

GETTING OTHERS  
*TO ASK YOU* TO WITNESS TO  
THEM ABOUT JESUS!





# Guiding Principles

- 1. Jesus commands us to go, share the good news and make disciples of all peoples.**
- 2. The majority of witness training starts with the presenter taking the initiative with the person being witnessed to as a receiver.**
- 3. Most Christians are terrified of attempting to share the Gospel.**



**4. Most witness training is unnatural, often forced and does not take into account the temperament of the presenter or the needs of the listener.**

**5. Unbelievers truly want to find God, even though they don't know it, since eternity has already been planted in their hearts.  
Ecclesiastes 3:11**



**6. Listening has been proven to be the most effective tool in building personal relationships and witnessing.**

**7. Christians do not need to answer every spiritual question asked by the listener, but rather need to be prepared to share the Gospel of Jesus Christ when asked.**



**8. The presentation of the Gospel should be biblical, short, concise and memorable.**

**9. Jesus' command is not to merely get “decisions” but to “make disciples.”**

**10. Following up on new believers and incorporating them into the church is as important as presenting the Gospel in the first place.**



# **Levels of Awareness**

## **How aware are you of others?**

**Oblivious**

**Aware**

**Alert**

**Engaged**

**Spiritually Connected**





*St. Paul in I Cor. 9:19: Though I am free and belong to no man, I make myself a slave to everyone, to win as many as possible. 20 To the Jews I became like a Jew, to win the Jews. To those under the law I became like one under the law (though I myself am not under the law), so as to win those under the law. 21 To those not having the law I became like one not having the law (though I am not free from God's law but am under Christ's law), so as to win those not having the law. 22 To the weak I became weak, to win the weak. I have become all things to all men so that by all possible means I might save some. 23 I do all this for the sake of the gospel, that I may share in its blessings.*



**Identify the top five needs of people.**





## *Survey of the Elderly*

They would risk more.

They would reflect  
more on the meaning  
and purpose of life.

They would do more  
things that would live on  
after they were dead.





***The Purpose Driven Life***  
***by Rich Warren.***

**25,000,000**

**copies sold!**

**Why?**





# *Why Were We Created?*

*2 Corinthians 5:17 Therefore, if anyone is in Christ, he is a new creation. The old has passed away; behold, the new has come. 18 All this is from God, who through Christ reconciled us to himself and gave us the ministry of reconciliation; 19 that is, in Christ God was reconciling the world to himself, not counting their trespasses against them, and entrusting to us the message of reconciliation.*

*20 Therefore, we are ambassadors for Christ, God making his appeal through us. We implore you on behalf of Christ, be reconciled to God.*



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# Why Should We Witness With Confidence?

## Ecclesiastes 3

*11 He has made everything beautiful in its time.  
Also, he has put eternity into man's heart, yet  
so that he cannot find out what God has done  
from the beginning to the end.*



# **Eternity in Our Hearts**

## **What can we depend on?**

**All have it!**

**All need it!**

**Most cannot identify it.**

**Most often they misidentify it and  
substitute something else.**

**Our goal is to help them identify their  
greatest need.**

**Eternity in their hearts is the ‘God shaped  
vacuum’ that St. Augustine talked about.**



# **What Makes People Connect with One Another?**

- **Paying attention to the needs of others.**
- **Active Listening.**
- **Empathy.**
- **Gentleness.**
- **Availability.**
- **Gentleness.**
- **Experiencing Joy.**
- **Openness.**
- **Understanding the cross-cultural realities!**



**The Key to Witnessing is Understanding  
and Mastering Your Ability to Listen.**

**Video Demonstration**







# Survey Results

**The Question: *Name the top three things Jesus commands us to do as His church in Eagan today.***

**#1:**

**Preach the Gospel (5)**

**Prayer (3)**

**Witness (2)**

**Worship (2)**

**Trust and Obey**

**Listen**

**Know Jesus**

**Spiritual light**

**Love one another**

**Teach the Word**



# Survey Results

**The Question: *Name the top three things Jesus commands us to do as His church in Eagan today.***

**#2:**

**Witness (5)**

**Make Disciples (4)**

Baptize

Preach the Gospel

Prayer for Salvation

Prayer

Know the Word

Example of Christ

Love one another

Servant training



# Survey Results

**The Question: *Name the top three things Jesus commands us to do as His church in Eagan today.***

**#3:**

**Witness (4)**

**Service to others (4)**

**Love one another (2)**

**Taking care of one  
another (2)**

**Preach the Gospel**

**Trust and Obey**

**Teach the Word**

**Baptize**

**Youth and Children  
witness**



# Survey Results

**The Question: *Name the top three things Jesus commands us to do as His church in Eagan today.***

## Summary

- 1. Preach the Gospel**
- 2. Witness**
- 3. Make Disciples**
- 4. Serve Others**
- 5. Prayer**



