my witnesses in Jerusalem, and in all Judea and Samaria, and to the ends of the earth” (Acts 1:8).

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**Apply**

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## Personal Evangelism, Jesus Style

**Compassion: Be Moved by the Need**

**Team Review:** What work is the Holy Spirit doing in your heart right now to reach people with the gospel?

**Assess:** How have acts of compassion opened the door for you to share the gospel?

**Insights and Ideas**

**T**he spirit of evangelism requires a spirit of compassion. If you don't see the need, you won't feel moved to do anything about it. This reality begins to unfold in Matthew 9:35: "Jesus went through all the towns and villages, teaching in their synagogues, proclaiming the good news of the kingdom and healing every disease and sickness."

It's easy to see the work of evangelism in this scenario, but verse 36 gives greater insight into Jesus' approach to reaching people. "When he saw the crowds, he had compassion on them, because they were harassed and helpless, like sheep without a shepherd."

Leaders are busy, but Jesus — with all of the demands of leadership and ministry — was never too busy to show compassion. First John 3:16–17 reveals the depth of His love and compassion and how we can model the same quality. "This is how we know what love is: Jesus Christ laid down his life for us. And we ought to lay down our lives for our brothers and sisters. If anyone has material possessions and sees a brother or sister in need but has no pity on them, how can the love of God be in that person?" From this passage, we discover two truths about compassion:

1. *Compassion is personal.* John described laying down our lives for our "brothers and sisters." But then he talked about seeing a "brother or sister in need." He went from plural to singular. It's easy to say, "Love everybody," but it's much harder to say, "Love your overbearing boss, obnoxious neighbor, or angry classmate." Love and compassion are most powerful when they become personal — that is, when we put a face on the compassion.
2. *Compassion is practical.* John's instructions were very specific. He offers an example of compassion by challenging believers to use material possessions to help a brother or sister in need. A nice word is often not enough; instead, our compassion must practically meet real needs. Jesus didn't just see the need; His compassion moved Him to do something about it.

Compassion has a price tag, and as leaders, we must pay the price of compassion by modeling it in personal and practical ways.

**Reflect and Discuss**

1. What role did compassion play in you coming to Christ?
2. What unbeliever do you need to show compassion to this week?
3. What are practical ways we could show compassion to the hurting in our community?

**Apply**

Apply this lesson on a personal and ministry level. First, think of someone to whom you could express compassion, and then identify what you can do to help. Second, put together a compassion plan for your ministry that would make a difference in your community.

Personal Evangelism, Jesus Style

## Compassion: Be Moved by the Need

**Assess:** How have acts of compassion opened the door for you to share the gospel?

The spirit of evangelism requires a spirit of compassion. Jesus practiced this principle when He went through all the towns and villages, proclaiming the good news and healing the sick.

“When he saw the crowds, he had compassion on them, because they were harassed and helpless, like sheep without a shepherd” (Matthew 9:36).

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### Apply

Apply this lesson on a personal and ministry level. First, think of someone to whom you could express compassion, and then identify what you can do to help. Second, put together a compassion plan for your ministry that would make a difference in your community.

## Personal Evangelism, Jesus Style

**Prayer: Focus on the Spiritually Lost**

**Team Review:** To whom have you shown compassion in the last seven days, and what difference did it make in that person's life?

**Assess:** How often are the spiritually lost the focus of your prayer life?

**Insights and Ideas**

**A**s leaders, we carry a heavy load. There are ministries to lead, teams to build, and visions to launch. The demands can feel overwhelming at times, and it's easy to lose sight of the important, but less urgent, matters.

The same can happen in our prayer lives. Because we carry so much leadership responsibility, we tend to focus our prayers on the pressing needs of our churches. But too often we forget to pray for what matters most: the spiritually lost.

