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Unless otherwise stated, all Scripture quotations are taken from The Holy Bible, New King James Version, 1982, Thomas Nelson, Inc.

## Acknowledgements

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# Read Me First

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Welcome to the course! We praise God that you've taken this step. Gospel in 7 has specifically been designed to equip normal, everyday Christians (in other words, all believers) to biblically and lovingly share the wonderful Gospel of Jesus Christ with anybody. This could be a family member, friend, co-worker, neighbour, person sitting by them on a train or random people on the street. Opportunities arise everywhere. Hundreds of thousands of people have already been reached using The G7 and we hope you too join with us. And why not host a group to help mobilise others to be equipped and active in the Great Commission? The results of this could be eternal!

There are two "sermon" videos that come with the course. They are designed to be viewed or for someone to preach a similar content in the sermon time during the Sunday church service. They awaken hearts to the need for evangelism, encourage people to come to the sessions and lay a foundation for the course. If you are not doing this as a church, you or your group can watch these as an extra session before you start at [www.traintoproclaim.com/g7online](http://www.traintoproclaim.com/g7online)

Gospel in 7 naturally runs itself so to do this as a group doesn't require a 'leader', just a willing host/facilitator. This just means making sure the DVD is ready to play, asking the discussion questions and keeping the group focused and on track in order to finish on time.

Each session is designed to take around an hour including video, practice and quiz/discussion questions. The actual length of the video sections and suggested time frames for the non-video sections are noted within each section. But this course is very flexible and you can tailor it to your group. Discussion times will vary from group to group, and participants may prefer just to engage in the conversation orally rather than writing down answers in their manuals. Facilitators could give out some fun rewards each session for those that have memorised the bible verse from the previous session and/or for

completing certain goals or tasks. If you are unsure of any of the answers, then refer to Appendix 3 at the end of the manual.

Most sessions have the following components and follow the same basic format:

- Open in prayer.
- Get someone to read the 'Bible Passage' and 'Quote for the Week'
- Watch the Video: Any 'Learning The G7' section will normally require you to have your G7 on hand. Any 'Theology' section will require filling in the blanks in the manual while watching the video.
- Practice what you've learned with each other (or on your own if you're by yourself) for the designated time or until you feel happy with your progress.
- Complete the Quiz/Discussion questions.
- Pray to finish and emphasise the importance of completing the BNS - "Before Next Session" as the following session utilises the skills you have practiced and builds on this.



# Session 1

## Why Evangelise?

### **BIBLE PASSAGE**

*“And He said to them, “Go into all the world and preach the gospel to every creature.”*

— Mark 16:15

### **QUOTE FOR THE WEEK**

*“What is ‘evangelism’? ... The root of the confusion can be stated in a sentence. It is our widespread and persistent habit of defining evangelism in terms, not of a message delivered, but of an effect produced in the hearers.”*

— J I Packer, *Evangelism and the Sovereignty of God*, IVP, 1991, p37

Video 0:00 – 22:34

## QUIZ/DISCUSSION PART 1

1. Is it important to define Evangelism? Why or why not?

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2. What is Evangelism?

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3. Is it important to define the Gospel? Why or why not?

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4. What are the five key ingredients of the Christian Gospel?

1. 

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2. 

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3. 

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4. 

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5. 

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5. What should be the number one reason for sharing our faith?

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Video 22:34 – end (fill in during video)

- We are in a \_\_\_\_\_ battle.
- Our ultimate fight is for the \_\_\_\_\_ of \_\_\_\_\_ and \_\_\_\_\_ for the glory of God.
- The most powerful message given to us is the \_\_\_\_\_ .
- Every ministry in church should have equal priority. True / False?
- Millard Erickson says that Jesus regarded evangelism as the \_\_\_\_\_ for the disciples being.
- The greatest gift we can give to the poor is actually the \_\_\_\_\_ .

## QUIZ/DISCUSSION PART 2

6. What is the number one priority of the Christian Church?

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7. What things have instead been made a priority over evangelism in many churches?

1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

8. What can we do to make evangelism the number one priority in the Church again?

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## SCRIPTURE REFERENCES

Mark 16:15,

Luke 15:10,

John 4:1-26,

Eph 6:12,

2 Cor 4:14-15,

1 Cor 13:1-13

## BIBLIOGRAPHIC REFERENCES

Millard J. Erickson. Christian Theology. Baker Book House. 1985. 1052

### BEFORE NEXT SESSION (BNS)

1. Memorise how to start off from your G7. The Quiz Intro for 'People Who Know You' and 'People Who Don't Know You'.
2. See if you can memorise the Bible Passage.
3. Read the following article:

# Why we say what we say in the Introductions

The following explains line by line why we say what we say in the Quiz Intro. When approaching strangers, we need to give them more information than we do for someone who knows us. So although the introduction explained below is based on one that you would use with 'People who Don't Know You', you will see within this similar wording for the introduction for 'People Who Know You', and the same reasoning applies for both.

## Manners – Me – Mission

### **Manners**

***“Excuse me.”*** To be polite and get attention. If we already have eye contact, we would greet them with the likes of “Hello” or “Hi”. Remember not to go onto the next line until you have their attention (eye contact).

***“Can you help me with something?”*** People love to help others and we also want to put them in the position of power; i.e. we are humbling ourselves by asking for help. Are they helping us? Yes. Firstly, they are giving us their time, and that needs to be appreciated. Secondly, they are helping us build bridges between the church and the world. Thirdly and most importantly, we have a goal of preaching the Gospel to everyone in the world. We can only achieve this if people give us their time and attention in order to listen to the Gospel. They are greatly helping us, often more than they know. Ironically, we are also helping them; giving them the words that lead to eternal life. This is a wonderful thing for both parties!

***“[Do you mind if I have a seat?]”*** Optional; only if they are sitting and you would feel like you are intruding by just plonking yourself down beside them.

## Me

**“My name is .....**” You are opening up to them; encouraging them to be open to you and being transparent about whom you are and what you are doing.

**“I work with mainstream churches”** All the Christian churches are working together to see the Gospel go out into all the world. Even with The G7 presentation alone, there are people from over 100 different denominations that have been trained and we all work together for the same cause.

**“like Anglicans, Baptists, Presbyterians...”** These are just examples of the many churches we are working with but they are examples that people are familiar with. They’ve been around for a very long time and are considered “safe”, not out on the fringes and generally have a good reputation in the community. We are putting people at ease; in essence saying, “We aren’t Jehovah’s Witnesses or Mormons or from any other cult or fringe group.”

If the person knows you then you’d just say “I’m doing something with church”, because they already know you’re a Christian and not some cult member.

**“nothing weird, so you can just relax.”** We are putting people at ease, helping them to put us into an appropriate box, the box of the known and accepted. We also want them to put down their guard. When you say this with a smile they will normally smile back or laugh.

## Mission

***“This is the latest thing.”*** People love to hear and see the latest thing.

***“Most people really enjoy this”.*** Again, an encouraging comment to build their enthusiasm to go through the presentation. Most people think “If others enjoy this, then I’ll probably enjoy it too!”

***“All we do is ask you 10 quick questions.”*** Notice this ISN’T a survey and it isn’t implied so as not to mislead.

***“give you a score, analyse it, and then.”*** The

extremely important. If you leave it out it sounds like you can do everything, including the questions, in six and a half minutes (some people take longer than that just on the questions).

***“for about 5 ½ minutes I will give you the best definition you have ever heard of what a Christian is.”*** About ‘5 mins’ has been used many times with me for things that take considerably longer. Saying 5 ½ minutes shows that we know how long this will take making it more likely for people to engage. The presentation shows the problem, the solution to our problem, and then the response to Jesus – becoming a Christian. We describe what a Christian isn’t and then reveal what a Christian really is. This is a comprehensive and refined definition of what a Christian is. It is extremely unlikely that they would have heard a better definition, I am not sure that I have!

Notice the change from “we”, at the beginning of this sentence, to “I”. We are associating what we are doing with the others that are doing it, but saying that ‘I’ personally will be taking you through the best definition of what a Christian is.

***“here’s the first one ...”*** Notice that this isn’t a new sentence; we go straight into the first question. This isn’t to steamroll people into doing it, but because we want and expect people to do this with us. People will ride on your enthusiasm, encouragement and expectations. If you don’t think people will do it with you, then you will project that through your body language and sound of your voice. The more positive you are, the more positive they will be. Try to relax when saying the introduction. The more breezy you are, the more relaxed they will be.