# The Fundamentals of Effective Listening.

- **Don't be a Bob Newhart!**



*“Reminds me of  
the time.....”*



# **The Fundamentals of Effective Listening.**

**Don't take over the conversation!**



**It's Not  
About You!**



# **The Fundamentals of Effective Listening.**

**Don't Solve Their Problem.**



**It's their  
issue.  
Permit them  
to talk  
about it.**



# **The Fundamentals of Effective Listening.**

**Listen to Them,  
Listen to the Holy Spirit.**



**When you  
listen you  
will truly  
hear!!!!!!**



# **The Fundamentals of Effective Listening.**

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**Listening Between the lines.**

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# Effective Listening Contains three Components.

Identifying and reflecting back the **FEELINGS**  
of the speaker.

Identifying and reflecting back the **CONTENT**  
of the speaker.

Identifying and listening to the **HOLY SPIRIT**  
while **PRAYING** under your breath.



# **Your Role in Effective Listening**

**To listen closely and reflect back  
both the feelings and the content of the  
speaker!**



# **Practice Active Listening**

## **Speaker:**

**Pick one story line from below but don't tell the listener. The listeners job is to figure out the problem through active listening.**

- What losing your first pet meant to you.**
- How you felt the first time you were rejected.**
- Your spouse just told you their thinking of leaving.**



