

Pre-Evangelism

If evangelism is planting seeds of the Gospel, pre-evangelism is **tilling the soil of their mind and heart, preparing** them to at least be willing to listen to the Truth.
 (Mark 2:22, 4:8)




Understanding the Need For Pre-Evangelism Will Compels Us...

To see "evangelism more as a process."



"I planted the seed, Apollos watered it, but God made it grow."
 1 Corinthians 3: 6



Expanded Definition of Evangelism



"Every day and in every way helping our pre-believing friends to take one step closer to Jesus Christ."

Dr. David Geisler

Understanding the Need For Pre-Evangelism will compels us...

To allow others to **discover the truth** for themselves by asking them probing questions about what they say they believe!

The Joy of Self-Discovery

CONVERSATION WITH GUY IN EXERCISE ROOM



What church do you go to?

"I go to _____ catholic church ...
We believe in Mary!

What do you mean by... We believe in Mary?

We believe that Mary makes up what
Jesus' lacks!

The Joy of Self-Discovery

CONVERSATION WITH GUY IN EXERCISE ROOM



But do you know what 1 Tim 2:5 says?

What do you think this verse teaches?

Certainly I can see how some Catholics could see Mary
as being a helpful person who could pray for them just
as some Baptist might consider it helpful if they got
Billy Graham to pray for them.

**"But can Mary do anything to help you atone for your
sins in any way?"**

Why Not Just Proclaim the Truth?

"We live in a world where people are
reluctant to be told what is true, but
may be willing in some cases to see for
themselves (as in a mirror) the
inconsistencies in what they believe."

Dr. David Geisler



The Need For Probing Questions

"For the time will come when men
will not put up with sound doctrine.
Instead, to suit their own desires,
they will gather around them a
great number of teachers to say
what their itching ears want to
hear. They will turn their ears away
from the truth and turn aside to
myths." (2 Timothy 4: 3-4 N.I.V.)

The Joy of Self- discovery

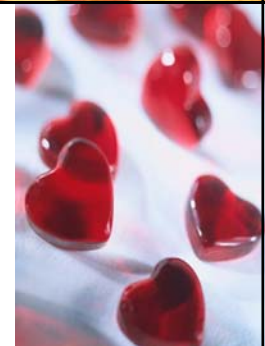
"We need to make
him
think it was his
idea."

From the movie
My Big Fat Greek Wedding



Not A Substitute

This approach is not a
substitute for a caring
sensitive approach of
loving people in the
context of a Christian
Community.



Learning the Mechanics of Doing Evangelism

It can seem as difficult and mechanical as learning how to drive a clutch for the first time!

Conversational EVANGELISM

The Vital Role of The Holy Spirit in Evangelism

The Vital Role Of The Holy Spirit In Evangelism

Conversational EVANGELISM

Remember We are Just the Instrument!

“God chose the weak things of the world to shame the strong.”

1 CORINTHIANS 1:27B NIV

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What Do We Want to Trust The Holy Spirit to do?

To empower us to speak in a way that makes a difference.

ACTS 14:1

To empower us to live godly lives.

PHILIPPIANS 1:14

Conversational EVANGELISM

4 Types of Conversations We Want to Have with Non-believers

Conversational EVANGELISM

4 Types of Roles You Need to Play in Your Friend's Life

Musician **Artist** **Archeologist** **Builder**


Conversational EVANGELISM

HEARING

Dr. David Geisler

Conversational EVANGELISM

Hear What They are Saying!




Hear
Illuminate
Uncover
Build

Conversational EVANGELISM

Learn How to Be a Better Listener

JAMES 1:19-20
My dear brothers, take note of this: Everyone should be **quick to listen**, slow to speak and slow to become angry, for man's anger does not bring about the righteous life that God desires.



Conversational EVANGELISM

Why Hearing is Such an Important Step in Pre-Evangelism

- It helps you better connect with others.
 - People feel appreciate when you can remember their name, understand their concerns, and show patience in your dialogue with them.
- It helps to put the other person at ease in talking with you.
- It helps you to really uncover the nature of their barrier to Christ whether it is an intellectual, emotional, or spiritual barrier.

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The Art of Listening

Helpful suggestion:
Reflect back what they are saying to you.

Example:

- Now what I hear you saying is ...
- Tell me if I've heard you correctly. You are saying that ...

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4 Types of Roles You Need to Play in Your Friend's Life



Musician **Artist** **Archeologist** **Builder**

Conversational EVANGELISM

Hear the Sour Notes
People are Singing to Us!



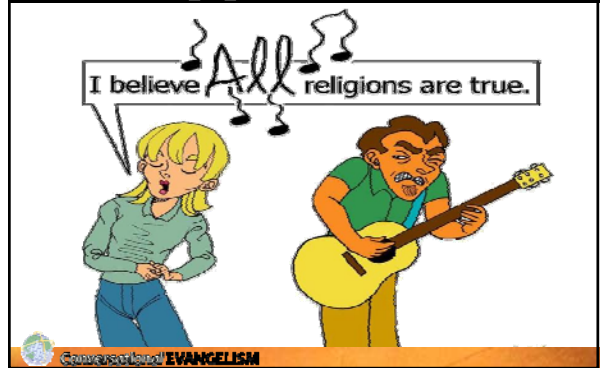
Our Purpose ...

By listening to the sour notes we may be able to “detect” some of the **uncertainty in their their beliefs** which may give us an opportunity to help them to think more clearly About what they believe and why. It also helps to create a greater interest in knowing about Jesus.

Hear the Sour Notes
People are Singing to Us!



