



Evangelism II

International Alpha Bible Course
by Ralph V. Reynolds

EVANGELISM

PART II

Content

Lesson One	Pioneering
Lesson Two	Surveying the Field
Lesson Three	Reaching the Field
Lesson Four	Methods of Pioneer Evangelism, Part I
Lesson Five	Methods of Pioneer Evangelism, Part II
Lesson Six	Methods of Pioneer Evangelism, Part III
Lesson Seven	Setting a New Church in Order
Lesson Eight	Personal Evangelism, Part I
Lesson Nine	Personal Evangelism, Part II
Lesson Ten	Personal Evangelism, Part III
Lesson Eleven	Personal Evangelism, Part IV
Lesson Twelve	Missionary Principles

International Alpha Bible Course

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Evangelism II

Lesson One

PIONEERING

A. WHAT IS PIONEER EVANGELISM?

Pioneer evangelism is taking the gospel message into areas where it is not being preached. Pioneer evangelism is reaching men and women who are living where there is no established church with the message of salvation.

In every city, town, and village, there should be some man or woman who is called and commissioned to preach the gospel there, a man or woman who is responsible for the souls of those who live there. It is a tragic fact that there are hundreds of towns and cities where there is no God-called man who feels the responsibility for the lost souls around him. Pioneer evangelism is an attempt to meet this need, to place a gospel minister in every town, and to establish a church that will proclaim the full apostolic gospel.

Pioneer evangelism is home missions at work and in practice. Pioneer evangelism is world evangelism starting where it was meant to begin—in our Judea and Samaria. The Lord never said anything about home and foreign missions, but rather about being a witness unto the uttermost part of the earth. Pioneer evangelism is reaching out from our home base to be a witness in all Judea and Samaria.

B. PLOWING

Scriptural References:

“I have planted, Apollos watered; but God gave the increase” (I Corinthians 3:6).

“As a wise master builder, I have laid the foundation, and another buildeth thereon” (I Corinthians 3:10).

Pioneer evangelism may be likened to a pioneer establishing his home in the wilderness, cutting down the forests and plowing virgin soil. It also may be likened to a builder laying the concrete footings and foundation walls for a building to be erected.

This pioneering and plowing virgin soil is the most challenging work that a gospel preacher can do. It also is the most sacrificial and calls for the greatest dedication, for many times the pioneer preacher never sees the fruit of his labors. He may invest his very life. He may spend months and years of earnest labor, extreme sacrifice, tears and prayers without seeing revival. He moves on to another field of labor and then sees his successor reap a great harvest. At times like these the pioneer preacher must remember that the plowman will share in the same reward with him who reaps the harvest.

C. THE PIONEER EVANGELIST

Scripture Reference:

"I am made all things to all men, that I might by all means save some" (I Corinthians 9:22).

Not every preacher can be a pioneer. Pioneering calls for the best from the best of preachers. The writer has heard old, experienced ministers confess that they would be unable to pioneer a new church. In fact, men who have pastored for years have admitted that they would not know how to begin to pioneer a new work. The work of pioneering calls for the very best, and even these best of preachers should be certain of the call of God before attempting it.

The writer believes that a definite call of God is essential. Many times the pioneer evangelist will have to fight loneliness, frustration, and discouragement. If he is assured of the will of God, he will keep steady during these seasons of testing. One thing he must always remember is that there is no quitting place. He who puts his hand to the plow must not look back. If he is in the will of God, there can be no failures.

Let him stand firmly upon the promise, "He that goeth forth and weepeth, bearing precious seed, shall doubtless come again with rejoicing, bringing his sheaves with him" (Psalm 126:6). Another promise is found in Galatians. 6:9: "And let us not be weary in well doing: for in due season we shall reap, if we faint not."

The pioneer should always remember that should he quit, it will be that much more difficult the next time.

The pioneer evangelist must have these qualifications and characteristics:

1. He must be fully dedicated and consecrated.
2. He must be willing to make great personal sacrifice.
3. He must be a man of great faith.
4. He must be a man of much wisdom.
5. He must have Holy Ghost power and anointing.
6. He must be able to adapt to all conditions of living.
7. He must have a determined purpose, which cannot easily be shaken.

D. A FEW METHODS OF PIONEER EVANGELISM

List here are a few methods used in pioneer evangelism. These methods will be repeated dealt with later in these studies. They are listed here for the sake of emphasis:

Lesson One

1. Personal work and testimony
2. Tract and literature distribution
3. House to house visitation
4. Open air and street services
5. Tent services
6. Cottage services
7. Sunday school and children's services
8. Renting a hall, store front, or church building
9. School house meetings
10. Radio gospel programs

E. A FEW RULES TO BE REMEMBERED IN PIONEERING

These rules will be repeated elsewhere. They are stated here for emphasis:

1. Do not rail at already established churches. Preach a positive message.
2. Never have a heated argument with anyone. Let us care more about the soul than winning an argument.
3. Purpose in your heart to win one soul at a time.
4. Receive permission from proper authority before holding street services or tent services. Rigidly obey the by-laws of the town.
5. Be familiar with all tracts handed out and be sure they contain the truth.
6. Be patient in reaping. Remember the seed must be sown first.
7. Endeavor to reach all classes. Make no difference between rich or poor.
8. Keep meetings regular and punctual, rain or shine. One interruption may destroy the good accomplished over a period of weeks.
9. Do not neglect the children.
10. As soon as souls are being saved, start a building program. There is no better time to build than in the middle of a revival.



Evangelism II

Lesson Two

SURVEYING THE FIELD

A. THE NEED TO SURVEY THE FIELD

The whole world must have a witness. The gospel of the kingdom must be preached to the entire world. Every town and city in the homeland and on the foreign fields must hear the gospel. In this respect, we have hardly started in discharging our obligation to God and our responsibility to our fellow man. Both at home and abroad, there are thousands of towns and cities without the apostolic message, which we must take to them.

When an evangelist or missionary receives a burden to take the gospel to a new city, he should begin this work at once. It might be several months before he could move to the field. His actual arrival might be delayed even for a year or two. This should not discourage him in immediately beginning a very important phase of missionary work—that of surveying the field.

We may see the biblical importance of this phase of the work if we think of Moses and Joshua. Moses sent out the twelve spies to view the land and Joshua sent out two spies for the same work. Joshua 2:1 states, “Go view the land, even Jericho.”

A careful and prayerful survey of the field can lay a thorough groundwork for a successful campaign of evangelism. Careless work here may easily mean much waste of effort and needless delay. The home missionary simply cannot become too familiar with his prospective field of labor.

B. A FIELD FOR ESSENTIAL INFORMATION

As the pioneer evangelist begins his survey, the first thing he should do is to start a file and begin to compile all the information that he can receive concerning the place of his call. To begin with, possibly four files will be sufficient and more may be added later. He may start with a file for:

1. Religion and established churches
2. Real estate, rentals, hall available to rent
3. Personal contacts with individuals, names and address of prospects
4. General (for all other information)

By writing to the Chamber of Commerce, tourist bureaus, and government agencies, he will receive, within a few days, a wealth of information that will help him become acquainted with this new field. Among the brochures and literature, he

should make certain that he has received a street map, which he should study carefully until he is familiar with the entire city. This street map should not be placed in a file, but rather posted on the wall of his study where he can look at it daily, even during his periods of prayer.

C. ESSENTIAL INFORMATION

All information is important, but there is some information, which would be considered essential and should immediately go into the proper file. Here is a suggestive list of information to be filled:

1. Name and addresses of all people who have been contacted
2. Churches and established religions
3. Radio stations with rates
4. Newspapers with subscription rates
5. Cost of real estate and rentals
6. Available halls that can be rented
7. Schools
8. Hospitals
9. Nationality and customs of the people
10. Industry
11. Job opportunities and wage levels
12. Cost of food and living

The home missionary will have other items of information, which he will add to the above list according to the circumstances.

D. WHERE THE INFORMATION MAY BE FOUND

The home missionary may go to the library and find books describing the new fields. In most libraries there will be books and literature available. These books and literature will give him a great deal of knowledge concerning the city or country, which he is planning to evangelize.

The writer went to the library in the fall of 1946 and read everything he could find regarding the island of Jamaica. When he arrived, the island seemed already to be familiar. This was because of what he had read and studied. Anyone may do the same where he can become familiar with the field of labor before he ever arrives.

A good method to use at this state is to subscribe to a daily newspaper. A long subscription is not necessary. Generally a thirty-day subscription is all that is required. By reading the local newspaper one can find much information that will be very important and essential to the success of the missionary endeavor.

E. A SCOUTING TRIP

If the city is not too far away and he can afford it, a scouting trip to the city can be a tremendous blessing. It would be wise to be accompanied by another worker, but not to have a large party, for this is not a pleasure trip. He should not feel pressed for time but allow himself two or three days to travel throughout the city, carefully and prayerfully, meeting and talking with people, and locating auditoriums and church buildings that would be available for rental or purchase.