# **Practice Active Listening**

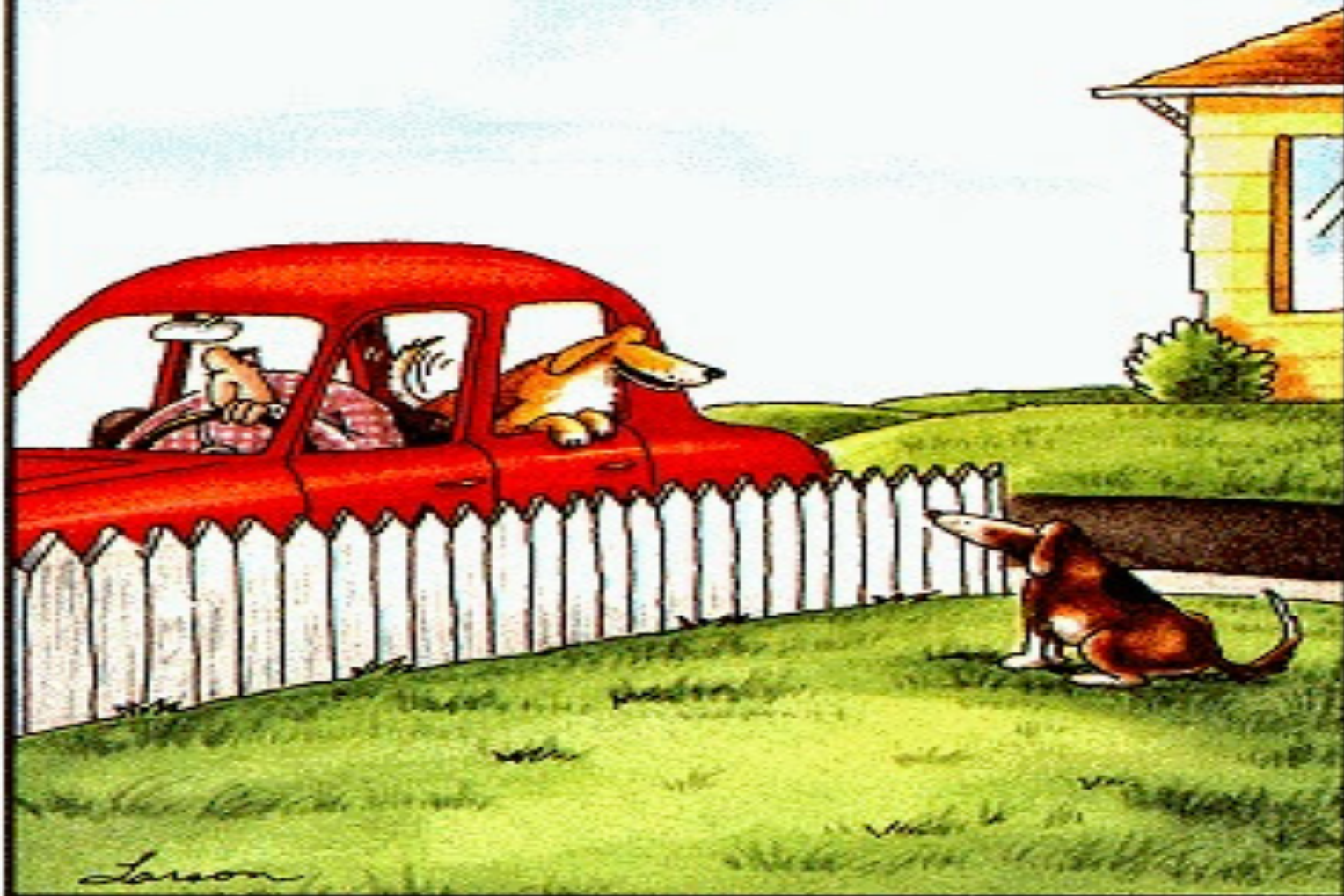
## **Speaker:**

**Pick one story line from below but don't tell the listener. The listeners job is to figure out the problem through active listening.**

- You're disillusioned with life and Christianity.**
- You feel that your parents neglected you.**
- You feel cheated by life.**



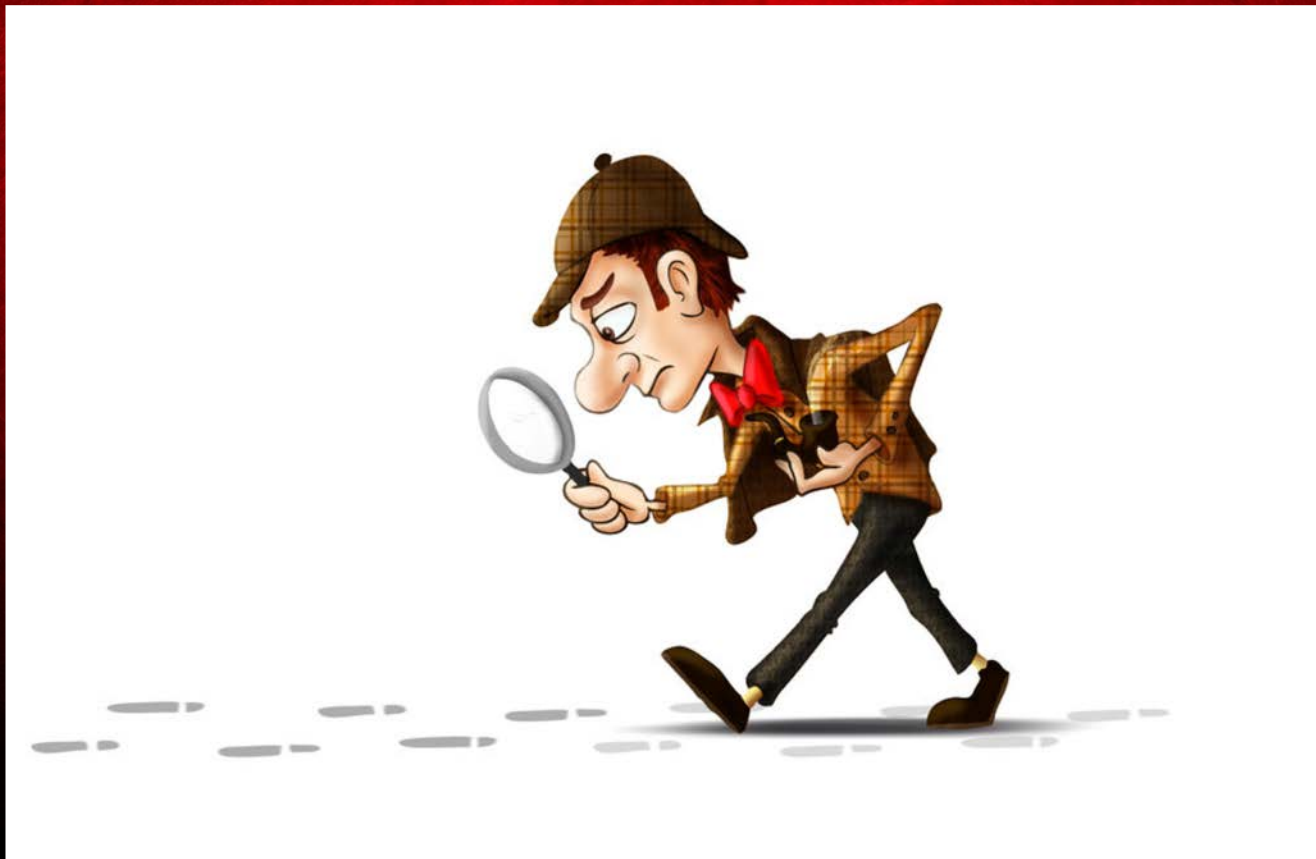
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"Ha ha ha, Biff. Guess what? After we go to the drugstore and the post office, I'm going to the vet's to get tutored."