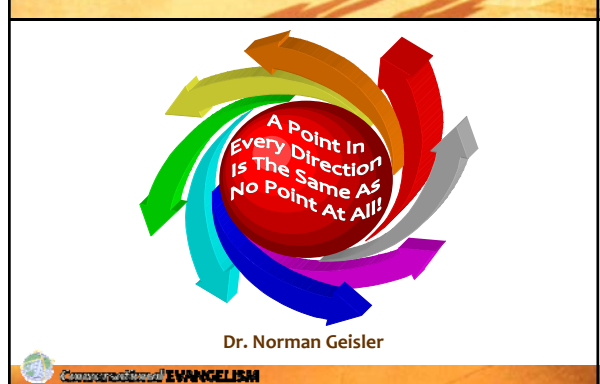
Hear the Sour Notes
People are Singing to Us!



Pluralism



Pluralism



Not All Religious Viewpoints Can Be Right!



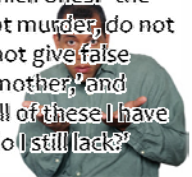
Either Jesus is The Only Way, The Truth, and The Life ... (Jn. 14:6)

OR

He is not The Only Way, The Truth, and The Life

Jesus' Approach in Matt: 19:16-22

"Now a man came up to Jesus and asked, 'Teacher, what good thing must I do to get eternal life? Why do you ask me about what is good?' Jesus replied. 'There is only One who is good. If you want to enter life, obey the commandments.' 'Which ones?' the man inquired. Jesus replied, 'Do not murder, do not commit adultery, do not steal, do not give false testimony, honor your father and mother,' and 'love your neighbor as yourself.' 'All of these I have kept,' the young man said. 'What do I still lack?'"



Jesus' Approach in Matt: 19:16-22

'Jesus answered, 'If you want to be perfect, go sell your possessions and give to the poor, and you will have treasures in heaven. Then come, follow me.'

'When the young man heard this He went away sad, because he had great wealth.'"



Inconsistent Beliefs

What were the two inconsistencies that Jesus wanted the rich young ruler to see?

- A. I am a good person, I keep all of the commandments.
- B. I care about financial wealth more than following Jesus.



Sour Notes in Acts 17

Example: Idols in Acts 17:22-30
What are the two contradictory beliefs?

"For in Him we live and move and exist, as even some of your poets have said, 'For we also are His offspring.' Being then the offspring of God, we ought not to think that the Divine Nature is like gold or silver, an image formed by the art and thought of man." (Acts 17:28-29 NIV)

- A. You created these wooden gods.**
- B. These wooden gods created you.**



Don't Forget to Really Listen



- The fact is that some people hold to beliefs that are some what different than what their particular religion teaches!
- By listening to them carefully you are also communicate that you really care about them and want to understand what they believe.

Don't forget to focus on a few sour notes

- * Point out the most stand-out inconsistencies rather than pointing out all inconsistencies



Sometimes We Must Identify the Distortion



ILLUMINATING

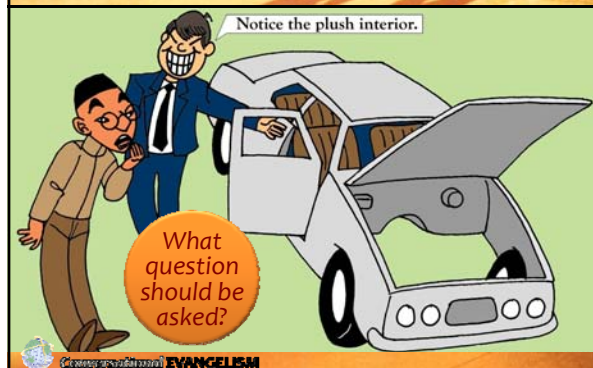
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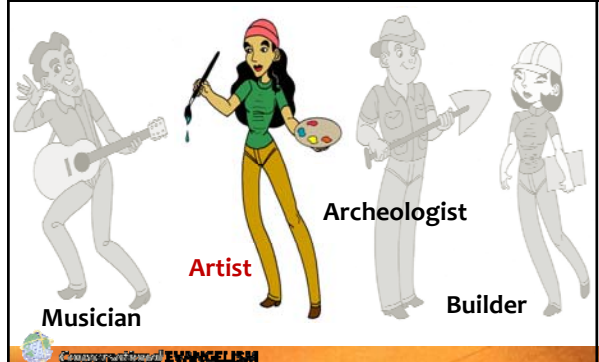
Illuminate The Discrepancies!



Illuminate The Discrepancies!



4 Types of Roles You Need to Play in Your Friend's Life



The Importance of Questions



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The Importance of Questions

- Questions that help clarify the meaning of certain **unclear terms**.
- Questions that **surface uncertainty and/or expose false belief** systems or concepts.



Conversational EVANGELISM

The Importance of Questions

- Questions that help clarify the meaning of certain **unclear terms**.



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Questions that uncover the meaning of certain unclear terms



What do you mean by ...?

- Good
- Died for us
- Buddhist
- Free Thinker
- Jesus is God
- All religions are basically the same
- Accept Jesus

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Questions that Surface Uncertainty and/or Expose False Belief Systems or Concepts



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Introductory Questions to Explore the Uncertainties of Their Beliefs

1. Do you really think it really matters what we believe or is the important thing we have some kind of religion to make us a better person?
2. Do you think that all religious beliefs basically teach the same thing?
3. Do you think life has a purpose?



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Introductory Questions to Explore the Uncertainties of Their Beliefs

4. Do you think human lives are valuable?
5. Do you believe that some things are either right or wrong?
6. Do you think that by doing good we can get to this better place or heaven?