He should earnestly seek God for guidance as to the section of the city where he should begin his work of evangelism. Even a few city blocks can make a difference between immediate success and apparent failure. Only God can help him in this regard.

F. THE VALUE OF MAKING A SURVEY

By studying carefully the nationality of the people, the economical conditions, and the religious backgrounds, he will know the problems that will be facing him. Thus, he can prayerfully prepare himself to have the right answers as he makes contacts and knocks on doors.

If the pioneer evangelist has carefully followed through in this work of surveying the field, he will find a tremendous burden for the place will grow, and he can become so familiar with the field that it will seem that he already had lived there for several months. This will confirm his call and save him much lost time, expense, and heartache when he eventually arrives at his field of labor.



Evangelism II

Lesson Three

REACHING THE FIELD

A. MAKING THE FIRST CONTACTS

Before a soul can be won for the Lord, he must be reached with the gospel. Contact must be made. It is extremely important that the soulwinner makes these contacts wisely and prayerfully, for often the first impression is lasting. Mistakes can easily be made in the pioneer stages of a new church that may not be corrected for a whole generation. Let the soulwinner go forth with strong faith in his heart, with much prayer, carefully proving God each step of the way.

An excellent method available for reaching the field is through announcements, news items and articles published in the local newspaper. Sometimes the pioneer evangelist may find that the newspaper will gladly publish without charge articles that he might submit. Newspaper advertising can become very expensive and may cost more than he can afford. But this medium of contacting people should be thoroughly investigated and used fully.

B. PRAYER AND FAITH ARE ESSENTIAL

In order to reach the field effectively, the pioneer evangelist must be guided step-by-step, and word-by-word, by the Holy Spirit. This will mean that much time must be spent in prayer. He must keep his heart filled and anointed with the Spirit of God. If the Holy Spirit is guiding him, he will not make any mistakes.

Faith is also an absolute essential. If the missionary entertains doubts and fears, he is defeated before he begins. He must go forth in the morning believing God, expecting results. If he does this, he will be able to return in the evening, rejoicing in his soul. He will have the assurance that if he reaches men and women with the gospel, the harvest will be sure.

C. CAREFUL PLANNING IS ESSENTIAL

Not only is the Holy Spirit able to guide the home missionary step-by-step after he reaches the field, but also God can direct in all the necessary planning and arrangements.

Many decisions need to be made even before the missionary moves to the new field. These problems need to be taken to the Lord in prayer and the Lord allowed to make the decisions. Here are a few things to be considered:

1. Whether or not the missionary will be able to give full time to the new work, trusting God to provide or whether he plans to get a job and go to work
2. Where he plans to live
 - a. Purchase a home
 - b. Rent a home or an apartment
3. The number of workers who will accompany him
4. The choice of and preparation of literature, brochures, tracts
5. What methods will be used in the outreach throughout the community

D. CHOICE OF WORKERS

There is a great advantage in entering a new field with a strong band of workers. It is very difficult to conduct revival services without sufficient and suitable help. Musicians, Sunday school teachers, and altar workers are needed from the very beginning.

Two or three families to help can lift a tremendous load and make the work of pioneer evangelism so much easier. A party of several who can canvas, knock on doors, hold street services, teach Sunday school, play in the orchestra, or pray at the altar will permit a new church to come into being quickly. On the other hand, if the missionary is all by himself, it will be difficult to conduct services and pray men and women through to salvation.

There is another great advantage in going into a town with a party of workers. It leaves a favorable impression. The community soon knows that there is a new church in town. Interest and curiosity are aroused and a means of contact is opened up.

Another great advantage is that the workers provide fellowship for each other. At times discouragement will attack everyone, but at such times each one can encourage the other. In the early days of Pentecost this was the method used largely, and it is still very essential today.

However, we should consider a note of caution regarding a party of workers. The expense of the project is increased tremendously, and unless some of them immediately go to work, the financial load may soon wreck the prospects for success.

Another word of caution to be considered is that the workers should be considered and chosen carefully. Not everyone is able to work together in a compatible manner; some workers may mean well but create disharmony and division. The workers must be able to work harmoniously together in perfect unity under the leadership of the missionary. They also must be dedicated and willing to trust God for His provision.

E. THE PROPER LOCATION MUST BE CHOSEN CAREFULLY

The home missionary must be very careful regarding the location in which he settles. The progress of the work may be delayed for months by his residing in the wrong part of the city. God is able to lead him each step of the way and to witness to his soul that he is in the perfect will of God, even in the house or apartment in which he is to reside.

Many mistakes are made in the choice of a church building or auditorium where the revival services are to begin. The church building should be located on a corner, in the center of activities and accessible to the largest number of people to be reached. It should be where the most people are, where the most people will pass by, and where the most people will be reached by the gospel message.

We must not be presumptuous and careless in the spending of funds, but it is absolutely imperative that we have the location that God desires in the establishment of a church home. Sometimes it would seem that the devil gains the victory by getting someone to donate a piece of ground on the wrong side of town. The enemy would like to see the church located across the tracks in an area where people cannot find it. Sometimes buying a cheap parcel of ground is false economy. While it is true that we do not necessarily need the most expensive real estate in town, the church certainly must be located prominently where men and women pass by, and where everyone will know the location when they hear the announcements over the radio or see them in the local press.

The home missionary should prayerfully study the street map of the city, giving special attention to the main arteries of traffic. He should study the city's zoning and building codes. By becoming familiar with these, he can save himself from making some serious mistakes.



Evangelism II

Lesson Four

METHODS OF PIONEER EVANGELISM

Part I

A. BY ALL MEANS

Pioneer evangelism will challenge the very best in the most experienced and veteran gospel preacher. He should be willing and able to use all the means available to win souls. The apostle Paul expressed this when he wrote to the Corinthian church, "That I might by all means save some" (I Corinthians 9:22).

God uses only one means to evangelize a lost world. He committed to His church the tremendous responsibility to preach the gospel to the lost. His method has always been and will always be to use the medium of consecrated men. While we may be looking for better methods of promoting the work of God, He is looking for better workers. Let us respond to this cry coming from the heart of our God by presenting to Him our utmost. The urgency of the hour, the brevity of time, and the crises facing men everywhere, demands that we invest everything we have into the kingdom of God. Half-hearted methods will never prevail in this spiritual battle for souls. We must use every means at our disposal and exhaust every avenue that we know in the preaching of the gospel and reaching the lost with the message of salvation.

No means of reaching men and women and communicating with them the gospel of salvation should be overlooked. The urgency the hour demands that we use all tools available. Certainly, we should continue to do what we are doing: preaching the gospel over our pulpits, house-to-house visitation, and personal evangelism. We must have a radio ministry, a literature campaign, street services, tent campaigns, and a house-to-house evangelism campaign of the entire community.

The pioneer evangelist must use every possible way to reach the lost and to establish a lighthouse in the new field of labor.

B. HOUSE-TO-HOUSE VISITATION

Scripture Reference:

"And have taught you publicly, and from house to house" (Acts 20:20).

Someone has called this Scripture the "twenty-twenty vision of evangelism."

House-to-house evangelism is certainly scriptural. The apostle Paul preached the gospel in Ephesus from house to house. We read also in Mark 2:1 that Jesus ministered in houses, "And it was noised that he was in the house."

There is no better place than the home to do personal evangelism. Here people are more relaxed. They are more likely to open up and speak what is in their hearts, frankly expressing their problems and their doubts. Here they are more will to discuss spiritual truths and possibly even argue the Bible. They feel that they have a right to express themselves within the security of their own homes.

