**SALTS COURSE**

**WITNESSING**

**1. Scriptures relating to Witness**

John 5:36; The very works that I do bear witness of Me, that the Father has sent me.

Acts l:8; But you shall receive power when the Holy Spirit has come upon you, and you shall be my witnesses both in Jerusalem, in all Judea, Samaria and even to the remotest part of the earth.

John 13:34,35; A new commandment I give to you, that you love one another, even as I have loved You, that you also love one another. By this all men will know that you are My disciples if you have love for one another.

Matthew 25:34-40

(v37) Then the righteous shall answer Him, saying, “Lord when did we see you hungry and feed you, or thirsty, and give you a drink?

 (v38) And when did we see you a stranger and invite you in, or naked and clothe you?

(v39) And when did we see you sick or in prison and come to You?

(v40) Truly I say to you, to the extent that you did it to one of these brothers of mine, even the least of them, you did it to Me.

Acts 22:15; For you (i.e. Saul) will be a witness for Him to all men of what you have seen and heard.

Galatians 3:28; There is neither Jew nor Greek, there is neither slave or freeman, there is neither male or female; for you are all one in Christ Jesus.

1 John 3:15-24

(17) But whoever has the world’s goods and beholds his brother in need and closes his heart against him, how does the love of God abide in him?

(18) Little children, let us not love with word or with tongue, but in deed and truth.

1 Peter 4:8-11

 (v8) Above all, keep fervent in your love for one another, because love covers a multitude of sins

(v9) Be hospitable to one another without complaints.

James 1:22

 But prove yourself doers of the word, and not merely hearers, who delude themselves.

**2. WITNESSING - GENERAL OVERVIEW**

a. WHEN

1 Peter 3:15; Always being ready to make a defense to everyone who asks you an account for the hope that is in you…

Isaiah 62:6; On your walls O’ Jerusalem, I have appointed watchmen. All day and all night they will never keep silent.

Ezekiel 3:17 (and 33:7); Whenever you hear a word from My mouth, warn them from Me.

NOTE: If we are close to God then we’ll hear His voice.

b. W H Y

Ezekiel 33:8 (and 3:18); When I say to the wicked, O’ wicked man, you shall surely die; and you do not speak to warn the wicked from his way, that wicked man will die in his iniquity, but his blood I will require from your hand.

Prov 11:30; …he who wins souls is wise.

James 5:19-20; Let him know that he who turns a sinner from the error of his way will save his soul from death.

Matthew 10:32-33; Everyone who shall therefore confess Me before men, I will also confess him before My Father who is in heaven. But whoever shall deny Me before men, I will also deny him before My Father who is in heaven.

c. TO WHOM

Acts 26:22-23; I stand this day testifying both to small and great.

Acts 22:15; For you will be His witness unto all men of everything that you have seen and heard.

Mark 16:15; Go (ye) into all the world and preach the gospel to all creation.

Luke 14:12-14,23

 …invite the poor, the crippled, the lame, the blind.

 And the Master said to the slave, “Go out into the highways and along the hedges and compel them to come in, that My house may be filled.

Luke 19:10; For the Son of man has come to seek and to save that which is lost.

d. BY WHOM

2 Cor 5:19-20; Therefore we are ambassadors for Christ.

Mark 16:15; Go ye into all the world and preach the gospel to every creature.

Matthew 28:19; Go therefore and make disciples of all the nations…

Acts 1:8; …and you shall be My witnesses both in Jerusalem, in all Judea, Samaria and even the remotest part of the earth.

e. WHERE

Acts 1:8; …and you shall be my witnesses both in Jerusalem, in all Judea, Samaria, and even to the remotest part of the earth.

Acts 5:20; Go your way, stand and speak to the people in the temple the whole message of this life.

Mark 5:19-20; Go home to your People; …and began to proclaim in Decapolis.

Mark 15:16; Go into all the world…

Luke 14:23; Go out into the highways and along the hedges…

**3. LETTERBOXING LEAFLET/POSTER DISTRIBUTION**

a. Leaflet Distribution

1) It is essential that all participants to assemble at the appointed place for prayer, briefing and distribution information can be given.