If we're going to reach people who are far from God, we need to intentionally wrap our prayers around this mission. That happens in three ways:

1. *Praying for the lost.* The apostle Paul had a passion for preaching the gospel, but he didn't just preach; he also prayed. In Romans 10:1, Paul said, "Brothers and sisters, my heart's desire and prayer to God for the Israelites is that they may be saved."
2. *Praying for workers.* In Matthew 9:37–38, Jesus said, "The harvest is plentiful but the workers are few. Ask the Lord of the harvest, therefore, to send out workers into his harvest field." Jesus recognized that the harvest is far bigger than what any one person can accomplish. It requires many workers to harvest a giant field. Ask the Lord to raise up harvesters — at your church and other churches across your city — to reach people with the gospel. Then expand your prayers to workers across the globe.
3. *Praying for strategy.* In Luke 10, we find the same instructions to pray for workers. But Jesus expands His instructions by offering a strategy. He said, "When you enter a town and are welcomed, eat what is offered to you. Heal the sick who are there and tell them, 'The kingdom of God has come near to you'" (Luke 10:8–9). God will guide you on how to reach your community. Ask Him to show you today.

Prayer is essential to reaching people. And here's the good news: God wants them to know Him even more than you do. As we pray, we can be confident that God will open the right doors for the gospel to advance.

**Reflect and Discuss**

1. What friend or family member do you need to pray for who is not currently a follower of Jesus?
2. What could it look like for our team to spend more time praying for the spiritually lost?
3. How could prayer for the lost become a greater part of our congregation?

**Apply**

Create a personal prayer list that includes the names of people who are not yet Christians. Begin praying as a team for spiritually lost people, workers for the harvest, and an outreach strategy.



Personal Evangelism, Jesus Style

## Prayer: Focus on the Spiritually Lost

**Assess:** How often are the spiritually lost the focus of your prayer life?

Because we carry so much leadership responsibility, we tend to focus our prayers on the pressing needs of our churches. But too often we forget to pray for what matters most: the spiritually lost.

How to wrap our prayers around the mission of Jesus:

1. *Praying for the* \_\_\_\_\_.

“Brothers and sisters, my heart’s desire and prayer to God for the Israelites is that they may be saved” (Romans 10:1).

2. *Praying for* \_\_\_\_\_.

“The harvest is plentiful but the workers are few. Ask the Lord of the harvest, therefore, to send out workers into his harvest field” (Matthew 9:37–38).

Jesus recognized that the harvest is far bigger than what any one person can accomplish. It requires many workers to harvest a giant field.

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“When you enter a town and are welcomed, eat what is offered to you. Heal the sick who are there and tell them, “The kingdom of God has come near to you” (Luke 10:8–9).

### Apply

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## Personal Evangelism, Jesus Style

**Opportunity: Move Past the Barriers**

**Team Review:** How have you started praying more intentionally for those who are spiritually lost?

**Assess:** What opportunities are there for you and our church to share the gospel?

**Insights and Ideas**

**J**esus wasn't afraid to reach people others saw as unreachable. He was willing to move past cultural barriers and bring hope to the hopeless. That's exactly what He did with the Samaritan woman.

Jesus pushed past the barriers and cultural norms to fulfill a greater mission. From John 4, we discover two ways Jesus embraced this beautiful opportunity for the gospel:

1. *Jesus embraced inconvenient places.* John 4:4 says, "Now he had to go through Samaria." Religious leaders despised Samaria. In fact, many would intentionally take a longer route to their destination just so they wouldn't have to walk through Samaria. But Jesus had a different approach. He embraced the inconvenient places where opportunity to reach people existed.

What places do you tend to avoid where there are opportunities to love and serve people with the hope of Jesus? Is there a neighborhood, gym, park or coffee shop you need to start visiting?

2. *Jesus reached out to hurting people.* While He was in Samaria, Jesus met a woman at Jacob's well and engaged in a conversation with her. Again, this was culturally unusual. He was speaking with a woman, and in a place despised by Jews. But that didn't matter to Jesus. Why? Because people are more important than their past.

People were more central to Jesus' mission than the place they were born. So, again, He pushed past the barriers and seized the opportunity to offer "living water" to a woman who was hurting.

When the disciples returned to Jesus, they were "surprised to find him talking with a woman" (John 4:27). But they didn't ask Him why He was talking with her. By this time, Jesus had provided hope that had changed the woman's life.

What if we did the same? What would happen if we focused on opportunities for sharing the gospel rather than fixating on artificial barriers? Who is hurting in your world that you might have to cross barriers to reach for Christ?

**Reflect and Discuss**

1. What barriers do you personally face to sharing the gospel with people one-on-one?
2. What opportunities do you have right now to move past barriers and reach out to someone who is hurting?
3. What opportunities does our church have to move past traditional barriers and reach out to someone others may have despised or rejected?

