

# REACHING PEOPLE YOU DON'T KNOW



*For key church leaders and their passionate evangelisers*

## 1. Bridging the Divide

**What's with the tension between Pastors and Evangelists?**

### *Discussion goal*

To help the group members get to know each other, while establishing a group environment in which everyone has opportunity to contribute.

### *Tip for group facilitator*

Remember to invite quieter members to contribute, and to encourage others to listen carefully when they do speak. During the series, if some are more talkative than others, through private conversation invite them to work with you to draw the quiet ones out, so everyone feels involved.

### *Opening*

1. What would you love to do for the gospel with your life? What is your biggest dream, related to the gospel?
2. What would you say is the boldest thing you have done so far to help people connect with Christ? How did it go?
3. How strong would you say you are with regard to evangelism, and why?

### *Discussion*

4. Is this tension between the evangelists and some local churches real for you? Share some of your experiences, and how you have responded to them.  
— (If you are still on a healing journey from a bad experience, be careful how you tell your story, and consider avoiding mention of the names of churches, people and places involved).
5. Tell us about your positive experiences in working in evangelism with your local church.

### *Application*

6. What do you personally hope to get out of this series? In what areas can you see that you might need to grow or learn to become more effective as a witness for Christ? (Set a personal goal)
7. What do you think that we could accomplish in our community if we worked together as a team to reach out with the gospel?

*Pray together.*

# REACHING PEOPLE YOU DON'T KNOW



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## 2. The way forward

How can we work together?

### *Discussion goal*

To hear and understand each others experiences and hearts regarding past tensions, and, with God's grace, to begin to help one another to find and choose responses to these tensions that are best and right.

Before watching the video

- Welcome and prayer
- Recap lessons and personal takeaways from the previous tutorial.

**Watch video**

### *Opening*

1. Have you ever made an embarrassing mistake, and needed to go and apologise afterwards? What happened?

### *Discussion*

"Therefore, if you are offering your gift at the altar and there remember that your brother has something against you, leave your gift there in front of the altar. First go and be reconciled to you brother; then come and offer your gift." Matthew 5:23

2. To summarise the video: Can you recall some of the suggestions given for pastors, and then those for evangelists? Do these make sense to you?
3. Last session we shared some of our good and not-so-good experiences in relating across the 'pastor-evangelist divide'. Sometimes these experiences affect us. In reflecting on this, can any of you see anything further that you could do to better resolve a past tension, and/or its effects upon you?
4. Have any of you been involved in trying to resolve a tension between a pastor or church and an evangelist? What happened as a result? (This allows for success and failure stories to be shared and learned from)
5. Negative attitudes can become ingrained in all of us if we have a few experiences in a row that reinforce them. What do you think are the keys to overcoming negative attitudes? Can you think of any examples in your lives where you have battled and succeeded in overcoming a strongly ingrained emotion or attitude?

# REACHING PEOPLE YOU DON'T KNOW



6. Optional question: What if a church is truly negative toward the evangelists within it? What if having a respected and healthy team of evangelisers in a church is not possible no matter how much the evangelist seeks to adapt? What is the right response? Share your thoughts

**Important perspective:** We are reminded that our own emotional freedom has nothing to do with what others say and do. It is all about our understanding of who God is, and who we are in relation to Him, ministering faithfully in whatever opportunities He gives.

## Application

7. Is there someone you need to forgive — or ask for forgiveness? Is there someone you need to have a coffee with to reconcile things? Would you commit to initiate this in the next week?
8. Can you see any attitudes you might need to work on?

In smaller groups spend time praying together, and praying for one another.

### FOR PASTORS

Weblink to online sermon and study resource for pastors who want to prepare their members for outreach through the pulpit:

— At [AllTogether.co.nz/resources](http://AllTogether.co.nz/resources) there is a 'sermon' resource that includes sermon outlines for motivating and equipping church members for everyday conversational outreach. Each outline comes with a small group study – because people remember 10% of what they hear, but 40% of what they say. With this approach equipping an entire congregation, year-upon-year, is made easy.

At [AllTogether.co.nz/ATConsulting](http://AllTogether.co.nz/ATConsulting) there is a powerful strategy for pastors, which comes with resources, and the option of support to apply it via subscription. This is purposed to help pastors bring a sustained change to the outreaching culture of their congregations.

# REACHING PEOPLE YOU DON'T KNOW



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## 3. How to establish and maintain a team.

**Working with your Pastor to set up an outreach team**

### *Discussion goal*

To discuss and consider the possibility of starting an evangelism team in your church, what your vision for the group might be and what it could accomplish.

Before watching the video

- Welcome and prayer
- Recap lessons and personal takeaways from the previous tutorial.