Although house-to-house visitation can be the most rewarding, it can at the same time be the most challenging, and frequently the most frustrating and disappointing. Here are a few principles to be studied and remembered for house-to-house soul winning:

1. It is always best to have a co-worker with you. You cannot improve upon the method of our Lord when he sent His disciples out two by two. However, If you do not have a helper, remember you can do house-to-house visitation all by yourself.
2. Dress properly and groom yourself carefully. Casual attire may be the best. You do not want to appear as two preachers and especially you do not want to appear as two Mormons. Nevertheless, you must be neat, clean, and attractive.
3. Pray much that your heart may be warm with the love of God for those you meet. Remember that in order to reach souls, you must have the anointing of the Holy Spirit.
4. Be cheerful. At all times, wear a bright smile and radiate forth the joy of the Lord.
5. Refuse to be discouraged. Many doors will slam in your face. You will receive many a cold shoulder, but refuse to be offended. You have to be dead to your own feelings. Keep clearly in mind the value of the soul you are trying to in.
6. Make a good first impression. Your approach when you meet people at the doors of their homes is extremely important. The impression you making during that first minute will make the difference whether or not you will be invited in.
7. Introduce yourself at once. Some may argue that it is better to keep them guessing and to hide your bait. However, the writer believes that it is better to remove all misunderstandings from the very beginning. They will not confuse you with a Jehovah Witness or a salesman. You should depend upon the Holy Spirit to guide you, but you might begin something like this: "Good evening, I am John Doe and this is my friend, Bill

Smith. We are from Faith Tabernacle, and we have something to offer you that we know you really will be interested in”

8. Know their name. If you can call their name when they come to the door, you immediately have gained a tremendous advantage. Sometimes you may learn the name of the resident from the previous call.
9. Be observant. Notice flowers, pets, children, the home, the garden, and the automobile parked in front. Making a comment or paying them a compliment regarding their children or even a pet will help you win their confidence so that they will give you a few minutes.
10. Remember your goal. Always remember that you are there to win souls, not to win arguments. If it is at all possible, never permit yourself to be drawn into an argument. Give the gospel to them clearly, but with love and patience. If you only can make a good impression and win their confidence, there is the possibility that they will give you a listening ear and even attend your gospel services.
11. Extend an invitation. Be certain that you have given them a warm invitation, and if possible, make an appointment for a return visit to their home for the purpose of conducting a Bible study.
12. Never be shocked at what you may see or find in the home. You may find women who are only partly dressed. You need to enter the home with your eyes sanctified and seeing only the soul that is to be saved. They may be drinking and even quarreling. You must be prepared for almost anything.
13. Compete with the television. Television frequently offers a real problem. Use as much tact as possible. Rudeness is always inexcusable. If the television is on and you are invited to sit down, be sure that you sit so that you face the television and they will have their backs to it. After a few minutes you might ask, “Excuse me, but may I turn it off?” If the television is blaring and you have not succeeded in doing anything about it, excuse yourself and move on to the next house.
14. Keep records. Keep an accurate record of all prospects and of all calls that may be repeated.
15. Keep your faith. Faith is an absolute essential. If you entertain doubts and fears, you are defeated before you start. Go forth in the morning believing God, expecting results, and you will be able to return in the evening, rejoicing in your soul.

C. TRACT AND LITERATURE DISTRIBUTION

It is impossible to place too much emphasis upon the distribution of tracts and gospel literature as a means of doing pioneer evangelism. We can understand the value of the written word by looking at what it has accomplished for some of the false cults such as Jehovah Witnesses. What is spoken may soon forget, but what is written lives on and may be passed from person to person.

1. Importance of Literature Evangelism

- a. Anyone can do it. Workers assisting the home missionary may not feel qualified to do personal work and witnessing, but they can hand out tracts and gospel literature.
- b. Many people will not stop to listen to the gospel, but they will accept a gospel tract.
- c. Tracts are a point of contact. Sometimes it is difficult to open up the conversation regarding the gospel, but the tract will open the door and get the attention of the person.
- d. The tract may be carried about for days, or left in the home for weeks before being read. The message will be there when needed.
- e. The tract will carry the message of salvation without the risk of an argument or resentment.
- f. The tract may be circulated and passed on to others.
- g. The tract will carry the address of the church and given an invitation to attend the services.

2. Principles in Literature Evangelism

- a. Make certain that all literature is bright, attractive, and easily read.
- b. Avoid literature that has fine print and lengthy articles. Something that people can see and read quickly will be the most effective.
- c. Carry a variety of tracts and permit the Holy Ghost to direct the right choice of tract for the individuals.
- d. Read and study every tract that you use. Be familiar with the message it contains. Use no tract that does not carry the true message of salvation. Be prepared to discuss tract with each recipient.
- e. Make certain that the name of the church and the schedule of all services are clearly printed on the tract.
- f. Use literature in abundance; sow bountifully. If we sow bountifully, we shall reap bountifully. This principle is expressed in II Corinthians 9:6, "He which soweth bountifully shall reap also bountifully."

Lesson Four

- g. Tract distribution may be used to assist in house-to-house visitation, street services, cottage meetings, and may be carried out on the street, on the bus, in laundromats, hospitals, restaurants, etc. In fact there is no limit to this type of ministry.





Evangelism II

Lesson Five

METHODS OF PIONEER EVANGELISM

Part II

A. TWO MORE METHODS

In this lesson we shall study two more methods of outreach in a new town where no one has gone with the gospel. These methods are time honored and have been used by the Lord in reaching countless thousands of people. These methods are:

1. Open air and street services
2. Tent revivals

It is true that in some cities the authorities may not permit either one of these methods. Also in other areas neither one of them may be advisable because of other reasons. However, we must not overlook the possibility of using one or both of these old fashioned methods of reaching the lost.

B. OPEN AIR AND STREET SERVICES

1. Place

Open-air services may be conducted in parks or on street corners. It is advisable to approach the authorities and gain permission. When we do this we shall have the police protection that is needful. Generally, we find that we shall receive full cooperation from the police if we show first that we are willing and ready to cooperate with them.

There are three things that will influence the police in their decision:

- a. Whether or not there is a bylaw in the community prohibiting such services
- b. Whether or not the service will interfere with the flow of traffic
- c. Whether or not there have been complaints from residents or businessmen complaining of noise nuisance or an interference with normal business.

2. Being heard

A public address system is very beneficial here. Again, you must carefully check with the authorities to find out whether or not a public address system is permissible. In many places it is against the law to use a P.A. system.

3. Time

Keep your meetings punctual and regular. Let the people who listen know that if weather conditions permit, you will be there at the same time each week. Many will look forward to this and will be waiting there for you. It is possible to build a street audience just as you build a radio audience or a church congregation. However, this is impossible if your meetings are not held at regular times.

4. Getting an audience

When you go with a group of people and you have no listening audience, place part of the group on the sidewalk as your audience. They will be decoys to encourage others to come and to join the group.

5. Music

Good music and singing are absolutely essential. Sing old hymns with which the people are familiar and can join with you. Do not sing lengthy songs or slow songs. Make certain that every song is lively and cheery.

6. Preaching

Do not preach a long sermon in the open air. Many times people will listen as long as you are singing, but they walk away as soon as they see you open your Bible. Two or three short, lively sermons are preferred to a long, lengthy sermon. Make certain that your message is full of power and life and anointed by the Holy Ghost. A dead, dry sermon will kill a street service in a hurry.

7. Testimonies

All testimonies should be short and lively. Every word should ring out with a positive note. Make certain that those who testify are living a dedicated, Christian life. Sometimes a backslider is the very one who wants to step out into the circle and testify. This must not be permitted.

8. Contending with the sun

Always place yourself at the disadvantage position as far as the sun is concerned. People will not stand looking into the sun. Therefore, often in order to hold your audience you must take the unpleasant position of facing the sun.

9. Wind

If possible, always speak with the wind at your back so that your voice will carry.

10. Literature

A couple of workers should be placed upon the street to hand out literature and gospel tracts to those who will receive them. These workers must be careful about the way they approach people and not create resentment. Otherwise, complaints may be given to the police.

11. Advertising

At the very beginning of the service, introduce yourself and announce your church. Give people a warm invitation to come to your church. At frequent periods during the service do this because your audience is constantly changing. Let them know who you are, where you are from, and the message you are preaching. Do not leave them in doubt.

A small attractive sign placed on the sidewalk can give you the needed identification and also publicity.

12. Altar service

Allow the Holy Spirit to guide in regard to giving an altar invitation. There have been people who have received the Holy Ghost right on the street. Many have accepted Jesus and repented at the close of open-air services. If you have a gospel service in the church following the open-air service, encourage them to follow you right to the church.

13. Finally

Remember you go upon the street in the name of Jesus and in the power of the Holy Ghost. Nothing can harm you unless the Lord permits it. Remember you must keep control of the meeting and allow no one to take the meeting out of your control. You will have the victory if you keep fearless but calm. Do not get upset nor lose your temper regardless of how you may be provoked.

14. A few “don’ts”

- a. Don't lose your temple.
- b. Don't become frightened.
- c. Don't fight back even if you are struck.
- d. Don't let your meeting be broken up.

C. TENT REVIVALS

1. Tent Revivals Attract Attention.

There is something different about a tent that people like. Many cities will not permit a tent to be erected, but there are still many places where permission may be received and where hundreds of people will be attracted. Be certain that you receive the necessary permit before the erection of the tent and you print the announcement of the revival services.

2. Permits.

City authorities will be guided in their decision by the following:

- a. Whether or not there is a bylaw prohibiting the use of a tent
- b. Whether or not the canvas has been fireproofed and can meet the requirements of the fire marshal
- c. Whether or not there are suitable sanitary conveniences sufficient to meet the requirements of the health department
- d. Whether the lot is large enough and the proper location
- e. Whether there is sufficient parking

3. Getting Electricity.

After the tent is wired, it must be inspected by the electrical inspector. This must be done before lights can be turned on.