## What do you want to know from any stranger who approaches you?

When someone rings you up on the phone or approaches you in the street, you'd probably want to know four things. Their name, who they are working with, what they want to talk to you about and the biggie – how long it will take!!! A lot of people don't give out all of this information, which is frustrating and causes negativity to being approached (which reinforces the 'Individualistic societal model' we live in). No one wants to be conned or tricked into doing something. That's why we use this introduction, to be upfront with people right from the outset and say who we are, who we are working with, what we are doing and how long it will take. We aren't conning anyone; we are being upfront and honest. If someone doesn't want to do it, that is fine, just say, *"Thanks anyway, have a great day"*. Don't force it; the timing just may not be right. Being positive and loving will create a more positive impression for the next time that person is approached.

Hopefully this helps you to understand why each line of the introduction has been constructed the way it has been. It is intentional and well worded and has been tried and tested with literally hundreds of thousands of people. It works! For this reason, try to memorise it as accurately as possible. You may want to adapt the introduction to suit yourself, but try this first as it has been proven to work and then experiment later if you would like. Accuracy is also important because changing even one word can change the whole meaning or heart behind what we are doing. For example, *"I work with mainstream churches ..."*, if you change just one word to *"I work for mainstream churches ..."* then your whole motivation is in question. And how are you employed by so many churches at once? Then their mind is thinking about this and not what you are saying from there on. Only one word different, but can make a big difference!



# Session 2

## Breaking the Ice

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### **BIBLE PASSAGE**

*"... I have become all things to all men, that I might by all means save some. Now this I do for the gospel's sake, that I may be partaker of it with you."*

— 1 Corinthians 9: 22b -23

### **QUOTE FOR THE WEEK**

*"Don't wait for a feeling of love in order to share Christ... so take those first steps in evangelism because you love God. It is not primarily out of a compassion for humanity that we share our faith or pray for the lost; it is first of all, love for God."*

— John Dawson, *Taking Our Cities for God*, Creation House, 1989, pp208-9

### Video (0:00 - 11:41)

- » Overview of the 7 Principles of The G7
- » Body Language
- » Different Witnessing Scenarios

## PRACTICE TIME

- Choose the right introduction and roll play using these scenarios:
- Family member sitting on the couch alone
- Co-worker with 10mins spare time in a tea break standing having a smoke outside
- Someone sits beside you on the train and has 15mins before their stop
- Total stranger sitting alone on an evangelism seat

### Video (11:41 - 22:00)

Watch — The Ice Breaker, How to Build Rapport

## PRACTICE TIME

Practice the Quiz (10 questions) — in pairs if possible.

**Self Evaluation:** Did you feel like you really connected with your partner? Did you build rapport? Did you remember to ask their name and use it during the questions? Did you fill out any silences?

## QUIZ/DISCUSSION

1. Why is it important to be confident with your introduction?

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2. Is it important to have a connection with someone before you share your faith with them? Why or why not?

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3. How long does it need to take to build that connection?

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4. What is the main purpose of the "Quiz"?

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5. What could you say to the person you are sharing with to build rapport?

If a high score?

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If a low score?

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6. What if someone says “yes” instead of responding with a number?

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7. What are 3 body language keys that you need to be aware of?

1.

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2.

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3.

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## BEFORE NEXT SESSION (BNS)

1. Practice with 3 people the Introduction and Quiz (10 questions)
2. See if you can memorise the Bible Passage.
3. Read the following article on friendship evangelism:

# Friendship Evangelism

I think friendship evangelism is an ideal form of evangelism. An environment of trust is established, there is a basis for mutual sharing on a deep level and on-going contact lends itself perfectly to journeying with people.

**However, there are potential weaknesses.** Sometimes ‘friendship evangelism’ can be a smokescreen for our inability to, or fear of verbalising the gospel. And often what is called ‘friendship evangelism’, is actually just friendship, because there is no evangelism (sharing the Gospel) happening at all.

## But don't we have to earn the right to speak into a person's life, getting to know them first?

This sounds right on the surface, but is actually very unbiblical. Consider the following:

1. The question assumes that until we are someone's friend, we do not have the right to love them with the gospel. But Jesus said ...

*“... all authority in heaven and earth has been given to me.  
Therefore, go ...”*

— *Matthew 28:18-19*

The right to proclaim the gospel to all people whether they are our friends or not has already been given by God. We do not need to earn the right to speak into someone's life about Christ. On the contrary, we have been commanded to do so.

2. It excludes most of the world from hearing the gospel. Jesus said ...

*“Go into all the world ...”*

— *Mark 16:15*

Does “all the world” actually really mean just people we know?

3. This type of thinking assumes that it is relationship with the unchurched person that determines success in evangelism.

*"... the gospel is the power of God for the salvation of everyone who believes ..."*

— Romans 1:16b

Without doubt, friendship is a great help in the journey of conversion but it is ultimately the Holy Spirit, who works best through the Gospel, that brings success in evangelism.

## But what about all the research that prove it is the best way?

Statistically most people come to faith in Jesus through a friend or family member. But if the majority of our evangelistic activity is focused principally on reaching people who are our friends then isn't it only logical that the research would show this? If there is only one horse in the race ... All the statistics show is how we are currently operating, not necessarily whether this is the best way.

Other research\* shows that most people who come to know Christ need five to seven positive experiences of Christianity. In other words, we ought not to quickly attribute the success of the conversion to the family member or friend who is often the last link in the chain, but rather to God working through all of these 5-7 encounters. If one of these encounters is a clear hearing and understanding of the gospel then there is a much greater probability of conversion. Why? Because people need to know how to be saved in order to be saved and this comes through understanding the Gospel. They are not going to understand this through 'osmosis', just because they 'hang around' a Christian friend.

\* (Laurance Singlehurst. People Sensitive Evangelism. Crossway Book. 1995. p26)

# Logistical limitations with Friendship Evangelism

Let's take Australia as an example. Say there are 1,000,000 real Christians in Australia. Assume they each know five non-Christians with whom they are developing friendships. If we only evangelise with our friends, we are only reaching out to 5 million people in a population of 24 million. Who is going to evangelise the other 19 million lost Australians with the gospel?

There are other groups in our society battling for the loyalty of peoples worldview. And they are militant. With the Christian voice being almost non-existent, this is of grave concern. Someone is going to win their hearts. Many will not even hear of Christ if we restrict our sharing only to friends.

Furthermore, it is fair to say that many Christians don't have five non-Christian friends who they are actively evangelising. And some Christians who do have non-Christian friends will not share the gospel with them because they don't want to lose their friendship.

## Key Points

- The ideal environment for evangelism is to combine friendship **and** sharing the gospel.
- Friendship without sharing the gospel is **not** evangelism.
- Sharing the gospel without friendship however is **still** effective, because the Gospel is supremely powerful, and will do its own work.
- If we limit our evangelism to only our friends, we will **never** succeed in fulfilling the Great Commission.

*“As the rain and the snow come down from heaven and do not return without watering the earth, so is my word that goes out from my mouth. It will not return to me empty but will accomplish what I desire and achieve the purpose for which I sent it.”*

— Isaiah 55:11



# Session 3

## Holiness and the Afterlife

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### **BIBLE PASSAGE**

“For our light affliction, which is but for a moment, is working for us a far more exceeding and eternal weight of glory, while we do not look at the things which are seen, but at the things which are not seen. For the things which are seen are temporary, but the things which are not seen are eternal.”

### **QUOTE FOR THE WEEK**

*2 Corinthians 4:17-18*

*“God’s holiness... stands apart, unique, unapproachable, incomprehensible and unattainable... Holy is the way God is. To be holy, He does not conform to a standard. He is that standard.”*

— A.W. Tozer, *The Knowledge of the Holy*, Harper Collins, 1961, pp104-5

Video (0:00 - 7:25)

- » Watch the principles of the G7, Ratings and Transition.