2) Keep records of areas letterboxed and return to the coordinator.

3) Fold leaflet so it slides easily into the letterbox opening. Fold it so the printing faces out.

4) Respect the desires of the home owners by not placing leaflets into letterboxes that state “No junk mail”.

5) Respect people’s property.

b. Posters

1. Ask business houses (shops, service stations, delis, etc.) to display them.

 They can also be placed on cars, notice boards of schools, clubs, etc.

c. Useful hints for personal witnessing

1) SPEECH; Watch use of spiritual jargon and slang.

2) DRESS; First impressions are lasting.

 Be neat, tidy and slightly above the standard of that part of the community to whom you are witnessing.

3) Stance - don’t lounge, etc.

4) Be bold - but not rude.

5) Know what is appropriate to present to particular people.

6) If you are lost or sidetracked in discussion, return to the cross.

7) Take care not to be drawn into side issues - people will often try to change the topic.

8) Be led by the Holy Spirit.

9) It is not a victory to win an intellectual discussion if you have not touched the person’s heart.

10) If people reject your message don’t take it as a personal rejection.

11) Study to know what you are talking about.

12) Keep records of conversations and contacts.

13) Have literature on hand that you can leave with people.

**4. Leading People to the Lord**

a. Presenting salvation

To receive Christ’s salvation:

1) Understanding the nature of our sin and the need for repentance

2) Ask God for forgiveness for our sin.

3) Recognise He is Lord and Master of all our lives.

4) Turn away from all sin, according to the biblical standard.

b. Sinner’s Prayer

It is important that converts make confession of their faith and this is perhaps most logically done through a prayer which may be extemporaneous or one that they repeat after you.

*Lord Jesus,*

*I confess that I am a sinner and need your forgiveness. I believe THAT YOU DIED FOR MY SINS. I turn from my sin and submit to your rightful Lordship over my life. I want to live for you and in fellowship in the church. Amen.*

c. Directions for the New Convert

In order for you to grow in your newfound faith it is essential that you:

1) Spend time time each day praying and worshipping God. 1 Thess. 5:17-18.

2) Read a section of the Bible each day. (Begin with the Gospel of John) 1 Peter 2:2.

3) Become a member of a Bible believing church. Heb. 10:25

4) Begin to develop friendships with godly Christians. 1 John 1:7

5) Tell other people about you new relationship with God. Matt. 4:19.

d. Baptism in the Holy Spirit

a. The baptism in the Holy Spirit is given to edify yourself; 1 Corinthians 14:4; to impart the power of God; Acts 1:8.

b. The baptism in the Holy Spirit is a gift from God and we can pray with the new convert to receive the gift of tongues; the common initial sign of the baptism. It is important not to see the baptism in the Holy Spirit as an optional extra.

e. Follow up

a. We should visit the new convert as quickly as possible for fellowship, questions, and instruction. Ensure it is at an appropriate time for the family, etc. Maintain the visits until you are confident the person is established in the church and in their walk with the Lord.

b. Instructing the new converts

1) Encourage them in basic Bible study.

2) Encourage them to pray with you.

3) Encourage them to attend relevant church meetings.

4) Be a friend involved in their social activities as well.

5) Encourage them to be involved helping others.

6) Pray for them daily.

8) Correct shortcomings and ideas in love.

9) Teach them from the scripture what salvation means to them.

**5. Door Knocking**

a. Introducing Yourself

1) Good evening, my name is .................... and this is ............ We come from the...... Church.

If convenient, we would like to come in for a short while and discuss

with you the love of God, or the Gospel.

2) Possible responses and our answers:

a) If YES - then continue (talk to them about the Gospel, the Love of Christ etc.) Don’t forget to ask to pray for needs etc., before you leave.

b) If NO - then say, Could we come at a more convenient time? if YES -then make the date and time. If NO then ask them could you pray for them for a need they may have in their home or family, (e.g. sickness, finance, marital, etc.) If they agree, ask to go inside for a brief time and then pray with them.

If the people are not interested or antagonistic, thank them for their time and leave.