**Apply**

Open your eyes. See the opportunities around you for sharing the gospel. Then do something that will make a difference. You may not be able to solve every problem or meet every need, but love is the language everyone can understand and receive.

Study  
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TEAM GUIDE

Personal Evangelism, Jesus Style

## Opportunity: Move Past the Barriers

**Assess:** What opportunities are there for you and our church to share the gospel?

Jesus wasn't afraid to reach people others saw as unreachable. He was willing to move past cultural barriers and bring hope to the hopeless. That's exactly what He did with the Samaritan woman.

How Jesus seized opportunities for the gospel:

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When the disciples returned to Jesus, they were “surprised to find him talking with a woman” (John 4:27). But they didn't ask Him why He was talking with her. By this time, Jesus had provided hope that had changed the woman's life. What would happen if we focused on opportunities for sharing the gospel rather than fixating on artificial barriers?

### Apply

Open your eyes. See the opportunities around you for sharing the gospel. Then do something that will make a difference. You may not be able to solve every problem or meet every need, but love is the language everyone can understand and receive.

## Personal Evangelism, Jesus Style

**Connection: Do Unto Others**

**Team Review:** What barriers have you moved past to share the gospel with others?

**Assess:** What has been your greatest strategy for connecting with others?

**Insights and Ideas**

**T**oo often in evangelism, we focus on *correcting* people rather than *connecting* with people. This temptation is especially true for spiritual leaders who, because of their commitment to biblical truth, sometimes focus on the person's *sin* rather than the *person*. But in Matthew 7, Jesus provided two important truths that address correcting and connecting:

1. *Don't judge.* When it comes to correcting people, Jesus said, "Do not judge, or you too will be judged. For in the same way you judge others, you will be judged, and with the measure you use, it will be measured to you" (Matthew 7:1-2). Judging has a way of boomeranging back at us. Furthermore, we tend to judge others fast when we don't judge ourselves first. Our job isn't to judge others nor condone bad behavior, but to walk with a spirit of humility and love.
2. *Practice the Golden Rule.* When it comes to connecting with people, Jesus goes on to say, "So in everything, do to others what you would have them do to you, for this sums up the Law and the Prophets" (Matthew 7:12). Jesus' words are different from similar historical religious teachings. For example, the Jewish rabbi Hillel said, "What is hateful to yourself, do not do to someone else." Confucius taught, "What you do not want done to yourself, do not do to others." And the Stoics said, "What you do not want to be done to you, do not do to anyone else."

These sound similar to what Jesus taught, except for one subtle difference: Each of these statements is *negative*. They focus on what you *don't* want others to do to you. This negative focus is sometimes referred to as the *Silver Rule*.

But Jesus' words take a positive approach. Again, He said, "So in everything, do to others what you would have them do to you." William Mounce observed, "In its negative form, the Golden Rule could be satisfied by doing nothing. The positive form moves us to action on behalf of others."

The way leaders can connect with unbelievers is to withhold a judgmental spirit and instead do to them what you would want others to do to you.

**Reflect and Discuss**

1. In what area do you tend to be most critical or judgmental of people who are not followers of Christ?
2. How has the Golden Rule impacted your ability to share Christ with others?
3. What have you found to be the most effective way to connect with people rather than correct people?

**Apply**

Connecting and correcting are issues of the heart. Ask the Lord to search your heart and show you how you've been judgmental toward others. Then, think of some practical ways you can treat others the way you would want to be treated.

Personal Evangelism, Jesus Style

**Connection: Do Unto Others**

**Assess:** What has been your greatest strategy for connecting with others?

Too often in evangelism, we focus on \_\_\_\_\_  
people rather than \_\_\_\_\_ with people.

This temptation is especially true for spiritual leaders who, because of their commitment to biblical truth, sometimes focus on the person's *sin* rather than the *person*. But in Matthew 7, Jesus provided two important truths:

1. *Don't* \_\_\_\_\_.

“Do not judge, or you too will be judged. For in the same way you judge others, you will be judged, and with the measure you use, it will be measured to you” (Matthew 7:1-2).

Our job isn't to judge others nor condone bad behavior, but to walk with a spirit of humility and love.

2. *Practice the* \_\_\_\_\_.

“So in everything, do to others what you would have them do to you, for this sums up the Law and the Prophets” (Matthew 7:12).