## PRACTICE TIME

- Ratings, Transition and start of presentation

Video (7:25 - end)

- » L.I.F.E. (Live Interactive Footage of Evangelism)
  - » Theology – Holiness and the Afterlife
- 
- All good evangelism begins with a foundation that is centred on \_\_\_\_\_ , rather than us.
  - The word \_\_\_\_\_ is the simplest and most readily understood synonym for holy.
  - If someone mentions Purgatory or challenges the immortality of the soul it is important not to get into any \_\_\_\_\_ .  
(Delay the discussion until the end if you need to so you get back onto the presentation.\*)
  - When Christians talk about going to Heaven, we are talking about the new \_\_\_\_\_ talked about in Rev 21 that comes out of heaven and onto the new \_\_\_\_\_ .

\* **Note:** A great line to use with anyone who objects to anything is “Ok, that is interesting, I would love to hear more, but let’s continue through this first so I don’t lose my flow”.

## QUIZ/DISCUSSION

1. Referring to the article you read in your BNS from last week, why do you think the commonly taught version of friendship evangelism is appealing to most Christians?

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2. Why are the friendship evangelism statistics misleading?

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3. Which of the following is an example of true friendship evangelism?

- a. Making friends with people
- b. Inviting your friends to church
- c. Baking a cake for your neighbour
- d. Presenting the full message of the Gospel with someone
- e. Either a, b or c as long as it includes d as well

4. What do you say if someone says, "What about Purgatory"?

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5. What do you do if someone says, "I don't believe in Hell"?

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6. Write down the names of at least five friends, family members or co-workers whom you believe to be without Christ.

1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

4. \_\_\_\_\_

5. \_\_\_\_\_

7. As of this moment, how many of those above have you presented the full Gospel to? \_\_\_\_\_

## SCRIPTURE REFERENCES

- Your soul lives on: Dan 12:2; Matt 25:46; Mark 9:47-48; Heb 9:27
- Reward and punishment after death: Matt 23:33; Mark 9:43; Luke 12:5; Rev 21:1-8
- We have all sinned, no one is perfect: Rom 3:23; James 2:10-11
- Without a perfect record we end up in Hell: Rev 21:8

## BEFORE NEXT SESSION (BNS)

1. Practice from the introduction through to “it seems we are all headed
2. for ...{hell}.
3. When out, practice eye contact, smiling and saying “Hello” to strangers.
4. See if you can memorise the Bible Passage.
5. Read the following article:

# Why use the Law in evangelism?

The Law is the means that the Holy Spirit uses to convince people of sin.

*“Therefore by the deeds of the law no flesh will be justified in His sight, for by the law is the knowledge of sin.” Romans 3:20*

It is only when the Law condemns us that we look to Christ to justify us. The Law shows us our guilt before God and stops us justifying ourselves.

*“Now we know that whatever the law says, it says to those who are under the law, that every mouth may be stopped, and all the world may become guilty before God.” Romans 3:19*

The Law defines sin. The Apostle Paul didn't even know what sin was until the Law told him

*“What shall we say then? Is the Law sin? Certainly not! On the contrary, I would not have known sin except through the Law. For I would not have known covetousness unless the Law had said, ‘You shall not covet’”  
Romans 7:7*

The Law was designed for the very purpose of bringing men and women to Christ.

*“Therefore the Law was our tutor to bring us to Christ that we might be justified by faith” Galatians 3:24*

Look at what Charles Spurgeon has to say on the Law:

*Though nowadays we hear of persons being healed before they have been wounded, and brought into a certainty of justification without ever having lamented their condemnation, we are very dubious as to the value of such healings and justifying. This style of things is not according to the truth. God never clothes men until He has first stripped them, nor does He quicken them by the gospel till first they are slain by the law.*

— Charles Spurgeon, *The Soul Winner, Passmore & Alabaster*, 1903, Lecture 1

*“But more, there is war between you and God’s Law. The Ten Commandments are against you this morning. The first one comes forward and says, “Let him be cursed, for he denies Me. He has another God besides Me, his God is his belly, he yields homage to his lust.” All the Ten Commandments, like ten great pieces of cannon are pointed at you today for you have broken all God’s statutes and lived in the daily neglect of all His commands.”*

— Charles Spurgeon, *Sermon 422, Vol7, 1861*

Pretty full on quotes I know! But unless someone realises they are a sinner they have no need of a saviour. In fact, the message of the gospel is foolishness to them, and an offence, because without realising your sin why would Jesus need to die for you? Obviously the G7 is very gentle in bringing this out, and done with humility. “I have done this, have you?” Then we are not ‘holier than thou’ and it is a shared problem whereby we both need a Saviour! We are one beggar showing

another beggar where to get food. People appreciate this humility and the way that this is conveyed.

Once people are convicted of their sins through the Law, they must be called to repent. This is a missing element in many so-called gospel presentations today. Repentance is the gateway to salvation. Jesus said unless you repent you will likewise perish (Luke 13:3, 5). God loves us and is wanting everyone to repent (1 Pet 3:9). See the following quotes on the importance of repentance and next session we will look at this in more detail.

## Quotes on Repentance

### Wayne Grudem

*“Repentance is a heartfelt sorrow for sin, a renouncing of it, and a sincere commitment to forsake it and walk in obedience to Christ... it is clearly contrary to the New Testament evidence to speak about the possibility of having true saving faith without having any repentance for sin. It is also contrary to the New Testament to speak about the possibility of someone accepting Christ as ‘Saviour’ but not as ‘Lord’, if that means simply depending on him for salvation but not committing oneself to forsake sin and to be obedient to Christ from that point on.”*

— *Systematic Theology*, IVP, 1994, p713-4

### A.W. Tozer

*“In every Christian’s heart there is a cross and a throne, and the Christian is on the throne till he puts himself on the cross; if he refuses the cross, he remains on the throne.”*

— *The Root of The Righteous*. OM Publishing, Carlisle. 1995, p64

## Oswald Chambers

*"We have the notion that we can consecrate our gifts to God. You cannot consecrate what is not yours; there is only one thing you can consecrate to God, and that is your right to yourself (Rom 12:1)"*

— *My Utmost for His Highest, classic edition, June 13*

## Mark Driscoll & Gerry Breshears

*"Because God is loving, he has chosen to do so in a way that we could be forgiven and restored to a right relationship with him... Therefore, the proper response to sin is deep, full, true, broken, earnest, devoted, tearful, prayerful, thorough and continual humble repentance."*

— *Mark Driscoll & Gerry Breshears, Doctrine, Crossway, 2010, p173*

## Steve Hill

*"What kind of 'plan of salvation' do we present if all we do is apologetically suggest to our hearers that they would be doing Jesus a favour by accepting Him into their hearts? What kind of gospel do we preach when all we tell our listeners is: "Just confess Jesus as Saviour and heaven is your home." "Just pray the prayer and it's a done deal." "Just come to the altar. It will only take a few minutes?"*

— *Personal Revival. God's way of setting our hearts on fire. Dayspring Publishing. 1999. P122*

## Francis Chan

*“Some people think that we can become Christians without necessarily becoming disciples. I wonder, then, why the last thing Jesus told us was to go into the world, making disciples of all nations, teaching them to obey all that He commanded? You’ll notice He didn’t add, ‘But hey, if that’s too much to ask, tell them to just become Christians – you know, the people who get to Heaven without having to commit to anything.’”*

— *Crazy Love*, David C. Cook, 2008, p87

## Andrew Murray

*“In the Christian life, as in nature, there are two stages, the one of infancy or childhood, the other manhood. In nature the growth out of the one into the other comes spontaneously. In grace this is not so. It is possible for a Christian to remain in a sickly infancy all his life, always needing help, instead of being a help. The cause of this is sloth, reluctance to make the sacrifice needed for progress, unwillingness to forsake all to follow Jesus”*

— *Andrew Murray, The Holiest of All*, (Oliphants Ltd, London), 1962, p197



# Session 4

## Justice, Love and How to become a Christian

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### **BIBLE PASSAGE**

*“But God demonstrates His own love toward us, in that while we were still sinners, Christ died for us.*

— Romans 5:8

### **QUOTE FOR THE WEEK**

*“The absolute, innate holiness of God means that sinners have to be separated from Him unless a way can be found to constitute them holy. And that way has been provided in the merits of Jesus Christ”*

— Charles C. Ryrie, *Basic Theology*, SP Publications, 1986, p38

Video 0:00 - 1:50

## PRACTICE TIME

Practice in pairs this part in The G7

Video 3:26 - 18:35

### 1. Theology of 'the Law' in Evangelism:

- It is critical that people \_\_\_\_\_ the extent of their sin in order to \_\_\_\_\_ what Jesus has done for them.
- When sharing our faith, we must balance the \_\_\_\_\_ of God with the \_\_\_\_\_ of God.