**6. Objections Encountered**

2 Tim 2:23-25

*Don’t have anything to do with foolish and stupid arguments, because you know they produce quarrels. And the Lord’s servant must not quarrel; instead he must be kind to everyone able to teach, not resentful. Those who oppose him he must gently instruct, in the hope that God will grant them repentance leading them to a knowledge of the truth.*

The purpose of this study is to discuss the objections encountered in evangelism and to give the Bible answer to them. Many reasons for not accepting Jesus Christ are presented. Some of these are simply excuses, but others are real problems that many sincere people have. It is our task to listen carefully to what they are saying and then to *gently instruct in the hope that God will grant them repentance leading them to a knowledge of the truth.*

Some of the objections encountered are

a. I am too great a sinner. People who believe that they are too bad to come to God are actually the easiest to bring to Him!

1) First agree with them that they are sinners. Never tell them that they are not sinners. Show them that apart from the cleansing power of Jesus’ blood we are all lost in sin.

 Rom 3: 23

 *For all have sinned and fall short of the glory of God.*

2) Explain to them that Jesus came into the world to save sinners, that Jesus came especially for them. He did not come for righteous people, but for sinners.

 Matt. 9:12-13

 *…Jesus said, ‘it is not the healthy who need a doctor but the sick’. . I have come not to call the righteous BUT SINNERS’.*

 1 Tim 1: 15

 *Here is a trustworthy saying that deserves full acceptance: Christ Jesus came into the world to save SINNERS’.*

 Romans 4:5

 *…God justifies the UNGODLY.*

 Romans 5: 6,8

 *You see, at just the right time, when we were still powerless Christ died for the UNGODLY …while we were SINNERS Christ died for us.*

3) Show them that the fact that they acknowledge their sin is evidence that the Holy Spirit is convicting them. His ministry is to convict of sin.

 John 16:8-11

4) Show them that Cod promises to forgive all sin. There is no sin too bad for God to forgive. Jesus’ death paid for every sin.

 Hebrews 7:25

 *…He is able to save to the UTTERMOST those who come to God through Him.*

 Isaiah 1:18

 *…though your sins are like scarlet, they shall be white as snow; though they are red as crimson they shall be like wool.*

 Isaiah 55:7

 *…our God will ABUNDANTLY PARDON…*

 John 6: 37

 *All that the Father gives me will come to me, and WHOEVER COMES TO ME I WILL NEVER DRIVE AWAY.*

 (See also Isaiah 43:25 and 1 Jn 1: 9)

5) Show them examples in the Bible of great sinners who were forgiven. David was a great sinner. (Psalm 32) The woman at the well was an adulteress. (John 4) Saul was a murderer. (1 Timothy 1:13-15) Manasseh was a very wicked King. (2 Chronicles 33:12-13).

**b. I Could Never Change**

1) Agree with the person that they cannot change by themselves. Natural man is powerless to change himself.

 Jer 13:23

 *…can the Ethiopian change his skin or the leopard his spots? NEITHER CAN YOU DO GOOD WHO ARE ACCUSTOMED TO DOING EVIL.*

 Romans 5:6

 *…when we were still POWERLESS. Christ died for the ungodly.*

 John 8:34

 *Jesus replied, I tell you the truth, everyone who sins is a SLAVE OF SIN.*

2) Explain that the change in our lives is the work of the Holy Spirit. We cannot change ourselves, but God can change us! God changes our behaviour by first changing our nature!

 2 Corinthians 5:17

 *Therefore, if anyone is in Christ, he is a new creation; old things have passed away; behold all things have become new.*

 (See 2 Peter 1:2-4; Galatians 6:15)

 Philippians 2:13

 *For it is God who is at work in you, helping you want to obey him, and then helping you do what he wants*. (LB)

**c. I am waiting to get better first**

1) This person needs to be shown that they will never be good enough in their own goodness for God to accept them.

 Isaiah 64: 6

 *All of us have become like one who is unclean and all our righteous acts are like filthy rags…*

 James 2:10

 *For whoever keeps the whole law and yet stumbles at just one point is guilty of breaking all of it.*

 (See Phil 3:4-9).