Follow-up Questions that Can Expose False Beliefs or Concepts

How is it possible ...

- ... for all religions to be the same when some of them contradict each other's key beliefs?
- ... for there to be meaning and purpose in our lives and at the same time believe that there is no God?



Follow-up Questions That Can Expose False Beliefs or Concepts

How is it possible ...

- ... for human life to be valuable but yet believe that life is just a random by-product of nature?
- ... to claim that there is no absolutes absolutely?



Follow-up Questions That Can Expose False Beliefs or Concepts

How is it possible ...

- ... for us to empty ourselves from all desires?
- ... How do you fit Jesus into your religious beliefs?



Addressing the Elderly Chinese Mindset

- Most elderly Chinese pray to several gods motivated by “favour” and “fear” factors. After receiving favours from their gods, they are obligated to pray to them for fear of offending them. This obligation becomes allegiance to the particular gods they have sought.
- Now the fear of “leaving out” another god is just at the corner of their mind because of increasing needs.

Addressing the Elderly Chinese Mindset

- Furthermore the elderly Chinese are rather “loyal” to their gods who have met their needs through the years. They experienced the goodness and are reluctant to give up for fear of “bad” things happening to them for leaving their gods.

Questions Asked Elderly Chinese

- The bridge for “opening” their hearts to Jesus is to ask them: Is there any god that you have not worshiped that might get upset or cause trouble for you?
- If most likely not then don't you think you should consider the Christian God as well?
- Did you know that Jesus is the only religious leader who claimed to go to other side of life and come back and tell us about it?

Questions Asked Folk Buddhist

How do you know that you are good enough to be a human in the next life?



Asking Thought Provoking Questions!

If you were coming to the end of your life, and you met Jesus and other great religious leaders, and each suggested a different path, who's advice should you take?

Wouldn't you take the advice of someone who's been to the other side and come back to tell us about it?

Asking Thought Provoking Questions!

If you were not sure if you should follow Jesus or other great religious leaders, consider this perspective.

If you follow Jesus and you are wrong, you may have many other life times to get it right.

Yet if you follow other paths and you are wrong, you do not have any more chances to get it right (Heb 9:27).

Wouldn't it be wise then to choose Christ first?

Asking Thought Provoking Questions to Our Muslim Friends!

Question:

Why do you believe that Jesus was considered just a prophet when the Bible mentions in many places that Jesus was worshiped as God?

- Matthew 8:2 – Leper
- Matthew 28:9 – women at the tomb
- Matthew 14:33 – the disciples
- Matthew 28:17; Luke 24:52 – the disciples after Jesus rose
- John 9:38 – a blind man
- John 20:28-29 – Thomas called him “My Lord and My God”
- Matthew 2:2 – God sent wise men to worship Jesus, and wise men today worship him too.

Asking Thought Provoking Questions to Our Muslim Friends!

Their Answer:

The Bible is corrupt and cannot be trusted to tell the true story of what Jesus believed about himself.

Response:

Yet if Jesus is just a prophet why does the Qur'an teach that Jesus was virgin born (Sura 3:47) and sinless (Sura 3:45-46: 19:19-21) and yet at the same time why does it teach that Mohammed was sinful (Sura 40:55;48:1-2) and not virgin born?

Lets Try It!

Some non-Christians who believe in God say they are getting to heaven by

- Being mostly good
- Performing more good deeds than bad deeds
- High standard
- Following the Ten Commandments
- Treating others well
- Trying their best
- Being sorry for the bad things
- Being humble



What questions might you want to ask?

Exploring Their Beliefs

Example Follow-up Question:

“Do you think Hitler will be in Heaven?”

“If Hitler will not be in Heaven, what is the standard by which we will all be judged?”

(Matthew 5:48; James 2:10)



The Right Questions Can Help Them Better Face The Truth!



Conversational Evangelism in Action (Short)



Why Asking Questions is So Helpful?

“A person can close his ears to facts he does not want to hear, but if a pointed question causes him to form the answer in his own mind, he cannot escape the conclusion—because it’s a conclusion that he reached himself.”

David Reed Baker, *Jehovah’s Witnesses Answered Verse by Verse*, (Grand Rapids: Baker, 1986) p. 113



Barriers to Using a Questioning Approach with Asians

Question:

But how do we ask questions in a culture where it is not part of the ways of the culture to ask probing questions about one’s perspective concerning religious issues?

Example:

Jn 4:9 “The Samaritan woman said to him, ‘You are a Jew and I am a Samaritan woman. How can you ask me for a drink.’”
(For Jews do not associate With Samaritans)



How do I know if I am asking the right kind of questions in the right way?

Is it according to the Three D's of Asking Questions?

- Doubt
- Defensiveness
- Desire



How do I know if I am asking the right kind of questions in the right way?

Ask "Am I asking questions in a way that surfaces their **doubt (uncertainty)** about their own perspective, while at the same time **minimizes** their **defensiveness**, and yet **creates a desire (curiosity)** to want to hear more?"



How do I minimize someone's defensiveness?

Ask "Am I asking questions in a way that surfaces their **doubt (uncertainty)** about their own perspective, while at the same time **minimizes** their **defensiveness**, and yet **creates a desire (curiosity)** to want to hear more?"



How do I Create A Desire For Them To Want To Hear More?

Ask "Am I asking questions in a way that surfaces their **doubt (uncertainty)** about their own perspective, while at the same time **minimizes** their **defensiveness**, and yet **creates a desire (curiosity)** to want to hear more?"