**Watch video**

### *Opening*

1. What is one of the most enjoyable teams you have ever been a part of? What made it so enjoyable?

### *Discussion*

"After this the Lord appointed seventy-two others and sent them two by two ahead of him to every town and place where he was about to go... ..Heal the sick who are there and tell them, 'The kingdom of God is near you.'" Luke 10:1,9.

2. Regarding the above verse, why did Jesus send them? What things did their involvement achieve that would not have happened otherwise?
3. Regarding the general idea of having an evangelism team in a local church, what benefits can you think of for having such a group?
4. What sort of things could a group like this (a) do in outreach and (b) do together when they meet to help efforts be enjoyed and sustained? (Make a list – noting the points given in the video-tutorial).

### *Application*

5. Would you be keen on being part of a group like this? If so,
  - (a) who is going to talk with your pastor to her his/her thoughts on this?
  - (b) If a group were to start, how often would you like to meet as a group, and how often would you like to outreach together?

Spend some time praying together for God's help, that you would be effective as witnesses for Him, and in helping others become so as well.

# REACHING PEOPLE YOU DON'T KNOW



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## Session 4: What's your approach?

**An honest look at an important issue that divides**

### *Discussion goal*

To understand the differences, strengths and weaknesses of the two approaches discussed, and for each individual to identify an area of weakness in which they could try to grow.

Before watching the video

- Welcome and prayer
- Recap lessons and personal takeaways from the previous tutorial.

**Watch video**

### *Opening*

1. Have you ever lived with someone who had a personal habit that really annoyed you?
2. Do any of you have a personal habit that you know really annoys someone else?
3. On a scale of 1 to 10, with 10 representing good, how good would you say you are at in dealing with conflict and differences? Maybe a couple of group members could briefly explain their answer.

### *Discussion*

“When Peter came to Antioch, I opposed him to his face, because he was clearly in the wrong. Before certain men came from James he used to eat with the Gentiles. But when they arrived, he began to draw back and separate himself from the Gentiles because he was afraid of those who belonged to the circumcision group... ..When I saw that they were not acting in line with the truth of the gospel I said to Peter...” Galatians 2:11-14.

Paul felt that Peter's actions were misrepresenting the gospel.

4. To revise, what were the two camps discussed in today's tutorial? How are these two camps different? What are their strengths and weaknesses?
5. Where do you think you are on this spectrum, and why? What are the strengths of your approach – and in what are the weaknesses?

# REACHING PEOPLE YOU DON'T KNOW



## Application

6. Stu suggested that we should preach the full gospel in a positive, modern and appropriate way. In what ways or areas could you improve in your presentation of the Christian message to others? Do you know the key ingredients of the gospel? Would you benefit from studying what the 'full gospel' is?

Pray for one another – and for your evangelism team, that God will help you come to a clear vision so your service to Him is enjoyable for you as a team, and that your communication of the gospel will continue to be increasingly clear and fruitful.

# REACHING PEOPLE YOU DON'T KNOW



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## Session 5: What we say and how we say it

Communication keys to presenting the Gospel well

### Discussion goal

To understand the issues connected with the use of jargon, unclear Scripture quotations and the use of an inappropriate tone or manner, and to reflect together upon where each member could work to improve their communication.

Before watching the video

- Welcome and prayer
- Recap lessons and personal takeaways from the previous tutorial.

Watch video

### Opening

1. Have you ever had someone try to explain something to you, but you really couldn't make any sense out of what they were saying? What happened?
2. Each think of someone (other than family) who makes you feel really good about yourself – or someone who leaves you feeling drained. What is it about a person that makes others around them feel good about themselves – or drained?

### Discussion

*"...Then you will win favour and a good name in the sight of God and man."* Proverbs 3:4

*"And Jesus grew in wisdom and stature, and in favour with God and men."* Luke 2:52.

3. What were the three points in today's tutorial? Briefly explain the issue connected with each point (The three points are 1. Avoid Christian jargon, 2. Avoid quoting scripture, 3. How we say it is important).
4. Do you agree with these points? Why, or why not? (Or, to what extent, and why?)
5. How would you rate yourselves in each of these three areas of communication on a scale of 1 to 10? Discuss.

# REACHING PEOPLE YOU DON'T KNOW



6. What do you think of the idea of giving each other feedback over the coming months on these areas when you hear another team member talking with a non-Church person and can see a way in which they could improve? If you do, how might you best go about this so as to not cause offence?

## *Application*

7. In which of these areas do you most need to learn or develop, and why?

Spend time in prayer together.

# REACHING PEOPLE YOU DON'T KNOW



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## Session 6. The Conversational Approach

Keys to effectiveness in a post-modern multi-religious society

### *Discussion goal*

To understand the conversational approach, its values, and to practice some questions we could start with.

Before watching the video

- Welcome and prayer
- Recap lessons and personal takeaways from the previous tutorial.