“In its negative form, the Golden Rule could be satisfied by doing \_\_\_\_\_. The positive form moves us to \_\_\_\_\_ on behalf of others.” – William Mounce

**Apply**

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## Study 6

## Personal Evangelism, Jesus Style

**Salt: Become a Preserver**

**Team Review:** How have you genuinely connected with people who are not followers of Christ over the past week?

**Assess:** What do you think it means to be “the salt of the earth”?

**Insights and Ideas**

**I**n Matthew 5:13, Jesus said, “You are the salt of the earth. But if the salt loses its saltiness, how can it be made salty again? It is no longer good for anything, except to be thrown out and trampled underfoot.” Salt has three common qualities that have a special connection to personal evangelism:

1. *Salt is a preserver.* Jesus’ statement about salt immediately follows the Beatitudes. This well-known passage describes the life God blesses, and the kind of character we should have. So, it makes perfect sense to talk about being “salt” after addressing character. Why? Because salt is a preserver. People often pack meat in salt to preserve it from bacteria and decay. Similarly, as the salt of the earth, followers of Jesus exhibit the character that helps prevent moral decay. To share the gospel effectively, your life must be growing in character.
2. *Salt adds flavor.* When you order french fries, you probably never say to the waiter, “Hold the salt.” The salt is what makes the fries taste great. The same is true of our lives. When you exhibit the character found in the Beatitudes, your life is like salt, adding flavor to the world around you.
3. *Salt creates thirst.* An old adage says, “You can lead a horse to water, but you can’t make it drink.” But the truth is, you can make a horse drink if you put salt in its oats. When you exhibit the character found in the Beatitudes, your life is like salt, creating thirst in others for what you have.

As the salt of the earth, Christian leaders must use their influence to preserve our world from moral decay. We must add flavor to the world by meeting needs, solving problems, and helping people. And we must create thirst in others by living a life that reflects peace, joy and hope.

**Reflect and Discuss**

1. Can you give a practical example of being “salt” in your community?
2. Which quality of salt are you most challenged by?
3. What are some practical ways you could be a preserver, add flavor, and create spiritual thirst in others?

**Apply**

Reflecting on your life and leadership, take some time to personally answer these questions: How can I leverage my influence to be a moral preserver? How can I add flavor to the lives of people who do not attend our church? How can I create thirst in people who are not followers of Christ?

Study  
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TEAM GUIDE

Personal Evangelism, Jesus Style

## Salt: Become a Preserver

**Assess:** What do you think it means to be “the salt of the earth”?

“You are the salt of the earth. But if the salt loses its saltiness, how can it be made salty again? It is no longer good for anything, except to be thrown out and trampled underfoot” (Matthew 5:13).

Salt and personal evangelism:

1. *Salt is a* \_\_\_\_\_. Jesus’ statement about salt immediately follows the Beatitudes. This well-known passage describes the life God blesses, and the kind of character we should have. As the salt of the earth, followers of Jesus exhibit the character that helps prevent moral decay.
2. *Salt adds* \_\_\_\_\_. When you exhibit the character found in the Beatitudes, your life is like salt, adding flavor to the world around you.
3. *Salt creates* \_\_\_\_\_. When you exhibit the character found in the Beatitudes, your life is like salt, creating thirst in others for what you have.

As the salt of the earth, Christian leaders must use their influence to preserve our world from moral decay. We must add flavor to the world by meeting needs, solving problems, and helping people. And we must create thirst in others by living a life that reflects peace, joy and hope.

### Apply

Reflecting on your life and leadership, take some time to personally answer these questions: How can I leverage my influence to be a moral preserver? How can I add flavor to the lives of people who do not attend our church? How can I create thirst in people who are not followers of Christ?