How To Ask Questions

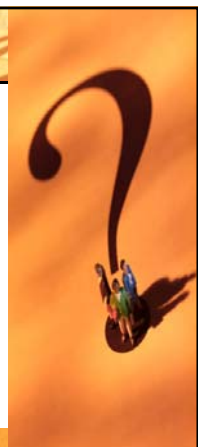
Highway Video clip Who is Jesus Christ?

www.highwayvideo.co Notice his skill in asking questions in a non-defensive way.

Notice how he is listening to what others say and asking follow-up questions based on what they say.

Good Follow-up Questions

- Is there any reason to consider Him further?
- Have you ever thought about it?
- What have you come up with?
- Do you think there is any reason to decide?
- Do you think there is any reason to check it out further?
- Does He mean anything to you?
- Do you think there is any reason to decide?
- Do you care?



UNCOVERING

Dr. David Geisler

Conversational EVANGELISM

4 Types of Roles You Need to Play in Your Friend's Life

Musician Artist Archeologist Builder

Conversational EVANGELISM

Uncovering Real Barriers

Hear
Illuminate
Uncover
Build

Conversational EVANGELISM

Uncovering Real Barriers

WWW.MEEKNESSANDTRUTH.ORG

Conversational EVANGELISM

Go Below the Surface

“Proverbs 20:5 says, ‘The purpose in a man's mind is like deep water, but a man of understanding will draw it out.’

Good apologetics requires people of understanding who have the patience and insight to not only deal with people's stated questions but to go below the surface and speak to their true objections...”

M&T Trainer, Rev. Dave Montoya, “Dealing With Both Minds and Hearts: Answering the Questions Behind the Questions,” which can be downloaded at <http://meeknessandtruth.org/tools.htm>

Conversational EVANGELISM

Uncovering Barriers Between Them and God

THE GOAL:
Explore what's getting in the way of taking steps to the Cross.

HOW:
Keep seven steps in mind!

Conversational EVANGELISM

Uncovering Barriers Between Them and God

1. Determine whether their issue is a real concern or a smoke screen.



1. Determine Whether Their Issue is a Real Concern or a Smoke Screen

Formula for Clearing Away Smokescreens

“If I could answer your questions in a way that would make sense to you, would that help you to more seriously consider a belief in God and Christianity?”



1. Determine Whether Their Issue is a Real Concern or a Smoke Screen

Formula for Clearing Away Smokescreens

*“If you could know the truth,
would you want to know it?”*



Why It is Important to Ask This Question!

“My second conversation was with a student at Nanyang Polytechnic. I started by using a simple survey form asking about belief in God. From there, I was able to find out that he believes in a supreme being, and even believes that he will be accountable to that Being at the end of his life. When I asked him if he believed all religions could be right, he revealed that he believed each person was entitled to their beliefs.”

Former student at East Asia School of Theology

Why It is Important to Ask This Question!

“I asked him if it was important whether the object of what someone believed in was true or not, and used the example about jumping out of an airplane with a backpack, believing that it was a parachute. But he did not seem convinced, and kept repeating his stance that each person could believe what he or she wants to, and that is all that is important. He also revealed that he had gone to a Christian school for a few years and therefore ‘knew all the stories’ and about the Gospel, but he did not believe it.”

Former student at East Asia School of Theology

Why It is Important to Ask This Question!

“... I tried presenting him with some evidence to show him that the Bible is a reliable historical account. But finally, after about an hour of us talking and sharing views, he said: **‘even if you put all the evidence right in front of me, I still won’t believe. I don’t want to believe.’** I did not know what else to say after that,”

Former student at East Asia School of Theology

Why It is Important to Ask This Question!

“In retrospect, I realize this student had been throwing up a smokescreen, and early in the conversation I **should have tried uncovering the real barriers** by asking him something like, “If I could answer your questions”

Former student at East Asia School of Theology

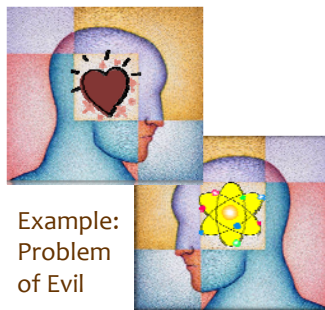


Uncovering Barriers Between Them and God

1. Determine whether their issue is a real concern or a smoke screen.
2. **Determine the nature of the barrier.**



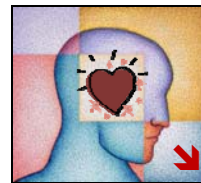
2. Determine the Nature of the Barrier



Example:
Problem
of Evil

- ↘ Determine whether their barrier is mostly an intellectual or emotional question or concern, or a combination of both.

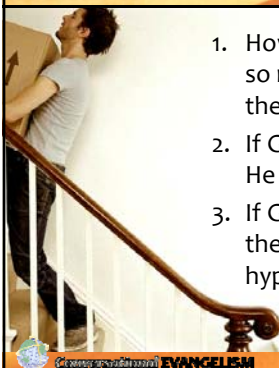
2. Determine the Nature of the Barrier



↘ Many times the barriers will be non-intellectual

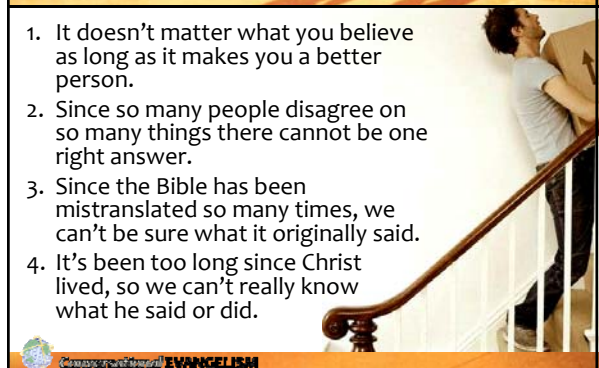
Questions that Possibly Indicate Emotional Baggage

1. How could a good God allow so much suffering and evil in the world?
2. If God is there, why doesn't He answer my prayers?
3. If God is real, how come there are so many hypocrites in the church?