**Watch video**

### *Opening*

1. Tell us about someone you know who is a great conversationalist. How do they make you feel when you talk with them?

### *Discussion*

“My dear brothers, take note of this: Everyone should be quick to listen, slow to speak and slow to become angry...” James 1:19.

2. What do you think are some of the keys to a great conversation? (Think back to some great conversations you have had).
3. What do you think of the conversational approach Stu suggested?
4. How might this be different to the way some of us might have previously engaged non-Church people in spiritual conversations? Can you see how or why this would work for people in today's society? Explain.
5. Try to recall the three great questions given to turn a conversation.

# REACHING PEOPLE YOU DON'T KNOW



## Application

6. Consider together (maybe as a role play) how these questions might work if a non-believer said the following:
  - (a) "I think all religions are the same." (E.g. your first question might be, what do you mean 'the same'?)
  - (b) "Hasn't the Bible been proven unreliable?"
  - (c) "I'm not convinced we can know God."
  
7. What will you take from today's tutorial to try out when opportunities present themselves?

Spend time praying together for your group, your church, and those you would like to reach out to.

## Weblink to online tutorial resource for use with church members

The 'Because we care' video series can be viewed for free online at [AllTogether.co.nz/equipping-videos-members](http://AllTogether.co.nz/equipping-videos-members). Videos in this series are good for use with church members who are not naturally or actively evangelistic. They suit use in weekend services, or for discussion in church small groups. Studies for download can be found beside the videos online.

## For reflection

When next reading through the Gospels, take note of how often Jesus initiated conversations using a question. His method in ministry was often to (a) ask questions (b) with an ear open to the Spirit. It is a timeless approach that can work in all cultures.

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## Session 7. Gospel tools

Hacks, Tracts and Apps

### Discussion goal

To help group participants to become aware of a range of gospel tools, so they can investigate them further, and consider their use.

### Preparation for this session

Ask one or two group members to investigate one of the tools or websites suggested, so they can introduce the group to it *within 5 minutes*.

Before watching the video

- Welcome and prayer
- Recap lessons and personal takeaways from the previous tutorial.

Watch video

### Opening

1. What do you believe to be the most useful tools for building or cooking or construction that is in existence on planet earth today? Why do you think it is the most useful?
2. If you were to be deserted on an island for one year, what tools would you want with you to aid your survival?

### Discussion

“By the grace of God given me, I laid a foundation as an expert builder, and someone else is building on it.” 1 Corinthians 3:9

There is expertise involved in ministry and communication. As in anything we do, tools help. Today we will look at a few of the tools mentioned in this session – and a few of our own.

3. What are the advantages of using a gospel tool? Are there any disadvantages?
4. What different kinds of gospel tools might be useful?
5. What gospel and discipleship tools are you currently aware of and using? Share these with one another, for awareness of the tools group members are already familiar with.
6. All the tools mentioned in this session are listed at [TrainToProclaim.com/tools](http://TrainToProclaim.com/tools) and summarised below. Have 2 or 3 members introduce the group to one of the mentioned resources:

# REACHING PEOPLE YOU DON'T KNOW



## SOCIAL MEDIA AND WEBSITES

- i. FaceBook
- ii. [answersaboutlife.com](http://answersaboutlife.com) - the Gospel in 7 video plus answers to questions/objections
- iii. [YesHels.com](http://YesHels.com) - a wide range of witnessing videos
- iv. [10DayChallenge.co.nz](http://10DayChallenge.co.nz) - gospel, testimony, Faith Q&A and a discipleship course
- v. Chatrooms
- vi Website cards can be used to pass on these web-links

## TRACTS AND DVDS

- vii. [gospel-outreach.org](http://gospel-outreach.org) - Gospel Tracts
- viii. [BigBookPublishing.co.nz](http://BigBookPublishing.co.nz) - Gospel booklets
- ix. [traintoproclaim.com/g7video](http://traintoproclaim.com/g7video) - Gospel DVD's

## APPS

- x. [traintoproclaim.com/g7app](http://traintoproclaim.com/g7app) - For various portable devices
7. It is said that a tool is only as good as the person who uses it. With regard to evangelism, do you agree, and why? Have you seen a good tool used badly?
8. How much is the purchase of a suitable gospel resource for a specific occasion worth (as distinct from how much they cost)? How important is it (on a scale of 1 to 10) that we have tools on hand to use with a variety of people, in a variety of situations, and why?

## Application

9. What tools that we saw today are you going to investigate online, download or order some samples of? When?

Spend time in prayer together.

# REACHING PEOPLE YOU DON'T KNOW



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## Session 8. Street and Festival Conversations

Making 'Cold turkey' evangelism work

### *Discussion goal*

To summarise keys to more effectively engage people we don't know in meaningful conversation – whether on the streets, at shows and festivals, or elsewhere.