4. Choosing Your Vacant Lot.

There should be sufficient depth of soil to hold the stakes firmly, and, if possible, some shelter from trees. The lot should provide ample parking facilities and be located in a place that is well known and is easily accessible.

5. Do Not Overlook Sanitary Conveniences.

Here on this point, the evangelist may run into difficulty and not be able to erect his tent. Be certain that this part is taken care of before arrangements are made to rent to lot.

6. Choosing Your Tent.

A block and tackle tent is to be preferred to the push up type. One attendant can look after a block and tackle tent with ease, and it can always be quickly lowered in case of a terrible storm.

7. The Tent Must Be Constantly Attended.

Storms arise quickly and may blow the tent down and tear it up if no one is with it. Also, there is constant danger from vandalism. Someone should sleep in the tent, and if possible, the tent should never be left alone.

8. Caring For Your Tent.

When the canvas is wet, all ropes should be loosened. When the canvas dries the guide ropes should be tightened. All ropes should be kept with the same tightness so that the side of the tent is not being pulled tighter than the other. This takes constant attention.

The life of the tent will greatly depend upon how it is taken down and stored. Never store a tent that is damp. Make certain that it is thoroughly dry. A tent should never be taken down in the early morning but in the middle of the afternoon when it is dry. If a tent is always rolled and stored when thoroughly dry, and carefully taken care of, it will last for many years. It can give the evangelist many revivals in different towns. It can be a means of reaching and winning hundreds of souls.



Evangelism II

Lesson Six

METHODS OF PIONEER EVANGELIST

Part III

In this lesson we are introducing three more methods of pioneer evangelism. Remember that in pioneer evangelism we are doing home missionary work in a new city where we are not known. At this stage our goal is twofold:

1. To reach the lost and save souls
2. To introduce yourself to the community and give yourself and the message you bring all the exposure possible

In many place, you cannot establish a church for the name of Jesus until you are known. You must first break down all suspicion and prejudice before you can gain a listening ear. In the pioneer stages of a new church much time is spent in accomplishing this.

A. RADIO MINISTRY

An excellent way to reach a new field is through radio ministry. In fact this is a wonderful way to make your first contacts even before you move to the city. Much gospel seed can be sown and many contacts made even before an attempt is made to have any gospel service in the town. By this way, you have already introduced yourself and the gospel to the community.

Undoubtedly the most influential factor regarding radio ministry is finances. Most home missionaries work on a very limited budget, and they must not run into debt. No debt must accumulate at the radio station.

An important consideration is the time of day that the program will be heard. Very likely the evangelist will not have much choice but will have to be content with what is available. However, the program manager may move him to a better spot if he likes his program.

Here are a few principles to be remembered in radio work:

1. Be relaxed; talk in your normal tone of voice. Talk to your radio audience.
2. Be informal and have variety; do not hesitate to change the style of the program
3. Have all music bright and cheery. If the music and singing is poor, do not have any at all.

4. Have a post office box with numbers easy to remember. Identify yourself at the beginning and at the close of the broadcast. Never leave the listeners in doubt.
5. Preach a positive message. Do not needlessly alienate the listeners. Remember they can turn you off in a moment and never listen to you again.
6. Place the emphasis upon the Word of God. Give them plenty of Scriptures. Preach the Word.
7. Be careful with the enunciation; speak each word clearly and distinctly.
8. Pray much about the choice of a name of the broadcast, theme, etc.
9. Answer every letter promptly and follow up every contact.

B. COTTAGE SERVICES AND HOME BIBLE STUDIES

There is no better place to reach a soul than within his own home. The home missionary may be invited to conduct a cottage service or a home Bible study in the home of the unsaved. These invitations should be immediately accepted. Permit no such opportunity to pass by. The door of that home may never be open again. Not only will this home be reached, but also the friends and neighbors of the family may be reached. The writer began his ministry in preaching from house-to-house and many times he had the opportunity to preach to groups of people who were respectful and attentive but who would never have attended the church.

Here are a few principles to remember:

1. Never be rude. Remember you are in another man's home. You want to win him for Christ and you want to have an invitation to return again for another.
2. Do not permit the meeting to become just a social gathering. In fact, it is sometimes best to discourage the serving of refreshments following the meeting.
3. Be early so that you can supervise the seating arrangement. If people are going to be seated in two rooms, place yourself in the doorway so that you can see the people in both rooms.
4. Have the meeting as informal as possible. Cultivate a freedom and liberty of Spirit. Be friendly and relaxed yourself.
5. Always begin promptly on time and know when to dismiss. Do not drag out the meeting until everyone is tired. Close when interest is high so that they will desire to return.
6. If it is a gospel service, have plenty of good, lively gospel singing. Get everyone to enter in. Keep your message to the point and fairly short.
7. If it is a Bible study, keep to the subject, do not get sidetracked. Encourage everyone to participate, answer and ask questions, take turn in reading the Bible, etc.

C. INSTITUTIONAL SERVICE

It is possible that the home missionary may find an open door to conduct services in a nursing home, jail, etc. In ministering to these shut-ins, the pioneer evangelist gives himself and the message he carries publicity and exposure. These people need the gospel and need to be saved. They also have families and friends who will hear about you from them. Because of your ministry in these institutions, open doors may be before you and contact may be made.

In these types of services, there is no substitute for plenty of good music and singing. Try to get those living in the institution to enter in and sing too. Keep your services:

1. Fairly brief
2. Brisk, lively, and cheery
3. With plenty of music

Do not forget that you are there by the courtesy of the management. Therefore cooperate fully with the authority in charge. Be appreciative of the privilege and thank them sincerely. In this way you may be permitted to have your services regularly and fairly frequently.



Evangelism II

Lesson Seven

SETTING THE NEW CHURCH IN ORDER

A. WHAT WE MEAN BY “SETTING THE CHURCH IN ORDER”

By the term, “setting the church in order,” we mean that in a called business meeting, a form of church government is set up to govern and control the assembly henceforth. In this meeting, a definite form of church government must be accepted and instituted. Minutes of this meeting must be kept and an accurate record of all transactions.

B. STARTING THE RIGHT WAY

In establishing a new assembly, it is essential that the church be taught and instructed properly right from the beginning. It is very difficult to change a church afterwards, but new converts are readily taught and are willing to follow. Here are a few things that should be considered in establishing a church:

1. Indoctrinate the new converts in the true apostolic message.
2. Teach a high standard of biblical holiness.
3. Instruct the converts to faithful church attendance.
4. Instruct the converts in tithing and supporting the church.
5. Get them involved immediately in assuming responsibility.
6. Put the new converts to work, playing in orchestra, singing special songs, teaching, etc.
7. Begin immediately to receive missionary offerings.
8. Have a definite outreach program.
9. Set the church in order with a membership roll so that the new converts will know that they belong and that this is their new home.

C. SETTING THE CHURCH IN ORDER

A new church may be set in order any time after there are a number of people who have been baptized in Jesus’ name and filled with the Holy Ghost. This may be done at a business meeting called for this purpose. The writer does not advise too much haste here, and yet it also could be delayed too long. Under normal conditions about a two-year period could go by first. In this period, while the church is in her infancy, the pastor would have complete and direct supervision and control of all phases of the work.

The following matters of business would have to be dealt with when the church is set in order:

1. The name of the assembly
2. Membership, a list of charter members
3. Articles of Faith
4. The manner of appointment or election of church officers
5. The manner of government for the assembly
6. The manner in which church property would be held
7. Affiliation, if any
8. The time of church business meetings





Evangelism II

Lesson Eight

PERSONAL EVANGELISM

Part I

The following four lessons deal with personal evangelism. By personal evangelism we mean dealing with each individual personally and winning that soul for Jesus. Personal evangelism may be done anywhere and anytime of the day. Soul winning can take place over the telephone, in the automobile, on the street, in the home, at school, in the office, shop, or factory. In fact, souls may be won everywhere and anywhere.

Every Christian should be a personal evangelist. If he is a witness for Jesus, he is a personal evangelist. He should be alert to every opportunity and always ready to win a soul.

Personal evangelism is possibly the greatest and best method of evangelism, for it is not limited to any particular place or time. It can be done by everyone. After all, soul winning is a personal matter. Souls are saved one by one. Therefore, there is no better way to win them than by dealing with them personally.

Jesus was the greatest of all soulwinners, and we read in the Gospels of the attention He paid to individuals. Some of the greatest lessons we have recorded in soul winning are found in the third and fourth chapters of the Gospel of St. John where Jesus dealt with Nicodemus and the Samaritan woman.