### 2. L.I.F.E. (Live Interactive Footage of Evangelism)

### 3. Theology

- Jesus' death was \_\_\_\_\_ and \_\_\_\_\_.
- Jesus' death satisfies the just punishment we deserve and makes it \_\_\_\_\_ to be forgiven.

### 4. Theology — Jesus as Lord (repentance)

- Becoming a Christian is a \_\_\_\_\_ - \_\_\_\_\_ - \_\_\_\_\_ event; a conscious decision.

- If we don't define what a Christian is we give people the \_\_\_\_\_ to define it how they want to.

## PRACTICE TIME

Practise in pairs this section of The G7

Video 18:42 - end

### Theology — Jesus as Lord (repentance):

- Becoming a Christian is the \_\_\_\_\_ tense of repentance.
- According to John Stott, repentance is, "not a matter of \_\_\_\_\_ or speech".
- J. O. Sanders says surrendering to Christ, "brings a \_\_\_\_\_ that can be experienced in no other way."

## QUIZ/DISCUSSION

1. Why is the Law critical in evangelism?

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2. Is talking about Hell scare tactics? Why or why not?

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3. Why is Jesus the most significant person who ever lived?

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4. What are two scriptures that support the need for turning and surrendering to gain salvation?

Turn - 

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Surrender - 

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## SCRIPTURE REFERENCES

- » God's plan: Eph 1:13, Titus 3:4-6  
(Philippians 2:8 "...He humbled Himself...")

## BEFORE NEXT SESSION

- Practice from the introduction through to the 'Turn' and 'Surrender' section of The G7
- See if you can memorise the Bible Passage.
- Read the following article on the Gospel:

# Defining the Gospel

The word 'Gospel' means 'good news'. We know who the subject of the good news is — Jesus Christ. But for a non-Christian, who knows nothing about Jesus, further explanation is needed. It is a fatal mistake to presume that non-Christians already know a lot about Christianity and Jesus. They normally don't and this is why the full Gospel must be proclaimed. The full Gospel takes nothing for granted, and presumes that non-Christians know nothing about Jesus.

The Gospel then explains who Jesus is and why He is so significant. Above all else, the Gospel seeks to bring non-Christians into a place where they fully understand who Jesus is and why they need Him. It is not enough just to explain who Jesus is. Most tracts only go this far. Most tracts don't explain the "why" of the Gospel. The "why factor" is so very important, for example:

- Why am I a sinner and separated from God? (Because God is holy)
- Why can't God just let me into heaven? (Because we are not holy)
- Why must I be judged? (Because we have broken God's laws and He is just)
- Why must I make Him Lord? (Because as the Creator of all things, He is worthy)

The Gospel is not any random Christian message, like "Come to church", "God is awesome", "God loves you" and other similar invitations or statements. These are merely Christian phrases, not the Gospel message of salvation. Even our

testimony may not be the Gospel. When Jesus said “go into all the world and preach the Gospel”, He was talking about a very specific message intended to be spoken. This message has ingredients, just like a cake mix has ingredients. In other words, the Gospel is defined by its content.

## The five essential ingredients of the Gospel

The first three ingredients are detailed in John 16:8. They are: **Sin, Righteousness and Judgement**.

The first three, when presented together, give an explanation of the 4th ingredient, **Jesus as Saviour**. The 5th essential ingredient of the Gospel is an explanation of **Jesus as Lord**. The G7 that we use to share the Gospel explains all five ingredients. Jesus as Lord is explained in detail as well through the 7 Heart Attitudes and the Genuineness Test in the FUB (Follow Up Booklet, you will find this in your pack and we cover this in Session 6).

The Gospel can be explained to non-Christians by asking and answering a series of questions, which are imbedded in the presentation.

1. If Jesus is the good news, what’s the bad news? (The bad news is that God is holy and we are all **sinner**s, separated from God)
2. If the bad news is sin and separation, how does Jesus solve the problem? (By dying on the Cross and rising again He has made a way possible to give us His **righteousness**. He is the **Saviour**)
3. If I choose to ignore the bad news (sin) and the Good News (Jesus), what are the consequences for me? (**Judgement**: heaven and hell)
4. What must I do to be saved? (Repent and make **Jesus Lord**)

## Why is it so critical to define the Gospel correctly?

Please think about this for a minute. If the Gospel Jesus spoke of in Mark 16:15 is a specific message, and if Paul had in mind the same message in Romans 1:16 “The Gospel is the power of God for the salvation of sinners”, then it would be

foolish to preach any other Gospel because any other gospel is NOT powerful to bring people to salvation. The Gospel is like a carefully cut key, designed to fit the lock of any human heart. Now, keys are lock specific. Not any key fits any lock. So, when we try and use other gospels to unlock the key to the human heart, is it any wonder the door will not open? The full historic Gospel is the only key that God uses to open the human heart.

What is essential about the Gospel is that its epicentre is Jesus.

## Why is the proclamation of the Gospel so essential?

Firstly, we are commanded to proclaim. Secondly, it works. Here is an example from history. In 1873, the famous missionary David Livingstone, died. The following is an extract from his diary:

*“We are like voices crying in the wilderness; we prepare the way for a glorious future. Future missionaries will be rewarded with conversions for every sermon. We are their pioneers and helpers.*

*Let them not forget the watchmen of the night – us, who worked when all was gloom, and no evidence of success in the way of conversion cheered our paths. They will doubtless have more light than we; but we can serve our Master earnestly and proclaim the Gospel as they will do”.*

— Rob Mackenzie, *David Livingstone: The Truth Behind the Legend* (entry 18/06/1853), 1993

Now the place where Livingstone sowed the Gospel boasts a city of 300,000 people. In a recent crusade held by Reinhard Bonnke, tens of thousands of people were converted. Did Reinhard Bonnke reap a harvest because he was superior to Livingstone and his band of pioneer missionaries? No. He reaped a harvest because of the efforts of Livingstone and the missionaries since, who have sown the Gospel. Bonnke attributes his great success to the work of

Livingstone and other missionaries who preceded his visits and who faithfully sowed the Gospel.

We often hear preached from John 4:35 that the 'fields are white for Harvest', as if we can just go out into our world where everyone is ripe and ready to come to Christ and all we need to do is invite them to accept Him! Has anyone found this to be the case here in this part of the world? Sure there are some, but in general it isn't the case. Many haven't even heard the Gospel clearly explained. When we read John 4 in context, we see that Jesus understands the principle of sowing and reaping when he made this statement and was talking about situations where others have gone before and planted the seed first. The following three verses say:

*"And he who reaps receives wages, and gathers fruit for eternal life, that **both he who sows and he who reaps may rejoice together.** For in this the saying is true: '**One sows and another reaps.**' I sent you to reap that for which you have not laboured; others have laboured, and you have entered into their labours."*  
— John 4:36-38 (emphasis added)

The Apostle Paul says:

*"Who then is Paul, and who is Apollos, but ministers through whom you believed, as the Lord gave to each one? I planted, Apollos watered, but God gave the increase. So then neither he who plants is anything, nor he who waters, but God who gives the increase. Now he who plants and he who waters are one, and each one will receive his own reward according to his own labor."*  
— 1 Corinthians 3:5-8

Note the eternal rewards mentioned in both these passages for those involved in sowing and reaping. It is critical that we love people with the Gospel, there can be no reaping without sowing. Which is why Derek Prince writes so passionately on the subject:

*“The supreme purpose of every true Christian Church, the chief duty of every Christian minister, the main responsibility of every Christian layman, is to present to all who may be reached, in the clearest and most forceful way, the basic facts of the Gospel of Christ, and to urge all who hear to make the definite personal response to these facts which God requires. To this, the supreme task, every other duty and activity of the church, must be secondary and subsidiary.”*