Statements that Possibly Indicate Intellectual Baggage

1. It doesn't matter what you believe as long as it makes you a better person.
2. Since so many people disagree on so many things there cannot be one right answer.
3. Since the Bible has been mistranslated so many times, we can't be sure what it originally said.
4. It's been too long since Christ lived, so we can't really know what he said or did.



Handling the Tough Questions

Reverse the burden of proof!

Remember, when someone throws a question at you, like a boomerang, let it come back around to them first!

Q: Isn't Christianity only a "crutch?"

A: What do you mean by "crutch?"

Handling the Tough Questions

Reverse the burden of proof!

For example, if someone says:
I don't believe the Bible is reliable?

Ask *why is it that you don't think the Bible is as reliable as other books of antiquity written around the same time period?*

Jesus' Example

Jesus used this approach!

LUKE 20:2-4

"And they (the chief priests and scribes) spoke, saying to Him, 'Tell us by what authority you are doing these things, or who is the one who gave you this authority?'"

And He (Jesus) answered and said to them, 'I shall ask you a question, and you tell me: Was the Baptist of John from heaven or men?'"

Jesus Knew the Value of Answering Questions with Questions

"When religious leaders asked Jesus if it was right to pay taxes, Jesus referred to a coin and asked, "Whose portrait is this?" (Matt. 22:17-20).

When the Pharisees asked him, "Is it lawful to heal on the Sabbath?" Jesus' response was a question: "If any of you has a sheep and it falls into a pit on the Sabbath, will you not take hold of it and lift it out?" (Matt. 12:9-12).

Jesus Knew the Value of Answering Questions with Questions

At times (far too many, I'm afraid), I've answered questions with biblically accurate, logically sound, epistemologically watertight answers, only to see questioners shrug their shoulders. My answers, it seemed, only further confirmed their opinion that Christians are simpletons. So I started answering questions with questions, and have gained far better results."

Randy Newman, "Rabbinic Questioning: A Better Way to Evangelize"
<http://www.christianitytoday.com/workplace/articles/rabbinicquestioning.html>

Practicing Determine the Nature of the Barrier In Action In Asia

In talking with a Muslim:

"At this point, I asked him if he was willing to take a step back and re-look at Islam and be open about it. He gave me a straight answer that he was not willing to consider Christianity even if the facts were all there. He only believed in Islam and the Quran. I knew that his barrier to Christianity was not an intellectual one but an emotional one. I guess all Muslims have been so ingrained with the teachings of Islam ever since they are born such that it is almost impossible to change their minds. Moreover, their religion is very tightly knitted with the culture and heritage."

Former student at East Asia School of Theology

Uncovering Barriers Between Them and God

1. Determine whether their issue is a real concern or a smoke screen.
2. Determine the nature of the barrier.
3. **Uncover the specific emotional baggage that they are carrying.**

3. Uncover the Specific Emotional Baggage that They are Carrying

- Ask God for wisdom in discerning what the “real issues” are that you need to address with your pre-believing friends (Js. 1:5).
- One of the biggest baggage issues for Asians to deal with is the perceived lack of honor for elders and ancestors, if one trusted in Christ.



Handling Emotional Baggage

- Invite them to share their story.
- Listen discernibly for the most obvious barriers to the gospel.
- Empathize with them.
- If appropriate, affirm God’s love and hope for them.
- If appropriate, apologize for how another brother or sister in Christ treated them.
- Tell them you will keep them in your prayers.

Uncovering Barriers Between Them and God

1. Determine whether their issue is a real concern or a smoke screen.
2. Determine the nature of the barrier.
3. Uncover the specific emotional baggage that they are carrying.
4. **Determine whether there is a question or concern behind the question or issue raised.**



Determine What’s Below the Surface

- * Jesus was a master in getting below the surface in His interaction with others.



Jesus was a Master in Getting Below the Surface

In Mark 12:18-27 notice how Jesus responds when the Sadducees asks Jesus a hypothetical question about who will be the wife’s husband at the resurrection, (since all seven brothers were at one time married to her but all died but didn’t leave any children):

First, He pointed out that they don’t know the scriptures for in heaven they neither marry nor are they given in marriage.

But next he gets underneath their question and surfaces their true nature of their objection.

Jesus was a Master in Getting Below the Surface

What was their true objection? Jesus knew that their real question or concern had to deal with the issue of the resurrection of the dead.

Jesus' response: "Now about the dead rising— have you not read in the book of Moses, in the account of the bush, how God said to him, "I am the God of Abraham, the God of Isaac, and the God of Jacob.' He is not the God of the dead, but of the living. You are badly mistaken." (MARK 12:26-27 NIV)

Jesus was a Master in Getting Below the Surface

Jesus points to a passage in the Pentateuch (which they did accept) Ex. 3:6 which supports the position that there is a resurrection.

"I am the God of Abraham, the God of Isaac, and the God of Jacob."

By using the present tense verb (am) this implies that the patriarchs were still alive and that God still had a relationship with them as a covenant keeping God, even though they died long ago.

4. Determine Whether There is a Question or Concern Behind the Question or Issue Raised

Example:

"How can you claim that there is only one way to God?"



"How can you claim that there is only one way to God?"