2) Salvation cannot be earned—it is a gift

 Ephesians 2:8-9

 *For by grace you have been saved through faith and that NOT OF YOURSELVES, it is the GIFT OF GOD; not as a result of works, that no-one should boast.*

 Romans 6:23

 *For the wages of sin is death but the FREE GIFT OF GOD is eternal life in Christ Jesus our Lord.*

3) Salvation is not a matter of reforming ourselves; it is being regenerated by the Holy Spirit.

 Reformation is the work of man—it is changing the outward behaviour without changing the inward nature.

 Regeneration is the work of God—it is changing the outward behaviour by first changing the inward nature.

 Titus 3:5

 *HE SAVED US, NOT BECAUSE OF RIGHTEOUS THINGS WE HAD DONE, but because of His mercy. HE SAVED US through the washing of REGENERATION and renewal by the HOLY SPIRIT.*

**d. I am afraid of what I will have to give up**

1) Explain that we receive far more than we give up.

 Psalm 84:11

 *…the Lord bestows favour and honour; NO GOOD THING DOES HE WITHHOLD from those whose walk is blameless.*

 Matthew 19:29

 *Everyone who has left houses or brothers or sisters or father or mother or children or fields for my sake WILL RECEIVE A HUNDRED TIMES AS MUCH AND WILL INHERIT ETERNAL LIFE.*

 John 10:10

 *…I have come that they might have life, and HAVE IT TO THE FULL.*

 Matthew 6:33

 *…Seek first His kingdom and His righteousness, AND ALL THESE THINGS WILL BE GIVEN TO YOU AS WELL.*

 Jesus brings into our lives more than we ever had before.

2) Explain that what they have now they cannot keep forever.

 1 John 2:17

 *The world and it’s desires PASS AWAY, but the man who does the will of God lives for-ever.*

 Mark 8:36-37

 *What good is it for a man to gain the whole world, yet forfeit his soul? Or what can a man give in exchange for his soul?*

 The truth is that they would give up too much not to become a Christian!!!

3) Explain that when we become Christians our values change. It is not a matter of having to give up old things, but rather of wanting to take up new and better things!

 (See Philippians 3:7-9)

**e. It does not matter what I believe providing I am sincere**

1) Agree that it is important to be sincere but point out that it is possible to be sincerely wrong!

 Proverbs 16:25

 *There is a way that seems right to a man but in the end it leads to death.*

2) The Bible says that what we believe determines our eternal destiny.

 Mark 16:16

 *Whoever believes and is baptised will be saved, but whoever does not believe will be condemned.*

 2 Thessalonians 2:12

 *…all will be condemned who have not believed the truth.*

3) Faith is only as valid as the object in which it is placed. It is only faith in Jesus that will save us, because He is the only Saviour. (See John 14:6, 1 Timothy 2:5, 1 John 5:12-13).

**f. I have always believed**

This can be a legitimate statement for one raised in a Christian home in the nurture and admonition of the Lord, but in raising this objection they need to have explained that…

1) Christianity is not just a creed. A Christian is not someone who only believes in an ethical code or creed as important as those are. A Christian believes in THE living person—Jesus Christ and has a living relationship with Him.

 2 Timothy 1:12

 *…I know WHOM (not what!) I have believed.*

 John 1: 12

 *Yet to all who received HIM to those who believed in His name, he gave the right to become children of God.*

 1 John 5:11-12

 *God has given us eternal life and this life is IN HIS SON. He who has the Son has life; he who does not have the Son of God does not have life.*

2) True faith means to rely on, cling to, and commit to…

 It is not enough to mentally acknowledge or give intellectual assent to the existence of God. (Even demons believe in the existence of God!!)

 James 2:19

 *You believe that there is one God. Good! Even the demons believe that ­and shudder.*

 True faith is more than having the emotions stirred (See Acts 24: 24-25) it is having a committed will.

 True faith in Christ is a total surrender of your life to His Lordship. It is more than an intellectual or emotional thing - it is a heart surrender to Christ.

 Romans 10:9

 *…if you confess with your mouth that Jesus is LORD and BELIEVE IN YOUR HEART that God raised Him from the dead, you will be saved.*

3) Being born into a Christian environment doesn’t make us a Christian

 Ask the person.... ‘If you were born in a garage, would this make you a car?’