**An effective listener is an investigator looking for clues that reveal the truth.**





# Key Words or Phrases to Listen for.

- I'm sad
- I'm happy
- I'm hopeless
- Life is difficult
- I'm angry
- I feel so alone
- I want to die
- I want to give up
- No use going on
- What's the point
- Why bother
- I give up
- I'm bitter
- I'm resentful





# **The Art of Asking Timely Questions.**

8/6/12

**Questions are based on the speaker and seeking to give them opportunity to share more.**

- It focuses on what the speaker has already said.**
- It takes into account the feelings of the speaker.**
- It takes into account the content of the speaker.**
- It takes into account the unspoken behavior of the speaker.**
- It is a non-threatening means of giving the speaker freedom to respond.**
- It is open ended inviting more conversation.**



## **Examples of timely questions:**

**“You said you feel that your life is hopeless and you want to give up. Would you like to find real hope?”**

**“You sound like you are ready to take a risk with your life to something meaningful. What would that look like?”**

**“You said you feel like dying. What happens after that?”**



## Timely Questions:

*You are attempting to use their content and feelings to help them look deeper and more profoundly at their life and purpose!*





# **Listen for Transitional Statements to the Gospel:**

- **I wish I knew my purpose.**
- **Why was I born?**
- **Why won't God help me?**
- **I'm afraid to die.**
- **What's the point?**
- **I don't see a light at the end of the tunnel.**



# **Your Challenge and Invitation**

8/6/12

- **Would you like an answer?**
- **Would you like to know for sure?**
- **I found the answer and I'd be glad to tell you when you want to know.**

**FUNDAMENTAL TRUTH:**  
**Until they want Jesus you**  
**cannot give Him to them!**



# The Best Thing You Can Do In Witnessing?





**Be honest.**

**Listen Actively.**

**Listen for the Holy Spirit.**

**Ask good questions.**

**Expect them to reveal a need.**

**Pick up on that need and follow it.**

**Ask them if they would like to know how to have that issue resolved.**

**Share what Jesus did for you.**

**Share the ARC.**

**Invite them to ask Jesus into their life.**

**Give them your name and number.**

**Invite them into discipling.**



# What is a Christian Worldview?

A Christian worldview, is a comprehensive conception of the world from a Biblical Christ centered understanding.





**Every worldview,  
Christian and non-  
Christian, deals with  
at least these three  
questions:**



**Where did we come from and why are  
we here?**

**What is wrong with the world?**

**How can we fix it?**



# **A Biblical Christ-centered Worldview** **answers these three questions:**

8/6/12

**We are God's creation, designed to govern  
the world and fellowship with Him  
(Genesis 1:27-28; 2:15).**

**We sinned against God and subjected  
the whole world to a curse (Genesis 3).**

**God Himself has redeemed the world  
through the sacrifice of His Son, Jesus  
Christ (3:15; Luke 19:10), and will one  
day restore creation to its former pristine  
state (Isaiah 65:17-25).**