What might be the belief behind the question?

- They may believe that Christians are arrogant to think that they have the truth and are therefore better than others.
- They may believe that Christians are not very "open" to other faiths by being so exclusive.



"How can you claim that there is only one way to God?"

Help them grasp the principle?

*"How many ways does it take to restore a broken dating relationship for something we said or did?"**

* Concept adapted from Dean Halverson, A Compact Guide to World Religions, p. 62



Some Things Can Only Be One Way

"Don't we have to say in some way we are sorry for the things we said or did that hurt the other person?"

"Now if that is the way it is in our relationship with other people, why would that be any different in our relationship with God?"



“Christianity is Too Exclusive!”

Your Answer:

“What about when we get married? Don’t we exclude every other person of the opposite sex from our life but one?”

“Isn’t this a good thing for us to do?”

“So the real issue is what are you including and why, and what are you excluding and why!”



Uncovering Barriers Between Them and God

1. Determine whether their issue is a real concern or a smoke screen.
2. Determine the nature of the barrier.
3. Uncover the specific emotional baggage that they are carrying.
4. Determine whether there is a question or concern behind the question or issue raised.
5. **Find out what their biggest barrier to Christianity.**

Speak to Their Heart Felt Issues

Discover:

5. Find out what their biggest barrier to Christianity.

Being fearful of spirits

Be mindful of the Devil’s schemes (2 Cor. 2:11)

“Be self-controlled and alert. Your enemy the devil prowls around like a roaring lion looking for someone to devour.” 1 PETER 5:8 NIV



Being Fearful of Spirits

His scheme is to make us fear the lesser spirits rather than the God of Heaven who created all of us including the spirits.

A Biblical Perspective: We should only fear God

“I tell you, my friends, do not be afraid of those who kill the body and after that can do no more. But I will show you whom you should fear; Fear him who, after the killing of the body, has power to throw you into hell. Yes, I tell you, fear him.”

LUKE 12:4-5



Speak to Their Heart Felt Issues

Discover:

5. Find out what their biggest barrier to Christianity

Being fearful of spirits

Family obligation or expectations



Barriers to Belief in God and Christianity

“One of my biggest barriers to belief in God or Christianity is that I am not brave enough to consider religious issues solely without considering the consequences of what other people think.”

International Student, U.T. Austin



Family Obligation or Expectations

“How can I choose Christ when my dead ancestors are separated from Him and could be separated from me?”

Your Answer: Are you absolutely sure they are separated from Christ?

Your Answer: If they know what you know about who Jesus is what do you think they would advise you to do?



Family Obligation or Expectations

“How can I choose Christ when my dead ancestors are separated from Him and could be separated from me?”

Your Answer: Did you know that scripture actually speaks to this issue?

“And he (the rich man) said, ‘Then I beg you, Father (Abraham), that you send him (Lazarus) to my father’s house—for I have five brothers—that he may warn them, lest they also come to this place of torment.’” **LUKE 16:27-28 NASB**



Family Obligation or Expectations



Do you realize that your decision for Christ now could have an impact on future generations of family members?

Do you realize that you could be the key to other current family members coming to Christ before it is too late? (Heb. 9:27)

Speak to Their Heart Felt Issues

Discover:

5. Find out what their biggest barrier to Christianity

- Being fearful of spirits
- Family obligation or expectations
- **Christianity is too western!**



Barriers to Christianity In Singapore



“One of the barriers that people, especially the older generation, have towards Christianity is the perception that it is a foreign and Western religion. There are fears that the convert becomes ‘ang moh-nised’ and loses his cultural identity.

Therefore I must show that being a Christian not only means I don’t become less filial and loving to my parents, it actually encourages me to honor my parents (one of the ten commandments, and the only one with an attached blessing). What would motivate these people to embrace the gospel? Seeing Christianity lived out as a Chinese son or daughter.”

Former student at East Asia School of Theology

Uncovering Barriers Between Them and God

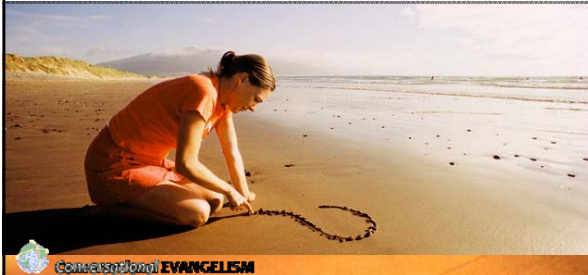


1. Determine whether their issue is a real concern or a smoke screen.
2. Determine the nature of the barrier.
3. Uncover the specific emotional baggage that they are carrying.
4. Determine whether there is a question or concern behind the question or issue raised.
5. Find out what their biggest barrier to Christianity.
6. **Find out what would motivate them to get answers in these areas.**

Speak to Their Heart Felt Issues

Discover:

6. Find out what would motivate them to get answers in these areas.



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Uncovering Barriers Between Them and God



1. Determine whether their issue is a real concern or a smoke screen.
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6. Find out what would motivate them to get answers in these areas.
7. **Uncover the volitional factors.**

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7. Uncover the Volitional Factors

WWW.MEEKNESSANDTRUTH.ORG



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Volitional Factors

In this step we are attempting to surface an unwillingness to believe that goes beyond just dealing with the intellectual and emotional barriers.

The Bible teaches that non-believers know the truth about God because God had made it clear to them and so are “without excuse” (Rom. 1:19-20).

“But though He (Jesus) had performed so many signs before them, yet they were not believing in Him” (Jn. 12:37).