— Derek Prince, *Foundation series, volume 1, Sovereign World Books, 1986, p134*



# Session 5

## Consequences, Climax & Review

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### **BIBLE PASSAGE**

*“Then He said to them all, “If anyone desires to come after Me, let him deny himself, and take up his cross daily, and follow Me. For whoever desires to save his life will lose it, but whoever loses his life for My sake will save it. For what profit is it to a man if he gains the whole world, and is himself destroyed or lost? For whoever is ashamed of Me and My words, of him the Son of Man will be ashamed when He comes in His own glory, and in His Father’s, and of the holy angels.” — Luke 9:23-26*

### **QUOTE FOR THE WEEK**

*“The decisions made by people in this life will affect their destiny for all eternity, and it is right that our hearts feel and our mouths echo the sentiment of the appeal of God through Ezekiel, ‘Turn back, turn back from your evil ways; for why will you die...?’ — (Ez 33:11). Wayne Grudem, Systematic Theology, IVP, 1994, p1148*

Video (0:00 - 4:45)

» Theology — Consequences of not proclaiming Jesus as Lord

## PRACTICE TIME

» G7 — from the start to the Turn and Surrender page

Video (4:45 - 8:25)

- We don't \_\_\_\_\_ the many lies that people believe today, but rather we declare the \_\_\_\_\_.
- We are not asking people to choose the Christian \_\_\_\_\_, but rather to choose to accept the \_\_\_\_\_ God has offered them of eternal life through Jesus Christ.
- The Gospel contrasts the consequences of the choice to \_\_\_\_\_
- \_\_\_\_\_ their life to Jesus or not.
- The Gospel is a \_\_\_\_\_ look into the future. (Rev 19:10b)

## PRACTICE TIME

» G7 — from the start to the concluding question "If you died ..."

Video (9:03 - 16:45)

- L.I.F.E.

### The Structure of the G7

The presentation like building blocks logically lays out the following three things.

1. The Problem
2. The
3. The
4. The presentation becomes more the further it goes on.

Video (16:45 - End)

### **L.I.F.E.**

People sometimes respond with “Heaven” even though they aren’t Christians. They do this for three reasons:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

The review is a \_\_\_\_\_ of the whole presentation in about 30 seconds.

The 5 essential ingredients of the Gospel are:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

## QUIZ/DISCUSSION

1. List 3 consequences of not proclaiming Jesus as Lord when presenting the gospel

1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

2. What is the importance of the Review?

\_\_\_\_\_

\_\_\_\_\_

3. What is a possible consequence for unbelievers you know if you do not share your faith with them?

\_\_\_\_\_

\_\_\_\_\_

## BEFORE NEXT SESSION

1. Practice the G7 from the introduction through to the end of the review.
2. See if you can memorise at least one of the verses in the Bible Passage.
3. Read and familiarise yourself with the Follow up Booklet (FUB). You will find one in your seminar pack. If you don't have a seminar pack then you can download or read a pdf version online at [www.traintoproclaim.com/free](http://www.traintoproclaim.com/free).



# Session 6

## The FUB

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### **BIBLE PASSAGE**

*“How then shall they call on Him in whom they have not believed? And how shall they believe in Him of whom they have not heard? And how shall they hear without a preacher? And how shall they preach unless they are sent? As it is written:*

*“How beautiful are the feet of those who preach the gospel of peace, who bring glad tidings of good things!”*

— Rom 10:14-15

### **QUOTE FOR THE WEEK**

*David Watson writes, “After years of personal evangelism, I have come to learn... opportunities come so far as we really want them. If we genuinely long for others to know Christ, constant natural situations will present themselves.”*

— David Watson, *I Believe in Evangelism*, Hodder and Stoughton, 1976, pp100-1

### Video (0:00 - 6:20)

- » How to use the FUB (Follow Up Booklet)
- » L.I.F.E.

## PRACTICE TIME

Showing people through the FUB

### Video (6:20 - 8:50)

- » Finishing positively.
- » L.I.F.E.

## PRACTICE TIME

Showing people through the FUB and finishing positively.

### Video (8:57 - 15:50)

- » Getting a personal response L.I.F.E.
- » Leading someone to Christ

## READING TIME

7 heart attitudes — from section two of the FUB.

### Video (15:50 - end)

## PRACTICE TIME

Practice finishing positively and asking for a response

## QUIZ/DISCUSSION

1. Why do we only give people a FUB after sharing the Gospel with them?

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2. What section of the FUB contains the “Seven Heart Attitudes”?

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3. What are the three tenses of salvation and the theological terms for these?

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4. What is the purpose of the Response page in The G7?

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5. Should we try to push for a “decision” after witnessing to someone if they don’t choose option 4?

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6. Who deserves the credit if someone comes to the Lord through you?

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## SCRIPTURE REFERENCES

Rom 5:1,

2 Thessalonians 2:13,

Rom 8:18.

### BEFORE NEXT SESSION

1. Practice entire presentation with 2 or 3 Christians from the introduction through to the response page and finishing off positively.
2. See if you can memorise the Bible Passage.
3. Read the following article on the 7 Keys to successful evangelism using The G7.

# 7 Keys to Making the Most of an Evangelistic Situation

## 1. Pray before and after you share The G7

*“Brothers, my heart’s desire and prayer to God on behalf of the Jews is that they would be saved”.*

— Rom 10:1

*“Be joyful in hope, patient in trouble, and persistent in prayer.”*

— Rom 12:12

- It should be our hearts desire that people are saved
- No-one can be saved unless God draws them and does a supernatural work in their hearts
- We should be committed to persistently praying for those we reach and those we are about to reach

## 2. Choose the person carefully

- Choose people who look like they have time, i.e. sitting on seats watching people
- Choose people who are away from others
- Don't choose people who are busy or walking fast looking like they are on a mission
- Don't take people away from their work if it means they will get into trouble

### **3. Build Rapport**

- Be enthusiastic and happy
- Be sensitive to the emotional level of the person you are talking to. "I have become all things to all men that I might by all means save some".  
— *1 Corinthians 9:22*
- Be relaxed
- Never let the conversation develop into confrontation. Be quick to say "I respect that you think that ....."
- If people want to explore it further be prepared to follow up such as having a coffee together

### **4. Don't let anything put them off hearing the Gospel**

- First Impressions are important
- Wear clothes that would not embarrass people
- Smell good
- Don't invade their personal space
- Don't be too intense
- Speak quietly, as though this was a personal and private conversation
- Be humble, gracious and gentle

### **5. Communicate with clarity and interest**

- As you speak, consciously think about sounding interesting
- The goal is for the person to have a clear understanding of the Gospel
- Put your own personality into the script, but keep to the script!
- Vary your voice, keep the pace of the presentation fast moving and interesting, use facial expressions etc, but try to relax and be natural, loving and sincere

- Try to use a bit of humour; this is the best way to break down barriers and remove any tension
- As a general rule, if you want to decrease tension, decrease eye contact

## 6. Sharing with Groups

- Don't single people out who are in a group, rather address the whole group
- If the group is small you can average the quiz scores and involve everyone
- If it is too big (four plus) then just do the quiz with one and ask the others to watch to make sure they're being honest (with a grin). This way you are involving everyone, but still keeping it moving

## 7. Be a risk taker!

*"I came to you in weakness and fear, and with much trembling. My message and my preaching were not with wise and persuasive words, but with a demonstration of the Spirit's power, so that your faith might not rest on men's wisdom but on God's power"* — 1 Corinthians 2:4-5

- The prayers we love most:

*"Lord, give me the courage to make the most of any witnessing opportunities today"*

*"Lord, help me to create opportunities today if none fall into my lap"*

Dr WE Sangster writes,

*"How shall I feel at the judgment, if multitudes of missed opportunities pass before me in full review, and all my excuses prove to be disguises of my cowardice and pride?"*

— Cited in Leonard Ravenhill, *Why Revival Tarries*, Bethany, 1962



# Session 7

## Putting it all Together

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### **BIBLE PASSAGE**

*“And Jesus came and spoke to them, saying, “All authority has been given to Me in heaven and on earth. Go therefore and make disciples of all the nations, baptizing them in the name of the Father and of the Son and of the Holy Spirit, teaching them to observe all things that I have commanded you; and lo, I am with you always, even to the end of the age.” Amen.” — Matt 28:18-20*

### **QUOTE FOR THE WEEK**

*“From time to time in the midst of life we need to pause and consider our ways. It is easy to become so preoccupied with an endless succession of activities that we forget our overall objectives. We devote so much attention to the individual trees in our life that we lose sight of the forest that is God’s eternal purpose. When this happens, we need to stop and ask ourselves two basic questions: First, what is the end purpose of all that I am doing? Second, am I achieving that purpose?”*

*— Derek Prince – Through the Psalms with Derek Prince, Pg 159*

**Video (0:00 - 17:05)**

- » Summary of the 7 Keys
- » L.I.F.E.