A. SOME PRINCIPLES TO REMEMBER IN PERSONAL EVANGELISM

1. Be fearless and bold. Never be ashamed to witness regarding your salvation. A timid person will not be a soulwinner. The Holy Spirit will give courage and boldness, so yield to the Spirit.
2. Be frank and honest, but yet not rude. Tell the person the truth regarding to your own identity, experience, and the true message of salvation.
3. Keep your goal clearly defined. Your object is to win the soul and to see him saved. It is not to gain another member for the church and another tithe payer; it is not just to win another argument.
4. Never get into an argument if it can be helped. Keep the conversation on the level of an earnest and frank discussion, but never a heated argument. Once it begins to be an argument, find a way to cheerfully terminate the discussion, and make an appointment to resume the discussion on another occasion.
5. Keep to the Word of God. After all, it is not what you think or what he thinks that decides the matter, but rather what does the Bible have to say about the matter.

6. At the beginning try to find a common basis of agreement first. If you can find a place where you can agree with him, it will be so much easier than to go on the places of disagreement without building resentment.
7. Never start in by denouncing the person's religious faith, but rather simply show him a better way. Do not put him into the position of having to lose face. Therefore, never place him in the position of having to defend his religion.
8. Never get upset or show any trace of anger or impatience. When this happens, the soulwinner is immediately defeated and has lost his opportunity. He must keep calm, patient, sweet, and loving.
9. Do not permit the person to monopolize the conversation. During the discussion where it will be most profitable and keep it on the subject of salvation.
10. Hold him to the main issue of accepting Jesus and obeying the gospel. Bring him to the place of decision.
11. Give your own experience. Tell him what Jesus has done for you. Always remember that he who has an experience is never at the mercy of him who only has an argument.

B. HOW TO DEAL WITH DIFFERENT CLASSES

We are listing fourteen different classes, typified by what each says, that will be met and have to be dealt with. Remember to use the Bible freely. It is the 'Sword of the Spirit' (Ephesians. 6:17) and the basis of saving faith (Rom. 10:17).

1. "I need Christ and desire salvation."

- a. Show him that Jesus is his Savior.
- b. Have him insert the personal "I" in Isaiah 53.
- c. Point him in John 1:12.
- d. Impress upon him the simplicity of salvation.
- e. Have him read Acts 2:38 and show him the truth of water baptism in Jesus' name.
- f. Show him the promise of the Holy Ghost.
- g. Urge him to testify and confess Christ (Romans 10:9-10).

2. "There are too many hypocrites in the way."

Point out that the hypocrite must be ahead of him, because he is between him and the Lord. Therefore he had better change his position and get ahead of the hypocrite. Draw his attention to someone who has measured up to his ideas of a Christian. Show him that God will judge him for his own sins. He knows the standard of the Christian life and God will hold him responsible. "So then every one of us shall give account of himself to God" (Romans 14:12).

3. “I have been wrongfully treated by Christians.”

Show him the mercy and love of Jesus. Ask him what fault he has to find with Jesus and then show him how Jesus has much to complain of in his attitude toward Him (Psalm 103:10).

4. “The Christian life is too hard and exacting.”

Point out that the ways of sin are cruel and tormenting. The way of the transgressor is hard in comparison with the way of God, which is easy (Matthew 11:28-30; Proverbs. 4:18; Proverbs. 13:15).

5. “The way of salvation demands too great a sacrifice.”

God does not make unreasonable demands but rather extends to the sinner glorious privileges. All God asks us to leave is the useless, trivial, and light things of the world and to follow that which is good and lasting. Turn the person’s thoughts to these things, which are eternal. The human things that the heart craves will soon pass away, but He abides forever (I John 2:15-17).

6. “I must become better before I can become a Christian.”

The devil is a deceiver and the following verses tell us to come just as we are, even as the prodigal son (Matthew 9:13; Luke 15).

7. “Salvation is only for those who are good; I am too wicked.”

This objection is universal and is easy to deal with. Show him that Jesus died for the lost and sinful (Matthew 9:13; Luke 19:10; Romans 5:8).

8. “I am lost.”

Turn his attention to Luke 19:10, showing him Jesus came to seek the lost.

9. “I am afraid I shall fail if I become a Christian.”

Show him that Jesus is the one who keeps and He cannot fail (II Timothy 1:12; Hebrews 7:25; I John 2:1, Jude 24).

10. “I am afraid I shall fail if I become a Christian.”

Have him look away from his weakness to the Lord’s strength. God understands his weakness (I Corinthians 1:27).

11. “I cannot give up my evil ways.”

Show him that there is no alternative; sin must be given up because God is holy. Point out the consequences of sin. Tell him that the desire for sin will be taken out of his life when Jesus comes in (Romans 6:23; John 8:36).

12. “I have tried before and failed.”

Point out that the Christian life is not one of self-effort when one is wholly surrendered. Christ will not repair but rather will work a miracle. He will be born again and become a new creation. Faith without works is dead. Tell him to put his faith to work and he will have results. Ask him if he is depending on feelings, if so, faith is not working. God’s order is faith first, not feelings. Get his attention off self and on Christ (I John 1:7-10).

13. “I cannot be a Christian and continue in my business.”

Show him that it is all right to be in business as long as it is legitimate and right, but if not, he must give it up. If he does, God will bless him with something better (Matthew 6:33; Matthew 16:26).

14. “God is too good to punish anyone.”

The answer to this is to point him to the Scriptures (Romans 2:4; Ezekiel 33:11; II Peter 3:9-11; John 3:18-19; Revelation 20:15).



Evangelism II

Lesson Nine

PERSONAL EVANGELISM

Part II

A. SCRIPTURES TO BE MEMORIZED BY PERSONAL WORKERS

1. “I will lose my friends.”

“If ye were of the world, the world would love his own: but because ye are not of the world, but I have chosen you out of the world, therefore the world hateth you” (John 15:19)

“Know ye not that the friendship of the world is enmity with God? Whosoever therefore will be a friend of the world is the enemy of God” (James 4:4).

2. “I do not see any harm in the pleasures of the world.”

“Wherefore come out from among them, and be ye separate, saith the Lord, and touch not the unclean thing; and I will receive you, And will be a Father unto you, and ye shall be my sons and daughters, saith the Lord Almighty” (II Corinthians 6:17-18).

3. “I guess I will get to heaven at last.”

“Neither is there salvation in any other: for there is none other name under heaven given among men, whereby we must be saved” (Acts 4:12).

4. “I am a moral man, therefore I will be saved.”

“For by grace are ye saved through faith; and that not of yourself: it is the gift of God: Not of works, lest any man should boast” (Ephesians. 2:8-9).

5. “I belong to the church.”

“Not everyone that saith unto me, Lord, Lord, shall enter into the kingdom of heaven; but he that doeth the will of my Father which is in heaven” (Matthew 7:21).

6. “I have not been guilty to terrible sins.”

“Jesus said unto him, Thou shalt love the Lord thy God with all thy heart, and with all thy soul, and with all thy mind. This is the first and great commandment. And the second is like unto it, Thou shalt love thy neighbor as thyself” (Matthew 22:37-39).

7. “I do not wish to be forced to a decision. When I am ready I will come.”

“Therefore be ye also ready: for in such an hour as ye think not the Son of man cometh” (Matthew 24:44).

“Seek ye the Lord while he may be found, call ye upon him while he is near” (Isaiah 55:6).

8. “My friends will ridicule me.”

“Blessed is the man that walketh not in the counsel of the ungodly, nor standeth in the way of sinners, nor sitteth in the seat of the scornful” (Psalm 1:1).

9. “I will be saved after I am established in business.”

“And I will say to my soul, Soul, thou hast much goods laid up for many years; take thine ease, eat drink, and be merry. But God said unto him, Thou fool, this night thy soul shall be required of thee” (Luke 12:19-20).

10. “I will wait until I am older.”

“I love them that love me; and those that seek me early shall find me” (Proverbs 8:17).

“Boast not thyself of tomorrow; for thou knowest not what a day may bring forth” (Proverbs 27:1).

11. “If I were a Christian, my loved ones would disown me.”

“He that loveth father or mother more than me is not worthy of me: and he that loveth son or daughter more than me is not worthy of me. And he that taketh not his cross, and followeth after me, is not worthy of me” (Matthew 10:37, 38).

12. “There is someone I simply cannot forgive.”

“For If ye forgive men their trespasses, your heavenly Father will also forgive you: But if ye forgive not men their trespasses, neither will your Father forgive your trespasses” (Matthew 6:14, 15).

13. “I wish to become a Christian, but I do not know what to do.”

“But as many as received him, to them gave he power to become the sons of God, even to them that believe on his name” (John 1:12).

“Then Peter said unto them, Repent, and be baptized everyone of you in the name of Jesus Christ for the remission of sins, and ye shall receive the gift of the Holy Ghost” (Acts 2:38).

“And they said, Believe on the Lord Jesus Christ, and thou shalt be saved, and thy house” (Acts 16:31).