## Personal Evangelism, Jesus Style

# Light: Share the Gospel

**Team Review:** How have you been the “salt of the earth” lately?

**Assess:** What do you think it means to be “the light of the world”?

### Insights and Ideas

**J**esus said, “You are the light of the world. A town built on a hill cannot be hidden” (Matthew 5:14). The light Jesus spoke about was seen and shared. It only fulfills its function in dark places. Similarly, we are light when we share the gospel. Here’s how to share Jesus with others:

1. *Pray, invest, and invite.* Pray for someone who doesn’t know Christ, and invest in your relationship with him or her. When opportunities for spiritual conversations emerge, invite that person to church or to follow Jesus.
2. *Listen for the three “nots.”* Pastor Andy Stanley challenges people to listen for the “three nots” when looking for opportunities to invite others to church. For example, someone might say, “Things are *not* going well,” and then describe a problem at home, at work, or with their health. Someone might say, “I was *not* prepared,” and then describe an unexpected situation (like a job layoff) or something that was harder than anticipated (like the arrival of a baby). Finally, a person might say, “I’m *not* in church,” possibly because he or she just moved to the area. These cues can remind you to extend an invitation to church.
3. *Share the gospel.* If a person becomes open to your faith journey or spiritual conversations, consider the following approach: First, share your story. Talk about your life before Christ and how Jesus changed you. Express any pain, questions or emptiness you were feeling.

Second, share His story. Talk about how Jesus changed your life, and then share the gospel: We have all sinned (Romans 3:23), our sin separates us from God (Romans 6:23), Jesus gave His life to satisfy the penalty of our sin (John 3:16), and now we can be made right with God (Romans 3:22).

Third, talk about the person’s story. Find out what needs he or she has, and connect those needs to Jesus.

Finally, invite the person to receive Jesus. You might lead him or her in a prayer like this: “Jesus, thank You for grace and mercy. I repent of my sin, and I confess with my mouth and believe in my heart that Jesus Christ is the Son of God. Be Lord of my life from this day forward. In Jesus’ name, amen!”

One final note: People are not your project. Pray for them, genuinely love them, and be sensitive to the work of the Holy Spirit in the moment.

### Reflect and Discuss

1. Why is it so difficult to share the gospel?
2. How do the ideas of praying, investing, inviting, and listening for the “three nots” challenge you?
3. What next step do you need to take to begin sharing your faith?

### Apply

Pick an idea above to use with your friends and family who do not know Christ. As you do, pray that God will help you be “light” to each of them.



Personal Evangelism, Jesus Style

**Light: Share the Gospel**

**Assess:** What do you think it means to be “the light of the world”?

“You are the light of the world. A town built on a hill cannot be hidden” (Matthew 5:14).

The light Jesus spoke about was \_\_\_\_\_ and \_\_\_\_\_. It only fulfills its function in dark places. Similarly, we are light when we share the gospel.

How to share Jesus with others:

1. *Pray*, \_\_\_\_\_, *and* \_\_\_\_\_.

2. *Listen for the three* \_\_\_\_\_.

“Things are *not* going well.”

“I was *not* prepared.”

“I’m *not* in church.”

3. *Share the* \_\_\_\_\_.

- Share your story – your life before Christ, and how Jesus changed you.
- Share His story. We have all sinned (Romans 3:23), our sin separates us from God (Romans 6:23), Jesus gave His life to satisfy the penalty of our sin (John 3:16), and now we can be made right with God (Romans 3:22).
- Talk about the person’s story. Find out what needs he or she has, and connect those needs to Jesus.
- Invite the person to receive Jesus. “Jesus, thank You for grace and mercy. I repent of my sin, and I confess with my mouth and believe in my heart that Jesus Christ is the Son of God. Be Lord of my life from this day forward. In Jesus’ name, amen!”

One final note: People are not your project. Pray for them, genuinely love them, and be sensitive to the work of the Holy Spirit in the moment.

**Apply**

Pick an idea above to use with your friends and family who do not know Christ. As you do, pray that God will help you be “light” to each of them.



## Personal Evangelism, Jesus Style

# House: Find Your Platform

**Team Review:** What steps have you taken to be “the light of the world”?

**Assess:** In what areas outside of church do you have the most influence?

### Insights and Ideas

**A**fter Jesus described His followers as the “salt of the earth” and the “light of the world” (Matthew 5:13–14), He said, “Neither do people light a lamp and put it under a bowl. Instead they put it on its stand, and it gives light to everyone in the house” (Matthew 5:15).

The easiest part of this passage to overlook is the phrase, “everyone in the house.” We are all called to share the gospel with others. Jesus commissioned us to go into all the world and preach the gospel. But too often we don’t apply “all the world” to our “slice” of the world. In other words, we don’t identify “the house” God has called us to.