## **PRACTICE TIME**

**Video (17:05 - 25:57)**

- » The entire presentation from the introduction to the response

**Video (24:57 - 27:00)**

- » 7 Level Evangelism Plan — This should be in your seminar pack, otherwise it can be downloaded and printed from here — [www.traintoproclaim.com/7-level-evangelism-plan/](http://www.traintoproclaim.com/7-level-evangelism-plan/) (See page 53 for more on this)
- » Vision and Goals

### **Write out your Vision Statement**

The all-encompassing reason for your being, summed up in one sentence if possible.

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## Write out your SMART Goals

1. \_\_\_\_\_

\_\_\_\_\_

2. \_\_\_\_\_

\_\_\_\_\_

3. \_\_\_\_\_

\_\_\_\_\_

Are your goals Specific Measurable Achievable Reviewable Time-framed?  
Make sure they are SMART goals!

Video (27:00 - 27:30)

## Write out your Action Plan - Who? When? Where?

1. \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

2. \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

3. \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

## Video (27:30 - End)

- » Prayer Diaries
- » Register on the G7 App or TTP website
- » Mr Jenner — leaving an amazing legacy!
- » Feedback forms can be downloaded from [www.traintoproclaim.com/feedback](http://www.traintoproclaim.com/feedback). Or you can email answers to [stu@traintoproclaim.com](mailto:stu@traintoproclaim.com).

## REFLECTION/DISCUSSION

Which of the 7 Keys do you think you will need to work on the most?

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Where do you find yourself starting in relation to the 7 Level Evangelism Plan?

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## SCRIPTURE REFERENCES

2 Cor 4:18

## AFTER THIS SESSION

Get in to it! Make a start on your Action Plan. Make sure the people you listed on page 23 are all included in your action plan.

Keep in touch with others in the group; encouraging and challenging each other to work through each person's action plans to fulfil The Great Commission. If not in a group contact us online to connect.

Please do register on the G7 App or TTP website and join the team!

Please fill in the feedback form from [www.traintoproclaim.com/feedback](http://www.traintoproclaim.com/feedback) to let us know your thoughts on this course and if you want to stay in touch. You can email answers to [stu@traintoproclaim.com](mailto:stu@traintoproclaim.com).

Read the following explanation of the 7 level evangelism plan and some passionate quotes from nation changers to be inspired!

# 7 Level Evangelism Plan

The 7 Level Evangelism Plan recognises that everyone is at different stages and doesn't pressure anyone to have to do evangelism in a particular way, or to be uncomfortable and fearful about evangelism. It starts at a level where there is no fear and no skill involved at all (a child can start at Level 1). It then provides a path for progress in evangelism whereby as confidence increases and as the Lord leads, people can then move on to more challenging Levels. But no one is forced to do something that they are uncomfortable with and yet everyone can be stretched and challenged to go beyond where they are at. If you need any of the resources for a particular level you can either download and print these yourself from the print files on our website or order them made up for you.

Go to [www.traintoproclaim.com](http://www.traintoproclaim.com) for more info and more free evangelism resources.

Name: .....	My Goal is	Week starting:	Week starting:	Week starting:	Week starting:	Total	I have chosen as my Accountability Partner:.....
Privately leaving Tracts	Level 1	1 2 3 4 5 6 7 8 9 10	1 2 3 4 5 6 7 8 9 10	1 2 3 4 5 6 7 8 9 10	1 2 3 4 5 6 7 8 9 10	1 2 3 4 5 6 7 8 9 10	<p><b>"Go and preach the good news to everyone in the world."</b> <i>Mark 16:15 (CEV)</i></p> <p><b>The Seven Levels of Evangelism</b></p> <p>Level 1: Privately leaving Tracts, without being noticed. Give out tracts when no one else is watching.</p> <p>Level 2: Visibly leaving Tracts, but not directly engaging with people. Leave tracts in places like doctors surgeries, at ATMs, in telephone booths, on bulletin boards, on café tables</p> <p>Level 3: Giving answersaboutfaith.com cards, "Have a look at this website when you get a chance"</p> <p>Level 4: Giving out tracts or DVD's and engaging as opportunities arise</p> <p>Level 5: Sharing 'The GT' 1-2-1</p> <p>Level 6: Sharing 'The GT' to 3+ people</p> <p>Level 7: Sharing the Multimedia GT with crowds.</p>
Visibly leaving Tracts	Level 2	1 2 3 4 5 6 7 8 9 10	1 2 3 4 5 6 7 8 9 10	1 2 3 4 5 6 7 8 9 10	1 2 3 4 5 6 7 8 9 10	1 2 3 4 5 6 7 8 9 10	
Giving answers cards to people	Level 3	1 2 3 4 5 6 7 8 9 10	1 2 3 4 5 6 7 8 9 10	1 2 3 4 5 6 7 8 9 10	1 2 3 4 5 6 7 8 9 10	1 2 3 4 5 6 7 8 9 10	
Giving out Tracts or DVD's	Level 4	1 2 3 4 5 6 7 8 9 10	1 2 3 4 5 6 7 8 9 10	1 2 3 4 5 6 7 8 9 10	1 2 3 4 5 6 7 8 9 10	1 2 3 4 5 6 7 8 9 10	
Presenting 'The GT' 1-2-1	Level 5	1 2 3 4 5 6 7 8 9 10	1 2 3 4 5 6 7 8 9 10	1 2 3 4 5 6 7 8 9 10	1 2 3 4 5 6 7 8 9 10	1 2 3 4 5 6 7 8 9 10	
Presenting 'The GT' 3+	Level 6	1 2 3 4 5 6 7 8 9 10	1 2 3 4 5 6 7 8 9 10	1 2 3 4 5 6 7 8 9 10	1 2 3 4 5 6 7 8 9 10	1 2 3 4 5 6 7 8 9 10	
Multimedia GT to groups	Level 7	1 2 3 4 5 6 7 8 9 10	1 2 3 4 5 6 7 8 9 10	1 2 3 4 5 6 7 8 9 10	1 2 3 4 5 6 7 8 9 10	1 2 3 4 5 6 7 8 9 10	

## Quotes from History Makers be inspired:

*On his knees for lost souls in Scotland, he pleaded with God, "Give me Scotland or I die."*

— John Knox, Cited in John MacArthur, *The Wrath of God*, (Moody Press Edition, Chicago), 1986, p31

*As a young man he looked across the thousands of miles to the unreached multitudes of China and cried out to God, "I feel that I cannot go on living unless I do something for the lost in China."*

— Hudson Taylor, Cited in John MacArthur, *The Wrath of God*, (Moody Press Edition, Chicago), 1986, p31

*After landing in India he said, "Here I am in the midst of heathen midnight and savage oppression. Now, my dear Lord, let me burn out for Thee."*

— Henry Martyn, Cited in John MacArthur, *The Wrath of God*, (Moody Press Edition, Chicago), 1986, p31

*So concerned was this missionary for those without the Saviour that it is said of him, "In Christ's service he joyfully endured hardness, hunger, shipwreck, and exhausting toil. He risked his life a thousand times and was finally clubbed to death, beheaded, and eaten by men whom he sought to enlighten."*

— James Chambers, Cited in John MacArthur, *The Wrath of God*, (Moody Press Edition, Chicago), 1986, p31

*Unable himself to go overseas, he enabled others to reach the lost by living meagrely while sacrificially giving over 500,000 pounds to foreign missions. He wrote, "Gladly would I make the floor my bed, a box my chair, and another box my table, rather than that men should perish for the want of knowledge of Christ."*

— Robert Arthington, Cited in John MacArthur, *The Wrath of God*, (Moody Press Edition, Chicago), 1986, p31

# Appendix 1

## Extra Evangelism Quotes

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*“To be brutally honest, it doesn’t really matter what place you find yourself in right now. Your part is to bring Him glory – whether eating a sandwich on a lunch break... The point of your life is to point to Him. Whatever you are doing, God wants to be glorified, because this whole thing is His. It is His movie, His world, His gift.”*