Before watching the video

- Welcome and prayer
- Recap lessons and personal takeaways from the previous tutorial.

**Watch video**

### *Opening*

1. Have you ever had a salesman try to sell something to you – and you felt offended by their approach?
2. Have you ever talked with someone selling something, enjoyed it, and then quite happily bought something?
3. What was the different between the two?

### *Discussion*

"...I have become all things to all men so that by all possible means I might save some." 1 Corinthians 9:22

4. How important is it that we 'adapt' to relate well to different people? Where is the line between adapting to relate well, and being insincere? Shouldn't we just be ourselves?
5. To revise the tutorials content, could one or two people briefly explain each of the following points:

# REACHING PEOPLE YOU DON'T KNOW



- (i) Feel the fear
  - (ii) Never let the conversation turn to confrontation
  - (iii) Don't let anything about you put them off hearing the gospel
  - (iv) Keep it interesting
  - (v) Connect on the same emotional level as the person you are talking with
6. Regarding how we choose who we will try to initiate a conversation with, what points were mentioned? How do people in your group choose who they talk with?

## *Application*

7. On a scale of 1 to 10, how much fear do you feel when you think about initiating conversations about spiritual things with people you don't know?

What do you think you could do in the coming months to help you overcome that fear a little more?

8. What can you take away from this session to improve the way you connect with people and communicate the gospel?

Spend time in prayer together

# REACHING PEOPLE YOU DON'T KNOW



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## Session 9. Door-to-door conversations

**Approaches that are working well today**

### *Discussion goal*

To see the many opportunities that we have to connect with non-church people, and apply lessons learnt in our own efforts to visit people in their homes.

Before watching the video

- Welcome and prayer
- Recap lessons and personal takeaways from the previous tutorial.

**Watch video**

### *Opening*

1. Did any of you have any great opportunities to share faith over the past few weeks? Tell us about them.
2. Have any of you participated in door-to-door conversations? Tell us about it. How did you connect? How did it go?

### *Discussion*

"And every day both in the temple courts and from house to house, they did not stop teaching and proclaiming the good news that Jesus was the Christ." Acts 5:42

In this verse we see the disciple's great zeal, proclaiming the good news, and visiting people in their homes to connect and have conversations about it.

3. What were the two types of door-to-door outreach, and the difference between them?
4. Why is the way you introduce yourself so important?
5. Discuss how you might introduce yourself when visiting someone on your church roll ('visitation').

# REACHING PEOPLE YOU DON'T KNOW



6. Discuss how you might introduce yourself when visiting someone you do not know or have a connection to in your community ('cold calling').

## *Application*

7. Discuss the opportunities you see in your community, and in connection with your church, to visit people in their homes to engage in relaxed and caring spiritual conversation.
8. Who would be keen to be involved in a team effort to systematically go door-to-door around our churches neighbourhood/suburb? (Note, those with more experience can mentor the newer ones in this).

Spend time praying together

**Weblink to a great door-to-door training session online:** Click on session 14 at [AllTogether.co.nz/equipping-videos-members](http://AllTogether.co.nz/equipping-videos-members) to hear tips from a Presbyterian minister in New Zealand who regularly visits homes in his suburb.

# REACHING PEOPLE YOU DON'T KNOW



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## Session 10. Making the difference

**We have an opportunity to change the world!**

### *Discussion goal*

To bring together all that has been discussed and learnt, to focus on what your team in your church will do.

Before watching the video

- Welcome and prayer
- Recap lessons and personal takeaways from the previous tutorial.

**Watch video**

### *Opening*

1. Have any of you had some great opportunities to share faith recently? Tell us about them.
2. If you could achieve anything for God with your life on earth, what would you want that to be?

### *Discussion*

“However, I consider my life worth nothing to me, if only I may finish the race and complete the task the Lord Jesus has given me – the task of testifying to the gospel of God’s grace.”  
Acts 20:24

3. What are your personal goals for evangelism?
4. What have you learned from this series, and how has that helped you?
5. To revise: What would be the benefits of applying what has been discussed in this series as part of a team, as compared to doing this alone?

# REACHING PEOPLE YOU DON'T KNOW



## Application

6. Do you think that your discussion group could continue to function as an evangelism team?
  - If so, discuss how often you would meet, how often you would outreach, and the focus of your outreach efforts together. (Ensure that every person gets to contribute their thoughts and hopes to the discussion).
  - If not, in what ways are you going to apply what you have learnt?

“This is not a dress rehearsal! ...What we choose in this area will echo for all eternity.”

Spend time praying fervently together (Acts 4:29-31)

### FOR PASTORS

Weblink to online sermon and study resource for pastors who want to prepare their members for outreach through the pulpit:

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