Your “house” might be your job, your family, your community, or your kids’ soccer team. Your “house” might be the city council, the school board, or a local program or organization in your community. God has called you to be salt and light in your “house” — in the *place* and with the *people* He has given you influence. There are two questions to answer if you want to discover your house:

1. *Where do I have influence outside the church?* A common challenge for pastors or life-long followers of Jesus is finding connections with people outside of church. But if we want to make a difference as salt and light, we have to find a house outside of the “church house.” The best way to do that is to look for the pockets in your city where you already have influence. Again, it might be with a community organization, a team, or some other place where you’ve been able to build relationships and credibility.
2. *With whom do I have influence?* Once you identify your “house,” you should ask, *Who in my house doesn’t know Christ?* Begin to pray for that person, invest in a relationship, and be sensitive to the doors God begins to open. As noted earlier, this person is not your project. Your job is simply to pray, love, and step through any doors God opens along the way.

When you answer the questions of “where” and “whom,” you become much more intentional about personal evangelism. Rather than waiting for random opportunities (which we’ll discuss in another lesson), you will bring focus to your efforts to be salt and light.

### Reflect and Discuss

1. Where is your “house” outside of the church?
2. With whom do you have influence in your “house”?
3. If you don’t have a “house” or influence with somebody in your house, what next step do you need to take?

### Apply

Identify your “where” and your “whom.” Acknowledge the “house” or “houses” where you have influence, and begin the process of praying, investing and inviting.



Personal Evangelism, Jesus Style

## House: Find Your Platform

**Assess:** In what areas outside of church do you have the most influence?

“Neither do people light a lamp and put it under a bowl. Instead they put it on its stand, and it gives light to everyone in the house” (Matthew 5:15).

Your “house” might be your job, your family, your community, or your kids’ soccer team. Your “house” might be the city council, the school board, or a local program or organization in your community. God has called you to be salt and light in your “house” — in the \_\_\_\_\_ and with the \_\_\_\_\_. He has given you influence.

Two questions for discovering your “house”:

1. \_\_\_\_\_ *do I have influence outside the church?*

Look for the pockets in your city where you already have influence. Again, it might be with a community organization, a team, or some other place where you’ve been able to build relationships and credibility.

2. \_\_\_\_\_ *do I have influence?*

Once you identify your “house,” you should ask, *Who in my house doesn’t know Christ?* Begin to pray for that person, invest in a relationship, and be sensitive to the doors God begins to open. As noted earlier, this person is not your project. Your job is simply to pray, love, and step through any doors God opens along the way.

### Apply

Identify your “where” and your “whom.” Acknowledge the “house” or “houses” where you have influence, and begin the process of praying, investing and inviting.

## Personal Evangelism, Jesus Style

**Interruptions: Make Them Count**

**Team Review:** What steps have you taken to identify your “house,” and who in your house needs the gospel?

**Assess:** How do you typically respond to interruptions in your day?

**Insights and Ideas**

**S**ometimes opportunities to be the salt of the earth and the light of the world show up in unexpected places, at unexpected times. Paying attention to these divine interruptions is essential. Jesus modeled this when a synagogue leader named Jairus fell at His feet and pleaded with Him earnestly, “My little daughter is dying. Please come and put your hands on her so that she will be healed and live” (Mark 5:23). In keeping with Jesus’ compassionate approach to ministry, He went with Jairus. This was interruption No. 1.

But as He headed to Jairus’ home, a woman who had suffered with an issue of blood for 12 years thought, “If I just touch his clothes, I will be healed” (verse 28). That fierce determination was her breakthrough. “Immediately her bleeding stopped and she felt in her body that she was freed from her suffering” (verse 29). This was interruption No. 2.

Jesus knew power had gone out from Him, so He stopped and asked, “Who touched my clothes?” (verse 30). When the woman finally identified herself, Jesus said, “Daughter, your faith has healed you. Go in peace and be freed from your suffering” (verse 34). Then Jesus went with Jairus to his home and healed his daughter.

Three insights stand out about this encounter that apply to personal evangelism:

1. *Interruptions are opportunities for ministry.* Jesus’ attitude toward interruptions was not one of disregard. He could have ignored Jairus and the woman. Instead, He stopped, waited in the moment, and seized the opportunity for ministry to both of them.
2. *Interruptions are what you make of them.* Leaders rarely pad their schedules with an abundance of down time. There’s simply too much to do, which is why interruptions can be frustrating. But interruptions are what you make of them, and Jesus chose to turn them into ministry moments.
3. *Interruptions are not final.* The encounters with Jairus and the woman were interruptions, not an end. And after the woman was healed, Jesus continued on His mission to help Jairus’ daughter. In the end, two miracles took place, not one. Both opportunities were worth interruptions.