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Handling Volitional Barriers

Pray for spiritual enlightenment

- “... The effective prayer of a righteous man can accomplish much.” (Js. 5:16b NASB)
- “... in whose case the god of this world has blinded the minds of the unbelieving, that they might see the light of the gospel of the glory of Christ, who is the image of God.” (2 Cor. 4:4)



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Handling Volitional Barriers

Why it is important to pray!

“But a natural man does not accept (*welcome* – the Greek word is *dechomai*) the things of the Spirit of God; for they are foolishness to him, and he cannot understand them, because they are spiritually appraised.”

1 CORINTHIANS 2:14 NASB



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Handling Volitional Barriers

Demonstrate Christ's love to them

"By this all men will know that you are my disciples, if you have love for one another."

JOHN 13:35



Uncovering Barriers Between Them and God (review)

1. Determine whether their issue is a **legitimate** concern, or whether it is a smoke screen.
2. Determine the **nature** of their barrier (intellectual, emotional, or a combination of both).
3. Uncover the **specific** emotional baggage that they are carrying.
4. Determine whether there is a **question or concern** behind the question or issue raised.
5. Find out what their biggest **barrier** to Christianity is.
6. Find out what would **motivate** them to get answers in these areas.
7. Uncover the **volitional factors**.

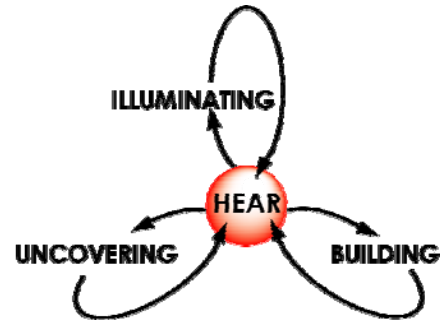


BUILDING

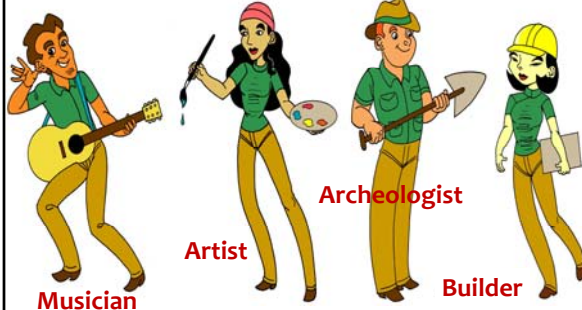
Dr. David Geisler

Conversational EVANGELISM

4 Types of Conversations We Want to Have with Non-believers



4 Types of Roles You Need to Play in Your Friend's Life



Build a Bridge to the Gospel



Hear
Illuminate
Uncover
Build

Build a Bridge to the Gospel

Musician

Artist

Archeologist

Builder

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Building a Bridge to the Gospel

GOAL: To find common ground and build a bridge to the Gospel

HOW: Keep six steps in mind

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Building a Bridge to the Gospel

GOAL:
To find common ground and build a bridge to the Gospel

HOW:
Keep four steps in mind

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Building a Bridge to the Gospel (Jn. 8:32)

1. Find Common Ground with those you are trying to reach.

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Building a Bridge to the Gospel (Jn. 8:32)

1. Find Common Ground with those you are trying to reach

“To the weak I became weak, to win the weak. I have become all things to all men so that by all possible means I might save some.”

1 CORINTHIANS 9:22

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1. Find Common Ground

- Start with ideas that you and the other person agree on. This could be as simple as finding common hobbies or interest of a non-spiritual nature.
- Search for common ground with low-key spiritual questions.
 1. Does it matter what you believe?
 2. Can everyone be right?
 3. Is just faith enough?
 4. Is there any difference between Jesus and other religious leaders?

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1. Find Common Ground



Acts 28



Acts 17

Notice that Paul's approach was different in these two passages. Why?



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Finding Common Ground in Action in Singapore

"I went into this taxi where the driver was playing some Buddhist mantras over his sound system. He asked me politely if I minded and offered to turn it off if I did. Actually I did mind, but I decided to use the opportunity to ask him what he was playing. He told (me) what it was and asked if he could explain it to me. He also asked which religion I belonged to which I answered Christianity. I agreed to hear his side of the caveat that he was open enough to hear my side at the end of his

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Finding Common Ground in Action in Singapore

... He then began an exposition on his Buddhist faith that he enjoyed immensely, talking about how he tries to be as good a person as possible. At the same time, he boasted how he was open to other faiths as well. So I asked him if I could share why I felt Christianity was different ... By the time we reached my destination, I had taken the opportunity to invite him to my church (likewise, he had invited me to attend some of his Buddhist meetings)."

Former student at East Asia School of Theology

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Finding Common Ground in Action in Singapore

"I realized what made him open up to me initially was the fact that I was open to him to start with. Though he did not say it explicitly, **I had to 'hear' his desire to continue listening to his mantras, following which I bothered to 'hear' about his faith. By allowing him that, the common ground of understanding was laid and he was open to listen to my view.**"

Former student at East Asia School of Theology

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Building a Bridge to the Gospel (Jn. 8:32)

1. Find Common Ground with those you are trying to reach.

2. **Build a bridge from point of shared beliefs (even those they are not quite aware of).**

These can be head bridges and or heart bridges.