— Francis Chan, *Crazy Love*, David C. Cook, 2008, pp44-45

*“‘Evangelism’ is just proclaiming the gospel.”*

— JI Packer, *Evangelism and the Sovereignty of God*, IVP, 1991, p41

*“Every revival in the history of the modern world has been grounded in an explosion of prayer and evangelism.”*

— George Barna, *Evangelism that Works*, Regal, 1995, p23

*“If your church has not made evangelism the centerpiece of its ministry, get on your knees and pray for forgiveness from God as well as for wisdom on how to reinvigorate the church so that it is evangelistic in nature. Pray for your Pastor as he... seeks to lead the church forward for God’s purposes. Explore the ways your budget should reflect the evangelistic priority.”*

—George Barna, *Evangelism that Works*, Regal Books, 1995, p129

*“We deny that the witness of personal testimony, Godly living, and acts of mercy and charity to our neighbours constitutes evangelism apart from the proclamation of the gospel.”*

— Ravi Zacharias et al, *This We Believe, The Good News of Jesus Christ for the World*, Zondervan Publishing House, 2000, p 248

# Appendix 2

## Session 4 Repentance Quotes from Video

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### John Stott

*“Repentance is a definite turn from every thought, word, deed, and habit which is known to be wrong. It is not sufficient to feel pangs of remorse or to make some kind of apology to God. Fundamentally, repentance is a matter neither of emotion nor of speech. It is an inward change of mind and attitude which leads to a change of behaviour. There can be no compromise here.*

*There may be sins in our lives which we do not think we ever could renounce; but we must be willing to let them go as we cry to God for deliverance from them. If you are in doubt regarding what is right and what wrong, what must go and what may be retained, do not be too greatly influenced by the customs and conventions of Christians you may know. Go by the clear teaching of the Bible and by the prompting of your conscience. When He puts His finger on anything, give it up.”*

— John Stott. *Basic Christianity*. IVP. 1972. p110

*“The gospel offer is not unconditional. It is clear that sinners cannot be forgiven if they persist in clinging to their sins. If they desire God to turn from their sins in remission, they must themselves turn from them in repentance. We are charged, therefore, to proclaim the condition as well as the promise of forgiveness. Remission is the gospel offer; repentance is the gospel demand”.*

— John Stott. *One race, One gospel, One Task* World Wide Publication. 1976. p53

## Andrew Murray

*“There are some who think that salvation by faith is all, and obedience not so essential. This a terrible mistake. In our justification there is indeed no thought of obedience in the past. God justifies the ungodly. But repentance is a return to obedience. And He has no salvation but for them that obey Him.”*

— Andrew Murray. *The Holiest of All*. Lowe and Brydone Print, London. 1962, p193

## A.W. Tozer

*“It is altogether doubtful whether any man can be saved who comes to Christ for His help but with no intention to obey Him...the notion that we are permitted is a modern day heresy.”*

— A.W. Tozer. *The Root of The Righteous*. OM Publishing, Carlisle. 1995, p83

*“... the whole ‘accept Christ’ attitude is likely to be wrong. It shows Christ applying to us rather than us to Him. It makes Him stand hat-in-hand awaiting our verdict on Him instead of our kneeling with troubled hearts awaiting His verdict on us. It may even permit us to accept Christ by impulse of mind or emotions, painlessly, at no loss to our ego and no inconvenience to our usual way of life.”*

— A.W. Tozer. *The Best of Tozer*. OM Publishing, Carlisle. 1995, p101

## J.O. Sanders

*...(commenting on 2 Cor. 5:15 “He died for all that those who live should not live for themselves but for Him who died for them and was raised again”)*

*“... time, talents, friends, possessions, recreations are all under His control. Contrary to expectation, such an embracing of the Cross of Christ, such a complete surrender to Him as Lord, brings liberty that can be experienced in no other way.”*

— J.O Sanders. *Paul The Leader. A Vision of Leadership Today*. Kingsway Publications. 1984. p78

## Watchman Nee

*"No one can be a true servant of God without knowing the principal of death and the principal of resurrection."*

— Watchman Nee. *The Normal Christian Life*. Christian Literature Crusade. Fort Washington, Pennsylvania 19034. 1970 p165

## Leonard Ravenhill

*"We must alter the altar, for the altar is a place to die on. Let those who are not prepared to pay the price leave it alone."*

— Leonard Ravenhill. *Why Revival Tarries* Bethany Fellowship Press. 1960. p47

## Melanchthon

*"But there are many who speak only of the forgiveness of sin, but who say little or nothing about repentance... Therefore, if forgiveness of sins is preached without repentance, it follows that the people imagine they have already received the forgiveness of sins, and thereby they become cocksure and fearless, which is then greater error and sin than all the error that preceded our time.."*

— Ray Comfort. "Evangelical Frustration" D. N. Adams Ltd. p36

## William Booth

*"The chief danger of the 20th century will be religion without the Holy Ghost, Christianity without Christ, forgiveness without repentance, salvation without regeneration, politics without God, and heaven without hell."*

— *Revolution* (2005) by Stephen Court & Aaron White

# Appendix 3

## Answers

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### SESSION 1

- We are in a spiritual battle.
- Our ultimate fight is for the souls of men and women for the glory of God.
- The most powerful message given to us is the Gospel.
- Every ministry in church should have equal priority. False
- Millard Erickson says that Jesus regarded evangelism as the very reason for the disciples being.
- In 1 Corinthians 9:16, Paul said he felt a woe within himself if he didn't preach the Gospel.
- The greatest gift we can give to the poor is actually the Gospel.

### QUIZ/DISCUSSION

1. Is it important to define Evangelism? Yes

So we don't fall for the devil's deception

So we don't think we are evangelising when we really aren't

2. Define Evangelism

The spreading and proclaiming of the message of salvation (The Gospel) to unbelievers. Something all Christians are commanded to do.

3. Is it important to define the Gospel? Yes  
So we don't preach a false or half Gospel  
Because it's the message of salvation and it's important to pass that message on correctly so people can be truly saved
4. What are the five key ingredients of the Christian Gospel?
  1. Sin
  2. Righteousness
  3. Judgement
  4. Jesus as Saviour
  5. Jesus as Lord
5. What should be the number one reason for sharing our faith?  
To bring glory to God
6. What is the number one priority of the Christian Church?  
Proclamation of the Gospel
7. What things have instead been made a priority over evangelism in many churches?  
Pastoral care – looking after ourselves  
Social justice initiatives  
Church activities and programs not related to evangelism
8. What can we do to make evangelism the number one priority in the Church again?  
Agreement from leaders that it is the number one priority  
A commitment from leaders to evangelise by example  
Provide initiatives within the church to foster a culture of evangelism

## SESSION 2

### QUIZ/DISCUSSION

1. Why is it important to be confident with your introduction?

Starting is the hardest part of evangelism. The more confident you are, the more likely you are to engage people.

2. Is it vitally important to have a connection with someone before you share your faith with them?

No. But it is recommended to build some sort of rapport with people so they are more likely to open up and respond positively

3. How long does it need to take to build that connection?

Less than 2 minutes

4. What is the main purpose of the Quiz/Short Test?

To build rapport with someone and get an idea of “where they’re at”

5. During the 10 Questions, what could you say to build rapport if they get a...

High score? – Praise them e.g. “Awesome, most people struggle with that”

Low score? – Empathise with them e.g. “It’s hard to do sometimes isn’t it”

6. What do you do if someone says “yes” instead of responding with a number?

Say something like, “So a 5?”

7. What are 3 body language keys that you need to be aware of?

Greet people from a distance

Maintain initial eye contact to build trust

Limit eye contact once you start the 10 questions

Look where you want them to look

Don’t sit too close

## SESSION 3

- All good evangelism begins with a foundation that is centred on God, rather than us.
- The word perfect is the simplest and most readily understood synonym for holy.
- If someone mentions Purgatory or challenges the immortality of the soul it is important not to get into any arguments.
- When Christians talk about going to Heaven, we are talking about the new City of Jerusalem talked about in Rev 21 that comes out of heaven and onto the new earth.