B. HOW TO DEAL WITH A PROCRASTINATOR

Opportunities to deal with the souls of men sometimes only come once. A soul can only be saved when the Holy Spirit is convicting him and dealing with him. Since this opportunity sometimes never returns, it is essential to press for an immediate decision.

In person evangelism one of the greatest problems to solve is to know how to lead a person to an acceptance of Christ now, for another chance may never come. It is the weakness of human nature of procrastinates.

In dealing with a procrastinator, impress upon him the following:

1. Procrastination is the thief of time; the opportunity may never return.
2. There is no better time to be saved than now.
3. There is no easier time to be saved than now.
4. There is great danger in delay, for he has no guarantee of the future.
5. There is no time when he could give the Lord more of his life than at the present and that is unfair to present to the Lord what is left over from a life dissipated by sin.

The Bible is full of excellent Scriptures, which may be used with a person who desires to delay his salvation.

“Seek ye the Lord while he may be found, call ye upon him while he is near” (Isaiah 55:6)

“Boast not thy of tomorrow; for thou knowest not what a day may bring forth” (Proverbs 27:1)

“He, that being often reprov'd hardeneth his neck, shall suddenly be destroyed, and that without remedy” (Proverbs 29:1)

“Therefore be ye also ready: for in such an hour as ye think not the Son of man cometh” (Matthew 24:44)

“Behold, now is the accepted time; behold, now is the day of salvation” (II Corinthians 6:2)

Finally, if possible use illustrations of people who postponed their salvation and died without being saved. By all means, press for an immediate decision if you feel that the Holy Spirit is dealing with him.

C. HOW THE NEARNESS OF JESUS' RETURN AFFECTS PERSONAL EVANGELISM

Every soulwinner should be fully aware of the signs of the times and that as we draw near to the return of our Lord, many things that we meet up with in dealing with souls are fulfillment of prophecy. Today we wrestle with demon powers, and in dealing with many souls; we must have Holy Ghost power and anointing.

Here are a few of the fulfilled prophecies that affect the personal dealing with souls:

- | | | |
|----|-------------------|---|
| 1. | Jude | A denial of God and the Savior |
| 2. | I John 4:3 | A denial of the humanity of Jesus |
| 3. | II Peter 2:1 | A denial of the atonement |
| 4. | II Timothy 3:1-5 | A denial of godliness |
| 5. | II Timothy. 3:1-5 | A denial of sound doctrine |
| 6. | Jude 8 | A denial of authority |
| 7. | I Timothy 4:1-3 | Apostate professing Christendom
The rise of devil worship and seducing spirits |

D. HOW TO DEAL WITH TRINITARIAN TRADITION

The Trinitarian tradition is one of the most common false doctrines with which we have to deal. This has been the accepted doctrine of many of the historical professing churches. The majority of church members are Trinitarians although many of them know very little about the doctrine.

The personal worker's attitude will determine to a large extent whether or not he will be successful in dealing with these people. To denounce Trinitarianism in strong terms is wrong, for many of these people are sincere in their belief. Our purpose should never be to alienate them but rather to help them. We should try to lead them into the full revelation and truth of the identity of Jesus Christ and the power of His name.

There are two aspects of this truth that we shall have to deal with:

1. Water baptism in Jesus' name
2. Deity of Jesus and the oneness of the Godhead

As water baptism in Jesus' name is the easier of the two to prove, the worker should start here. The Scripture to turn to is Matthew 28:19. Have the person read the Scripture and then begin to ask some questions similar to these:

Lesson Nine

1. In whose name are we to be baptized?
2. Is the name singular or plural? If it is singular, what is the name?
3. Are we told the name in this verse? If we use this as a formula in water baptism, are we obeying or are we repeating?

Now turn to the Book of Acts and trace water baptism through the history of the early church, showing that there is not a single exception. Then show that Peter was obeying Matthew 28:19 when he instructed the Jews to be baptized in the name of Jesus Christ.

From this truth then turn to the great subject of the deity of Jesus and show just why the name of Jesus is so important. The personal worker must have a clear revelation of the oneness truth and be familiar with the Scriptures and know something about the history of the Trinitarian tradition.

Begin on the negative here. Tell them about the history of Trinitarian tradition and kindly ask them some questions that Trinitarianism does not answer:

1. How many does he expect to see in heaven?
2. Which is the greater, the Father or the Son?
3. To whom does he pray? Whom does he worship? Etc., etc.

Now proceed by quoting Scripture to show the dual nature of Jesus: Divine and human. Show that the fullness of the Godhead dwells in Jesus (Colossians 2:9). Then begin to answer all his questions and problems, using Scripture for each one.



Evangelism II

Lesson Ten

PERSONAL EVANGELISM

Part III

A. HOW TO DEAL WITH UNITARIANISM

Sometimes we are accused of being Unitarian. This, of course, is as false as it possible could be. Oneness and Unitarianism are at the very opposite poles as far as faith in Jesus Christ is concerned. In dealing with this error, it is necessary to clear up all misunderstanding and clearly define the truth of the deity of our Lord.

The false teaching of Unitarianism may be briefly summed up as follows:

1. They deny the deity of Jesus.
2. Jesus was merely a good man; the Holy Spirit is an influence.
3. The atonement is unnecessary since sin is a defect that education will remove.
4. The Bible is neither inspired nor infallible.
5. The supernatural is scorned.

In dealing with them, dwell upon the miracles of our Lord and what He has done and is doing today. Give your own testimony of your experience with God. Give examples of Jesus answering prayer and healing from physical sickness.

Scriptures to be used in dealing with this heresy are:

Matthew 11:27

John 14:6

Acts 4:12

Matthew 14:33

John 8:21, 24

Philippians 2:9-11

I John 2:22-23

I John 5:10-12

B. HOW TO DEAL WITH ROMAN CATHOLICS

Whole books could be written showing the evil of the Roman Catholic Church. When we look at what is wrong with this religion, there is no end to the list of things which can be mentioned: Idolatry, popery, Mariolatry, mass, confessional, purgatory, etc. However, in personal evangelism we are concerned with winning Roman Catholics for the Lord and seeing them saved. Therefore, we must use some wisdom and understanding.

Here are some useful suggestions:

1. Try to direct conversation on Jesus as much as possible.
2. Stress the possibility and joy of being assured of salvation and knowing the forgiveness of sins.

3. Never seek to defend Protestantism.
4. Do not dwell on the sins of the Roman clergy.
5. Do not argue whether Peter was the first pope of Rome.
6. Avoid appealing to history.

Here is a suggested means of approach:

1. Confess a high regard for the virgin Mary and ask the inquirer if he believes he should do as the virgin commanded. The answer will be "yes." Then turn to John 2:5, followed by John 3:3 and II Corinthians 5:17.
2. Show that salvation is not by works. See Romans. 4:5; II Timothy 1:9; Ephesians 2:8-9.
3. Show how he may enjoy the assurance of salvation (Acts 13:38-39; I John 5:13).
4. Show that he must trust in the finished work of Calvary alone, that the mass is not a propitiatory sacrifice, that Jesus needed to be offered only once (Hebrews 9:28; Hebrews 10:12, 14).
5. Urge the necessity of confessing sins to Jesus alone. Show that the priests have no power to remit sins (I John 1:9).
6. Urge him to confess Christ to man (Romans 10:9-10).
7. Show him that there is only one Mediator (I Timothy 2:5).
8. Explain the new birth by showing the plan of salvation in the Book of Acts.
9. Encourage him to read the Bible.

C. HOW TO DEAL WITH JEWS

Jews are a difficult class to win to the Lord. However, we must remember that the gospel came first to the Jews and they can be won to Christ.

A good place to begin is to show how Christ fulfilled the Old Testament prophecies:

Genesis 28:13-14	A Jew
Micah 5:2	Of the tribe of Judah
Isaiah 11:1-10	Of the family of David
Isaiah 7:14	Born of a virgin
Micah 5:2	Born in Bethlehem
Psalms 22	Rejected and crucified
Daniel 9:26	Before the destruction of Temple

An excellent Scripture to use with the Jews is the fifty-third chapter of Isaiah. If he objects and claims that Isaiah 53 refers to the nation of Israel, show him that the One who is suffering, suffers for the sins of another, not for His own sins.

The Epistle to the Hebrews is another excellent Scripture which may be used to show that the Old Testament sacrifices were done away with in Christ and that salvation is found only in His shed blood.

D. HOW TO DEAL WITH JEHOVAH WITNESSES

Every Christian should know how to deal with members of this cult since they often knock on our doors. It is wrong to slam the door in their faces. We should deal with them and try to win them for Christ. A Jehovah Witness has a soul to be saved. Other names for them are: Russellism, Millennial Down, Metropolitan Pulpit, International Bible Student's Association, and Zion's Watch Tower.