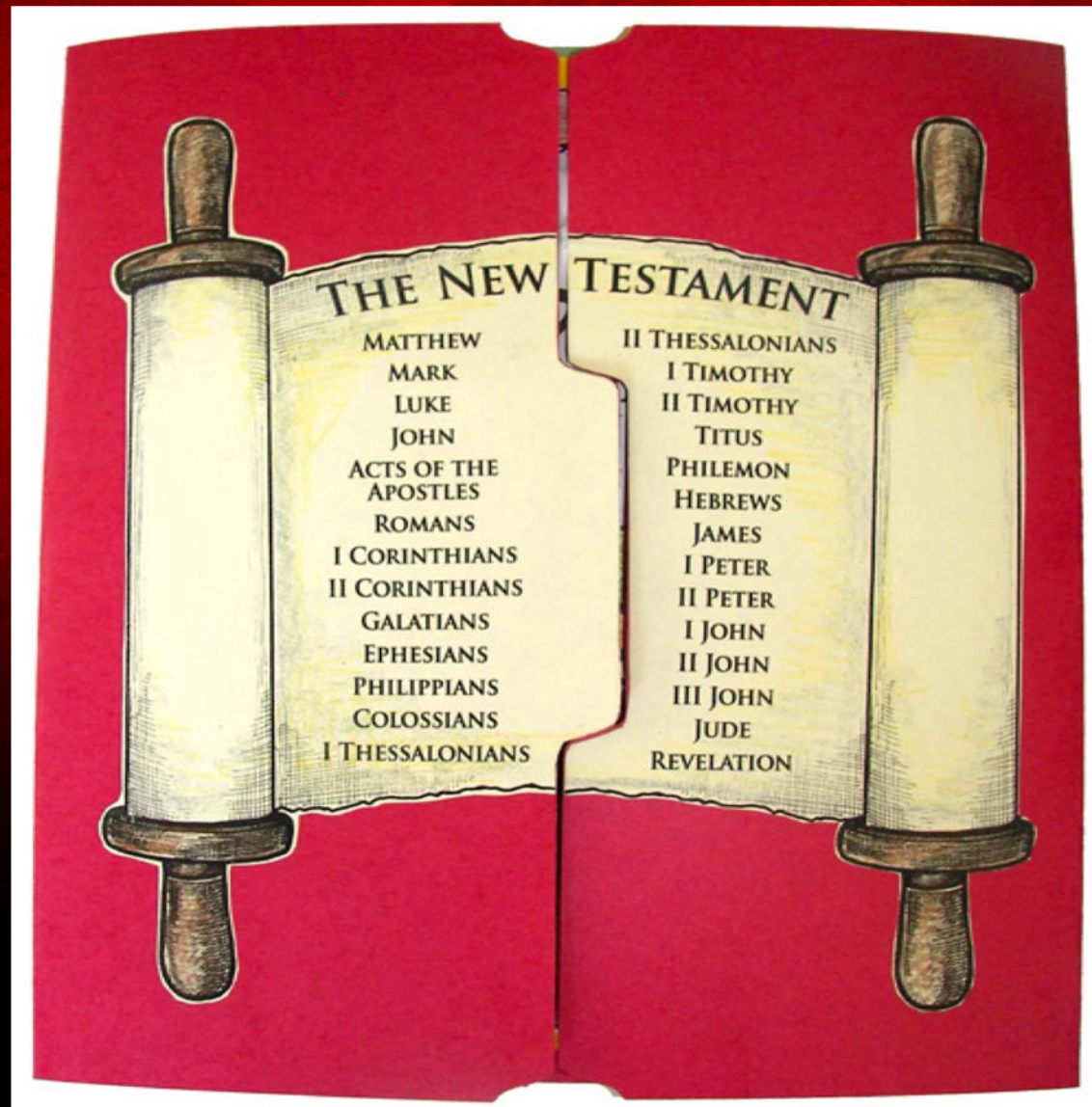
## Identify the Worldview in John 3:16-17

*16 “For God so loved the world, that he gave his only Son, that whoever believes in him should not perish but have eternal life.*

*17 For God did not send his Son into the world to condemn the world, but in order that the world might be saved through him.*



# Memorizing the Complete Gospel Message in Five Minutes or Less! Honest!!





# A.R.C.





# A. R. C.

***A** = For **ALL** have sinned and fallen short of the glory of God. Romans 3:23*



4 All





# A. R. C.

**R=REPENT** and be baptized, every one of you,  
in the name of Jesus Christ for the forgiveness  
of your sins. Acts 2:38



&



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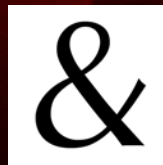




# A. R. C.

**C**=If you **CONFESS** with your mouth, “Jesus is Lord,” and believe in your heart that God raised him from the dead you will be saved. Rom. 10:9

If U





# **Prayer of Commitment**

## **A.B.C.D.**

**A-I Accept** what the Bible says about my sin and repent.

**B-I Believe** that Jesus is the one and only Savior.

**C-I Commit** my life and eternity to Jesus.

**D-I Decide** today to be a life-long **Disciple** of Jesus Christ.





OK.  
Now what?





**Only half the  
work is done!  
It is now time to  
disciple the new  
believer.**





# Discipleship: The Process!

1. Invite them each week to worship!
2. Keep asking if they don't come right away.
3. If they do come introduce them as many believers as possible.





# Discipleship: The Process!

**4. Make every attempt to meet with them once a week around a tool for study.**

## I RECOMMEND





# Discipleship: The Process!

**21 Day Challenge**  
**(Free PDF download at**  
**[www.toeternity.org](http://www.toeternity.org))**



# Questions?