### QUIZ/DISCUSSION

1. Referring to the article you read in your BNS from last week, why do you think the commonly taught version of friendship evangelism is appealing to most Christians?  
Being friends is fun and at the same time you can feel like you are 'shining your light', even without opening your mouth to share.
2. Why are the friendship evangelism statistics misleading?  
Most people come to the Lord through a friend, but not necessarily because of that friend. Plus, if there is only one horse in the race, that is the statistics that you have. It doesn't mean there isn't a better way to get to the finish line.
3. Which of the following is an example of true friendship evangelism?  
e. Either a, b or c as long as it includes d as well
4. What do you do if someone says, "What about Purgatory"?  
This is just presenting what the Bible says.  
Or ... if you believe in purgatory then it is a place to be purged of your sins in order to go to heaven, so ultimately we still end up in heaven or hell.

5. What do you say if someone says something like, “I don’t believe in Hell”?

I respect you believe something different to what I’m saying and I’m happy to talk with you more about it at the end but let’s continue this so I don’t lose my flow.

## SESSION 4

- It is critical that people understand the extent of their sin in order to appreciate what Jesus has done for them.
  - When sharing our faith, we must balance the love of God and the justice of God.
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- Jesus’ death was planned and voluntary.
  - Jesus’ death satisfies the just punishment we deserve and makes it possible to be forgiven.
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- Becoming a Christian is a point-in-time event; a conscious decision.
  - If we don’t define what a Christian is we give people the power to define it how they want to.
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- Becoming a Christian is the aorist tense of repentance.
  - According to John Stott, repentance is, “not a matter of emotion or speech”.
  - J. O. Sanders says surrendering to Christ, “brings a liberty that can be experienced in no other way.
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## QUIZ/DISCUSSION

1. Why is the Law critical in evangelism?

Without understanding you are a sinner, you have no need for a saviour.

Christ's sacrificial death becomes irrelevant without the law.

The good news makes no sense until you understand the bad news.

2. Is talking about Hell scare tactics? Why or why not?

No, it is just being honest and letting people know that there are consequences of their decisions. Without understanding this they are unlikely to be motivated to do something about the predicament that they are in.

3. Why is Jesus the most significant person who ever lived?

He is the creator of the world, in and of himself there is no one more important.

He's the only one who is perfect, who could die as a substitute in our place and did, and then rose from the dead to prove it!

4. What are two scriptures that support the need for turning and surrendering to gain salvation?

Turn — Luke 13:3,5; Acts 2:38; Acts 3:19; Acts 17:30; Rom 2:3-4; Mark 1:15; Luke 15:10; etc

Surrender — Rom 12:1; 1 Cor 8:6; Philippians 2:10-12, Ex 20:3; Mark 12:30 etc.

## SESSION 5

- We don't attack the many lies that people believe today, but rather we declare the truth.
- We are not asking people to choose the Christian religion, but rather to choose to accept the gift God has offered them of eternal life through Jesus Christ.
- The Gospel contrasts the consequences of the choice to surrender their life to Jesus or not.
- The Gospel is a prophetic look into the future. (Rev 19:10b)

### The Structure of the G7

- The presentation like building blocks logically lays out the following three things.
  1. The Problem
  2. The Solution
  3. The Response
- The presentation becomes more personal the further it goes on.

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People sometimes respond with “Heaven” even though they aren’t Christians. They do this for three reasons:

1. Self Righteousness
2. Denial
3. Misunderstanding

The review is a summary of the whole presentation in about 30 seconds.

The 5 essential ingredients of the Gospel are:

1. Sin
2. Righteousness
3. Judgement
4. Jesus as Saviour
5. Jesus as Lord

## QUIZ/DISCUSSION

1. List 3 consequences of not proclaiming Jesus as Lord when presenting the gospel
  1. The big backdoor of the church
  2. Jesus is dishonoured
  3. Christianity is given a bad name
  4. Pastors are discouraged
  5. People become inoculated
  6. People search for answers in other religions like New Age
2. What is the importance of the Review?  
Reinforces the Gospel and makes sure there isn't any misunderstanding.
3. What is a possible consequence for unbelievers you know if you do not share your faith with them?  
They could miss out on heaven.

## SESSION 6

### QUIZ/DISCUSSION

1. Why do we only give people a FUB after sharing the Gospel with them?  
It is wordy, so not appropriate as a giveaway 'tract'. People need to be motivated to read it, which they should be after hearing the Gospel.
2. What section of the FUB contains the "Seven Heart Attitudes"?  
Section Two
3. What are the three tenses of salvation and the theological terms for these?  
We are saved — Justification  
We are being saved — Sanctification  
We will be saved — Glorification
4. What is the purpose of the Response page in The G7?  
To establish where people are at and help them take another step towards coming to Christ. If they are ready, it then leads into bringing them to Christ.
5. Should we try to push for a "decision" after witnessing to someone if they don't choose option 4?  
No. We don't want a premature birth, or a false convert (someone who thinks they are saved because they prayed a prayer but really hasn't surrendered to Christ).
6. Who deserves the credit if someone comes to the Lord through you?  
Firstly God. Secondly everyone who has been a link in the chain in the journey of the person coming to Christ. We are just sometimes the last link, which is exciting, but no more important than other times when we are one of the first links.

# Appendix 4

## Presentation Skills Check List

### APPROACH

- Was the G7 app open at the right screen and ready?
- Did you talk before getting too close?
- Did you sound friendly, positive and loving, not over the top?
- Did you talk at a relaxed speed?
- Did you keep to the script?
- Did you smile?
- If a group, did you include everyone?

### INTRODUCTION

- Did you maintain eye contact up until 'This is the latest thing...,' and then direct attention to the screen?
- Did you keep your eyes on the G7 while explaining it?
- Was the angle of the screen ideal?
- Did you remember to say '... of what a Christian is. Here is the first one' in the same breath?

### GOSPEL PRESENTATION

- Was the angle of the screen ideal?
- Did you tap the screen at the second to last narration word to flow through the presentation?
- Did you use your finger to direct attention to particular diagrams? (advanced only)
- Did you pause at the words in (braces) and let the viewer answer?
- Did you emphasise the words in *italics*?
- Was the script accurate?
- Was your voice varied and the pace varied In order to sound interesting?
- Did the presentation flow?
- If a group presentation, did you include everyone in the group?
- Was there lots of love, grace, and gentleness?
- Did you really sound like you believed what you were saying or did it sound like a rehearsed presentation?

### 10 QUESTIONS

- Did you expand on some of the questions?
- Did you praise when they got a high score?
- Did you empathise or appreciate their honesty if they got a low score?
- Did you keep the questions moving?
- Did you connect with the person at the right emotional level?
- Did you listen to the person at the right times, but without being side tracked?
- Did you pick up information as to where the person was 'at'?

### TRANSITION

- Did you read out the ratings one at a time and use a bit of humour?
- Did you flow straight from the ratings into the gospel?

### ENDING

- Did you handle each viewers response to the question?
- Did you handle each viewers response to the presentation and give them the option of getting more information?

### GOING THROUGH THE FUB

- Did you give a brief explanation of the title of the book?
- Did you point out the seven heart attitudes?
- Did you mention the prayer and create interest in the 3rd section?
- Did you put your details in the back?
- Did you check that the person had understood and/or had any questions?
- Did you pray with/offer to pray with or for the person?
- Did you finish with lots of positive comments? (Thanks so much, enjoy the rest of your day, etc.)
- Did you write the persons name into your prayer diary and pray for them?
- Did you enter your results onto the website?

# Glossary

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Evangelism	The spreading and proclaiming of the message of salvation (The Gospel) to unbelievers. Something all Christians are commanded to do. Mt 28:18-20
Evangelist	An “office” in Christian ministry of someone who presents the Gospel to unbelievers on a regular basis and equips others to do likewise Eph 4:11, 2 Tim 4:5
Justice	The fair and deserved consequence of an action
Rapport Builders	Comments and actions designed to gain confidence and build relationship
Repentance	The change of mind and attitude which leads to a change in behaviour
Surrender	Giving over of our entire being (hopes, plans and dreams) to be used solely for God’s purposes and glory
The Gospel	The message of salvation incorporating sin, righteousness, judgment, Jesus as Saviour and Jesus as Lord
Holy	God — Separate from or transcending His creation. Perfect in and of Himself in every possible way.  Christians — Set apart for God for His sole purposes. Perfect through Christ’s substitutionary sacrifice.