Their false doctrines are:

1. It denies the deity and humanity of Jesus, He being merely the highest order of created being.
2. Christ at His death became extinct body and soul, and His body was not raised.
3. Christ is now a disembodied spirit, for His body passed off in gases in the tomb.
4. Christ returned to the world in 1874 and the Millennium began in 1914.
5. The Holy Spirit is merely an influence.
6. A second probation after death is promised. Those who die become extinct but are raised again in the next age. There is no hell. All books and literature should be burned.

Scriptures to be used with Jehovah Witnesses are:

Luke 24:39	Acts 1:11	I Timothy 3:16
Luke 16:19-31	II Corinthians 5:8	Matthew 10:28
Philippians 1:23	Colossians 1:13-18	Revelation 22:22

The writer has a simple method of approach, which he mentions here since it might help some student.

When a Jehovah Witness man knocks on the door, greet him with, "Praise the Lord! I am also a Jehovah Witness, come right in." The man will be quite surprised and enter. Before he can recover from his surprise, you begin, "Be seated here and make yourself right at home. I want to tell you how I became a Jehovah Witness and then you can tell me how you became one."

You immediately tell him about your experience with God and what the Lord did for you. Dwell on exactly what God did in your life and the real experience with Jesus Christ. Here is demonstrated in reality the fact that a person with an experience is never at the mercy of one who only has an argument.

Never let him monopolize the conversation. Ignore his questions completely. If he asks, “Do you believe in a heaven?” do not even attempt to answer him. Instead ask him, “Have you been born again? Have you received the Holy Ghost?”

The writer has never won a Jehovah Witness for the Lord. Nevertheless, the above method has never failed in having them retreat in utter confusion, and at the same time you have been a true witness.

E. HOW TO DEAL WITH SPIRITISM

Spiritism is most certainly of the devil from beginning to end. The true child of God will have nothing to do with it. He also will avoid even the suggestion of such things as fortune telling, teacup reading, etc.

Spiritualists sing Christian hymns but are careful to omit the name of Jesus in all their singing and prayers.

This cult teaches the following errors:

1. The spirits of the dead can communicate with those who are yet living.
2. The words of the spirits carry more weight than the Bible.
3. It denies the personality of God, the deity of Jesus (“He was only a medium”), the atonement, future judgment and punishment for sin, and second advent of Christ.
4. The fall of man is a legend and misleading.

The following Scriptures may be used in dealing with spiritualists:

I Chronicles 10:13-14
 II Thessalonians 2:9-12
 Deuteronomy 18:9-12
 Leviticus 20:6, 27
 I Timothy 4:1, 2, 6

Isaiah 8:19-20
 I John 4:1-3
 Luke 16:31
 Revelation 21:8



Evangelism II

Lesson Eleven

PERSONAL EVANGELISM

Part IV

A. HOW TO DEAL WITH SEVENTH DAY ADVENTISM

Seventh Day Adventism is difficult to deal with. Adventists are often bigoted and will try to monopolize the conversation. If you are having difficulty talking to them, stipulate that you will take turns in answering questions. Answer one of their questions and then they must answer your question. Otherwise, they will evade the issue when faced with convincing Scriptures.

The key doctrine of Seventh Day Adventism is the observance of the Jewish Sabbath as an indispensable condition of salvation. According to them, the mark of the beast is the non-observance of the Sabbath.

Here is a suggested way of dealing with this error:

1. Show that the law is done away (II Corinthians 3:7-11). These verses teach that one is either under the old covenant with its curse or under the new covenant with its blessing. If one keeps the Sabbath, he is acknowledging being under the former.
2. Show that by the death of Christ Christians become dead to the law (Romans 7:1-4; Romans 10:3-9).
3. Stress the fact that every one of the Ten Commandments, except the fourth, is reaffirmed in the New Testament.
4. Show that the Sabbath is a purely Jewish institution, never meant to be binding on the Christian. It was a sign between Israel and God (Deuteronomy 5:12-15; Exodus 31:13-17).
5. Show that the Scriptures teach that the spirit does not die with the body and there is no scriptural ground for soul-sleep (II Corinthians 5:1-8; Philemon 1:20-23; Ecclesiastes 12:7; 3:21; I Corinthians 5:5; Luke 23:43-46; Acts 7:59; Matthew 10:28).

CAUTION: In dealing with the Seventh Day Adventism, do not try to prove that Sunday was substituted for the Sabbath. You will have more success by showing that: The Sabbath was a type; Jesus was the antitype. The Sabbath was a shadow; Jesus is the body (Colossians 2:16).

IMPORTANT: Be certain that you give your testimony of your experience with God.

B. HOW TO DEAL WITH CHRISTIAN SCIENCE

Christian Science was founded by Mrs. Mary Baker Eddy, who was an ex-spiritualistic medium. Her book, *Science and Health with the Key to the Scriptures*, is the textbook to the Bible for Christian Science. Her book is placed upon the same level as, if not above, the Bible.

Christian Science has one supreme aim. Its aim is to take away Jesus Christ as the only Savior of men. It denies His actual birth, repudiates Him as the Christ, makes Him to be full of errors as other mortals, rejects the atonement of the cross, says He never died, never was buried and never rose, does not exalt His name above every name, refuses to bow to Him as Lord and God, teaches that He does not sit upon the infinite throne, and that He is not in heaven at all.

Mrs. Eddy's four basic propositions are:

1. God is all in all
2. God is good; good is mind
3. Spirit being all, nothing is matter
4. Life, God, and good deny death, evil, sin, and disease. Disease, sin, evil, and death deny good, God, and life.

This is a science falsely so-called mind over matter. The source of Christian Science can be seen by reading I John 4:1-3.

In dealing with Christian Scientists, the worker might start by asking some questions:

1. If God is not a person, to whom does he pray?
2. If there is no personal devil, how did evil originate?
3. If a man is incapable of death, ask him if he would be willing for someone to shoot him

Stress the reality to the new birth and the baptism of the Holy Ghost, a real experience of regeneration in the power of the Spirit. Point him to Jesus Christ, the sinless substitute (II Corinthians 5:21; Galatians 3:13; I Peter 2:24; Hebrews 9:22).

C. HOW TO DEAL WITH UNIVERSALISTS

They teach that all men will be saved in the final restoration of all things. Their main Scriptures are:

1. "Who will have all men to be saved, and to come unto the knowledge of the truth." This Scripture expresses the desire of God's heart, but it is not His decree. Man's will is the determining factor.

2. “For as in Adam all die, even so in Christ shall all be made alive” (I Corinthians 15:22). In this verse the key words are “in Adam” and “in Christ.” We all died because we were all “in Adam;” likewise, all in “Christ” shall be made alive. The question then arises, just how may we be “in Christ?” The answer is found in I Corinthians 12:13.

Scriptures to prove that all men will not be saved are:

II Thessalonians 1:7-9
Revelation 20:15

Matthew 25:41-46
Revelation 21:8

One Scripture that the writer has used quite effectively in the past is Proverbs 29:1, “He, that being often reproveth hardeneth his neck, shall suddenly be destroyed, and that without remedy.”

D. HOW TO DEAL WITH MORMONISM

The Mormon Church is one of the wealthiest in America, for all the tithes go into the headquarters at Salt Lake City. It is a very powerful religious movement, and it is extremely difficult to lead a Mormon believer to accept Christ.

They have nothing to offer a person by way of spiritual truth, for their entire faith is built upon the fantastic dreams and lies of Joseph Smith. He told about finding a number of gold plates, covered with writings, which he was able to read by looking through a pair of spectacles called Urim and Thummim. From these plates he dictated the Book of Mormon, the sacred book of the Mormons.

Their strength lies not in the spiritual truth but in their social and cultural way of life and in the social security they offer their members. Also they have an easy standard of morals and believe in polygamy.

It is the writer’s convictions that in dealing with them, one will not make much progress by attacking their many blasphemous doctrines, which claim that Mary and Martha were wives of Jesus, and that there will be wives in heaven, etc. Giving a testimony of a real experience with God, telling what salvation really is, and stressing the need for the new birth can make progress.

We regret that at the time of writing these notes, the proper reference in the Book of Mormon was not available. However, in this, their own book, it clearly states, “Except ye be baptized in the name of Jesus Christ ye shall be damned.” In dealing with them look up this reference and insist upon them being baptized in the name of Jesus.

It is one more example of where a person with an experience is never at the mercy of a person with only an argument.

E. HOW TO DEAL WITH PROFESSED SKEPTICS AND INFIDELS

One of our greatest battles today is that with unbelief. Our children are brain-washed in school and taught unbelief and evolution from the early grades. Therefore, we meet up with this constantly. Some of these unbelievers are earnest and sincere; others are mere triflers.

There is such a wide difference between many of them that they all will have to be dealt with differently as the Holy Ghost would direct.