Though you may find interruptions to be inconvenient, you’re a leader. Find the opportunity to show compassion, share the gospel, and make a difference.

**Reflect and Discuss**

1. When did an interruption lead to an unexpected ministry moment for you?
2. What are the keys to turning interruptions into opportunities for the gospel?
3. Not every interruption is a ministry opportunity. How do you discern between the two?

**Apply**

Be open to the interruptions that might come your way today, and discern how the Holy Spirit wants you to respond. At the end of the day, reflect on your experience and what you can learn from it.

Personal Evangelism, Jesus Style

## Interruptions: Make Them Count

**Assess:** How do you typically respond to interruptions in your day?

“My little daughter is dying. Please come and put your hands on her so that she will be healed and live” (Mark 5:23).

“Immediately her bleeding stopped and she felt in her body that she was freed from her suffering” (Mark 5:29).

“Who touched my clothes?” (Mark 5:30).

“Daughter, your faith has healed you. Go in peace and be freed from your suffering” (Mark 5:34).

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### Apply

Be open to the interruptions that might come your way today and discern how the Holy Spirit wants you to respond. At the end of the day, reflect on your experience and what you can learn from it.

## Personal Evangelism, Jesus Style

**Go: Embrace the Journey**

**Team Review:** How did you turn interruptions into ministry moments over the past week?

**Assess:** In what way does the Great Commission most challenge you?

**Insights and Ideas**

**M**atthew 28 records some of the most important words Jesus spoke after His resurrection — words that would have enormous ramifications for the advancement of the gospel. Jesus came to His disciples and said, “All authority in heaven and on earth has been given to me. Therefore go and make disciples of all nations, baptizing them in the name of the Father and of the Son and of the Holy Spirit, and teaching them to obey everything I have commanded you. And surely I am with you always, to the very end of the age” (Matthew 28:18–20).

As leaders, we must communicate the urgency of personal evangelism. Four insights stand out from the Great Commission that we can communicate to our congregations:

1. *“Go” is a mandate.* Jesus didn’t say, “Think about going,” or “Go is a good idea.” He simply said, “Go.” It was — and is — a mandate. It’s not an optional add-on feature you can upgrade to if you’re willing to pay the price. It’s the expectation of all believers.
2. *“Go” is a posture.* The word “go” is better interpreted as “in your going.” In other words, “go” is not a destination, like a city or country. Instead, “go” is an evangelism posture. In your going — whether you’re going to work, school, the grocery store, or on a business trip — be about the mission of Jesus to make disciples.
3. *“Go” is a partnership.* Jesus didn’t wish His disciples good luck and then send them on their way. He said, “And surely I am with you always.” The making of disciples was a partnership with God himself. He goes with us, leads us, and empowers us.
4. *“Go” is a mission.* The Great Commission is not a one-time task, an annual mission trip, or a single outreach event. The Great Commission is a lifelong mission. Jesus said He would be with His followers “to the very end of the age.” In the same way He was with the first generation of Christians as they proclaimed the gospel, He is with us today. Why? Because the mission is not complete.

As you embrace the journey of the Great Commission, lead the way. Invite your team, your ministry, and your church to embrace these four truths.

**Reflect and Discuss**

1. Which of the four truths most inspires or challenges you?
2. What does it look like for you to practice “in your going”?
3. How can we more effectively communicate the urgency of the Great Commission to the people we lead?

**Apply**

Put together a plan to communicate the urgency of the Great Commission to your congregation and the people you lead. If possible, make this a churchwide focus, and ask the Lord to inspire a spirit of evangelism in the hearts of people.

## Personal Evangelism, Jesus Style

**Go: Embrace the Journey**

**Assess:** In what way does the Great Commission most challenge you?

“All authority in heaven and on earth has been given to me. Therefore go and make disciples of all nations, baptizing them in the name of the Father and of the Son and of the Holy Spirit, and teaching them to obey everything I have commanded you. And surely I am with you always, to the very end of the age” (Matthew 28:18–20).

Four insights from the Great Commission:

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