 Jesus said that every person must be born again.

 John 3: 3, 7

 *Truly, truly, I say to you unless one is born again HE CANNOT SEE THE KINGDOM OF GOD... marvel not, you MUST BE BORN AGAIN.*

**g. I am a Catholic (or a member of another church)**

This is fine but going to church or being a member of a religious denomination does not save us!

We need to demonstrate that:

1) Christ is the Saviour not the Church! It doesn’t matter what religious denomination you belong to if you do not have a personal knowledge of Christ—you are not saved!

 Acts 4:12

 *Salvation is found in no-one else, for there is no other name under heaven given to men by which we must be saved.*

2) There is a difference between religion and relationship. Christianity is not religion—it is a relationship with Jesus Christ.

**h. Christianity is a private matter**

 It is true, but this faith is to be openly confessed!

 Matthew 10:32-33

 *Whoever acknowledges Me before men, I will also acknowledge him before My Father in heaven. But whoever disowns Me before men, I will disown him before My Father in heaven.*

 Romans 10:9-10

 *If you confess with your mouth, ‘Jesus is Lord’ and believe in your heart that God raised Him from the dead, you will be saved. For it is with your heart that you believe and are justified, and it is with your mouth that you confess and are saved.*

 (See 2 Timothy 1:8; 1 John 4:15)

**i. Spiritual things seem so unreal to me**

Agree with the person that this would be so. Tell them the Bible says…

1) The Natural Person cannot understand the things of God

 1 Corinthians 2:14

 *The man without the Spirit does not accept the things that come from the Spirit of God, for they are foolishness to him and he cannot understand them, because they are spiritually discerned.*

2) Satan has blinded their eyes

 2 Corinthians 4: 4

 *The god of this age has blinded the minds of unbelievers, so that they cannot see the light of the gospel of the glory of Christ, who is the image of God.*

3) It is only by turning to Jesus that they will understand

 2 Corinthians 3:16

 *But when anyone turns to the Lord, the veil is taken away.*

 The very fact that spiritual things seem so unreal is evidence that they need to be ‘born again’.

**j. There are so many religions, all claiming to be right**

Agree that this is true. But then show the person…

1) The difference between religion and Christianity. All religions are based upon man’s works. It is man reaching up to God.

 Christianity is God reaching down to man!

 Matthew 24:24-25

 *For false Christs and false prophets will appear and perform great signs and miracles to deceive even the elect - if that were possible. See, I have told you ahead of time.*

3) Satan is a Counterfeiter. (See 2 Corinthians 11:13-15)

 Satan is the inspiration behind all false religions. The very fact that there are so many counterfeit religions demonstrates the worth of the genuine. (Brown paper is not counterfeited because it is not worth it. Money is - because it is valuable)

4) Christianity is unique in that it centres on a person; the Lord Jesus Christ. Other religions claim to show the way to life; Jesus claimed to be the life.

**k. There are too many hypocrites in the Church**

This is usually an excuse. However, in answering it we could agree that…

1) Many people who go to Church are not Christians.

2) Point out the difference between those who profess Christ and those who possess Christ; the difference between religion and Christianity.

3) Show them that their argument is illogical, for if there are some bad apples in a case this does not mean that there are no good apples in the case or that we should throw away all because of the few bad ones.

4) God holds them personally responsible for their decisions. If there are hypocrites in Church, God will judge them. (See Matthew 24:51; Matthew 7:1)

5) Point the person to Jesus Christ who certainly wasn’t a hypocrite.

6) Ask the person whether they think it would be better to spend a short time with some hypocrites here on earth or eternity with all hypocrites in hell!

**l. Other objections**

1) God is too good to condemn anyone.

2) It’s too late for me.

3) I don’t have to go to Church to be a Christian.

4) I tried once and failed.

5) Religion is alright in its place.

6) I’m afraid that I have committed the unpardonable sin.

7) I’m alright without religion.

8) Not now - I have plenty of time.

9) There are too many contradictions in the Bible.

10) My friends would persecute me.

11) What about the heathen?