We shall give just a few Scriptures that may be used in dealing with any of this class.

“For the preaching of the cross is to them that perish foolishness, but unto us which are saved it is the power of God” (1 Corinthians 1:18).

“But the natural man receiveth not the things of the Spirit of God: for they are foolishness unto him” (1 Corinthians 2:14).

“The fool hath said in his heart, there is no God” (Psalm 14:1).

The first chapter of Romans is good to use, for it expressly states what the results of unbelief are. Here we have the answer for many of the problems in our society today—because men have rejected the knowledge of God.

John 20:31 is a wonderful verse to be used. Read this verse and then request that they read the entire Gospel of St. John carefully and thoughtfully. If they do this as a rule their problem with unbelief will be finished. They will believe.



Evangelism II

Lesson Twelve

MISSIONARY PRINCIPLES

A. WHO IS A MISSIONARY?

“To preach the gospel in the regions beyond you” (II Corinthians 10:16).

It is fitting that these two units on evangelism should conclude with a chapter dealing with foreign missions. This lesson is only an introduction to this great subject.

A missionary is one who has been sent with a “mission.” In this case, of course, a missionary is one sent by the home church with the mission of preaching the gospel in the regions beyond. We desire to make very clear that when we talk about missionary work, we are not just thinking about Americans and Canadians being sent to other countries. This may apply to anyone of any race or nationality. A missionary may be sent from any country in the world to another country.

B. A MISSIONARY’S PREPARATION

A prospective missionary should begin at once to prepare himself for his great mission. He must receive the same training and preparation for the ministry that any other minister at home would receive. He must be proven as a true man of God and a successful minister.

However, his preparation does not end here. As soon as he knows the nation and land of his calling, he must make a detail study of the language and customs of the people to whom he will be preaching. He should read everything he can find about the country and, in every way, endeavor to prepare himself for the life, which will be his.

By writing the embassy of the country to which he is going, the prospective missionary will receive literature and brochures, which will give him much information. By searching the local library, he will find travel books and geographical magazines, which will give him much added knowledge.

Sometimes it is possible to start language studies right at home before leaving for the field of his calling.

C. TWO MAIN OBJECTIVES

As a missionary enters a foreign field, he should have a twofold objective.

1. His first and primary objective, of course, is to evangelize with the gospel as widely and as rapidly as possible.
2. His second and ultimate objective should be to establish firmly a strong, indigenous church, which eventually will become self-supporting, self-propagating, and self-governing.

He must always remember that he is there to win souls for Jesus Christ, not to propagate his own customs and culture.

D. THE MISSIONARY'S PLAN OF ATTACK

The missionary not only should have a definite objective but he should have a definite program—plan of attack.

A working center should be started in a densely populated area. This will gradually develop into a training center where national ministers may be trained and from which they may be sent out to evangelize the entire country.

One principle that is worth remembering is the fact that one strong central church in a population center will reach many more souls than churches in rural areas.

By all means, churches should be established in market and parish towns. Here the country people gather regularly to market their produce and to do their business. If there are schools and hospitals in the country, they will be located here. A church here preaching the truth will soon reach hundreds who will in turn carry the message back over the mountains and through the interior themselves.

Another principle well worth keeping in mind is the need for a permanent building. Until there is a permanent place of worship, nothing is thought to be very stable by local population. As soon as souls accept the gospel and are baptized, immediate steps should be taken to acquire a suitable location as near as possible to the center of the town or village. Erect as fine and permanent a place of worship as means permit. It is easier to encourage people to build a structure during the exciting time of a Holy Ghost revival.

After the missionary has established a central or headquarters church, and trained a few national workers, he must turn his attention to taking the gospel to the country as a whole.

E. THE MISSIONARY' ROLL AS SUPERVISOR

The missionary's role rapidly develops into that of a supervisor and teacher. As soon as the Lord has raised up a group of preachers, he can safely leave the greater

part of the work of evangelization to them and devote more and more of his time and effort to the teaching and training of the ministry. He will soon find that a Bible school is essential and much of his time will be taken up with Bible schoolwork, training prospective ministers and leaving much of the pastoral and evangelistic work to them.

An indigenous church is a national church—self-supporting, self-propagating, and self-governing as much as possible. As soon as the gospel is preached and the seed is sown, the missionary will understand that it has power to take care of itself and he should build towards this end. All his preaching and teaching should be towards creating a strong, well-established indigenous church. The missionary should try to remain more and more in the background and give more and more responsibility upon the national ministry.

If the missionary is successful he will build upon the name of Jesus and around the person and personality of the Lord. If he does this, the future of the church is assured. On the other hand, if he builds around his own personality or that of the organization, all his effort may quickly crumble, should he be forced to leave.

F. THE WORK OF A MISSIONARY IS STRENUOUS

The work of a missionary is one of the most strenuous physically and spiritually of all callings. There are constant demands made upon his spiritual, physical, and financial resources that seem, many times, just too much to bear. There are moments of loneliness and discouragement that seem unbearable. However, His grace is sufficient and His strength is made perfect in weakness. Let every missionary rejoice in the knowledge that he is engaged in the greatest of all work—in obeying the Great Commission, and by preaching the gospel in the regions beyond.

Self Help Test: Evangelism II

Lesson Four

Fill in the blanks with the correct word from those listed below.

co-worker	groom	shocked
smile	contacts	bountifully
arguments	introduce	Scriptural
urgency	advantage	anointing
Half-hearted	tract	contact
Television		

1. Keep an accurate record of all _____.
2. House to house evangelism is certainly _____.
3. Use literature in abundance, sow _____.
4. _____ methods will never prevail in this battle.
5. Read and study every _____ that you use.
6. Tracts are a point of _____.
7. Dress properly and _____ yourself carefully.
8. In order to reach souls, you must have the _____ of the Holy Spirit.
9. You are there to win souls, not to win _____.
10. _____ yourself at once.
11. It is always best to have a _____ with you.
12. _____ frequently offers a real problem.
13. Be never _____ by what you see in the home.
14. If you can call their name, you have gained an _____.
15. At all times wear a bright _____.
16. The _____ of the hour demands that we use all means.

Self Help Test: Evangelism II

Lesson Five

1. State three things that will influence the police in whether to grant permission for an open air service.
 - a.
 - b.
 - c.
2. Give four things NOT to do in a street service.
 - a.
 - b.
 - c.
 - d.
3. Give the reason for each:
 - a. Why do you need to store a tent when the canvas is dry?
 - b. Why do you talk in an open air service with the wind at your back?
 - c. Why do you face the sun in an open air service?
 - d. To begin a street service, why do you place a few of your people on the sidewalk?
 - e. Why must the tent be always attended?
 - f. Why is a block and tackle tent better than a push up one?

Self Help Test: Evangelism II

Lesson Six

1. Why would you discourage the serving of refreshments following a cottage service except on special occasions?
2. When is the proper time to close a cottage service?
3. What do you mean by giving yourself exposure in a home missionary field? Discuss methods of doing this.

Self Help Test: Evangelism II

Lesson Seven

1. In getting the church started properly, state five things which may be done.

- a.
- b.
- c.
- d.
- e.

2. In setting a church in order, state five things which must be dealt with.

- a.
- b.
- c.
- d.
- e.

3. Write a brief paragraph commenting on “The real test of a man’s ministry will be after he steps off the scene and another takes his place.”

Self Help Test: Evangelism II

Lesson Eight

1. Name four place where a person my witness.
 - a.
 - b.
 - c.
 - d.

2. Give five principles to be remembered in personal evangelism.
 - a.
 - b.
 - c.
 - d.
 - e.

3. Write out a Scripture with reference for dealing with:
 - a. "There are too many hypocrites in the way."

 - b. "I cannot give up my evil ways."

 - c. "I have tried before but failed."

 - d. "I have been wrongfully treated by Christians."

 - e. "I must become better before I can become a Christian."

Self Help Test: Evangelism II

Lesson Nine

1. Write out a Scripture with reference to answer each of these arguments:
 - a. "I belong to the church."
 - b. "I will lose my friends."
 - c. "I am a moral man; therefore I will be saved."
 - d. "I do not wish to be forced into a decision."
 - e. "I will wait until I am older."

2. Give five fulfilled prophecies showing the nearness of our Lord's return which affect soul winning.
 - a.
 - b.
 - c.
 - d.
 - e.

3. Tract in detail the steps you would take in teaching a person who believes in the Trinity the apostolic and ones truth.

Self Help Test: Evangelism II

Lesson Ten

1. Write out in full the Scriptures you would use in dealing with the following false religions.
 - a. Jehovah Witnesses

 - b. Jews

 - c. Unitarians

2. Write a short paragraph explaining why a personal testimony of an experience with God is so important in soul winning.

3. Trace step by step how you would deal with a sincere Roman Catholic.