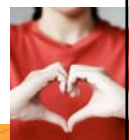
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Heart Bridges

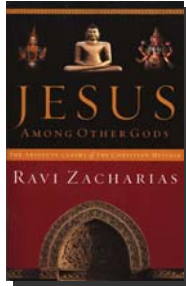
"Assuming that we are modeling it (humility and love), we also need to be able to explain... how it is that **their very hopes** could be fulfilled in Christ or how it is that without Christ (or in many cases Christ's truth) **their fears will be realized and their hopes thwarted.**"

Rev. Dave Montoya, Dealing With Both Minds and Hearts: Answering the Questions Behind the Questions, Unpublished works located on Meekness Web-site

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Show that Jesus is One of a Kind



“Jesus stated without a doubt that God is the author of life and that meaning in life is found in knowing Him. This idea would be totally denied by Buddhism, which either ignores God or rules out His existence altogether.”

Ravi Zacharias, *Jesus Among Other Gods*, p. 12

Developing Heart Bridges with Asians

“In a religious culture that seeks either to ‘appease’ or to ‘bribe’ the gods for one’s own needs, I need to find a way to communicate and contrast the idea of a personal Christian God as opposed to the distant and impersonal deities that the Chinese is familiar with.



Developing Heart Bridges with Asians

Although Guan Yin, the goddess of mercy is suppose to be the deity symbolizing love and mercy for mortals, who can claim to have a personal relationship with this deity? Other than coming to her when one needs something, can anyone talk to her as with a friend and have a two-way conversation to boot? Of the thousands of deities available, can one find a friend amongst them?”



Former student at East Asia School of Theology

Head Bridges

Comparing Jesus, Muhammad, and Buddha

1. Jesus was without sin.
 - Even the Koran states that Jesus was without sin. (See Sura 3:45-46;19:19-21)
2. Mohammed was told to ask for forgiveness (Sura 40:55;48:1-2)
3. Buddha was imperfect
 - He was understood as having many rebirths thus indicating an imperfect life.
 - At best, Buddha pointed to the way and followed a path to purity. He did not possess it fully himself.

Build Your Bridge Using Planks of Common Understanding



Building Head and Heart Bridges!




Six reasons why it matters what you believe!

Building Bridges with those you are trying to reach!
(1 Cor. 9:22)

It Matters What You Believe

1. What you believe will affect how you live!




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It Matters What You Believe

1. What you believe will affect how you live!
2. Not all religious viewpoints can be right!

Can Krishna, Buddha, Jesus, and Muhammad all be right?



Can all religions simultaneously be true?

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Can They All Be Right?



| | | |
|--|--|---|
| Christianity Judaism Islam One God | Atheism, Theravada Buddhism No God | Polytheism, Mahayana Buddhism Many gods |
|--|--|---|

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Objection!

“But God can become whatever he wants to be!”

Reply:


Can God as creator be **separate** from the Universe at the same time He is **identical** to the Universe?

No, He can not.

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It Matters What You Believe

1. What you believe will affect how you live!
 2. Not all religious viewpoints can be right!
3. Faith must have an object to have merit!



“About one out of four (26%) born-again Christians believe that it doesn’t matter what faith you follow because they all teach the same lessons.”

Born Again Christians, 2000, George Barna, Barna web-site

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Christianity is Based on a Historical Event



“And if Christ has not been raised, our preaching is useless and so is your faith.”

1 Corinthians 15:14 (NIV)

* Biblical faith must have an object to be valid.

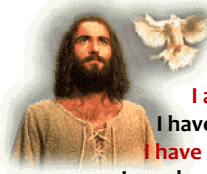
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It Matters What You Believe

1. What you believe will affect how you live!
2. Not all religious viewpoints can be right!
3. Faith must have an object to have merit!
4. **Not all religious leaders made equal claims!**

The Unique Claims of Jesus

Which religious leader ever made these claims?



- I am without sin (John 8:46)
- I have always existed (John 8:58)
- I am the only Son of God (John 3:16)
- I am the light of the world (John 8:12)
- I have come to save the world (John 3:17)
- I have authority to forgive sins (Mark 2:10)
- I was born to testify to the truth (John 18:37)
- You trust in God; Trust also in me (John 14:1)
- I am the Truth and only way to God (John 14:6)
- I will come again to judge the world (Matt 25:31-46)

Take from "The Top Twenty-three Presentations" By Norm Geisler and Frank Turek

It Matters What You Believe

1. What you believe will affect how you live!
2. Not all religious viewpoints can be right!
3. Faith must have an object to have merit!
4. Not all religious leaders made equal claims!
5. **The proof of Christ's claims have no parallel among major religious leaders!**

No Comparison!

Comparing Christianity and other Religions is not like comparing apples with apples!



Christianity



Other Religions

The Proof of Christ's Claims (Cont.)

"Buddha claimed to point to the way, Mohammed claimed to be a prophet of God, but Jesus Christ is the only major religious leader that ever claimed to be God, who fulfilled prophecy, lived a sinless life, and then died on the cross and rose from the dead."

Dr. David Geisler

It Matters What You Believe

1. What you believe will affect how you live!
2. Not all religious viewpoints can be right!
3. Faith must have an object to have merit!
4. Not all religious leaders made equal claims!
5. The proof of Christ's claims have no parallel among major religious leaders!
6. **Without God, some people find it difficult to find meaning in life!**

Friedrich Nietzsche (1844-1900)



“God is dead. God remains dead.
And we have killed him.
How shall we, the murderers of
all murderers, comfort
ourselves?”



Fyodor Dostoevshi (1821-1881)



**If God is dead,
anything is
permissible!**

*The Brothers
Karamazov*

The Death of God Leads to the Death of Man



12 million
murdered



18 million
murdered

It Matters What You Believe

1. What you believe will affect how you live!
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Building a Bridge to the Gospel (Jn. 8:32)

1. Find Common Ground with those you are trying to reach.
2. Build a bridge from point of shared beliefs (even those they are not quite aware of).
3. **Remember the goal.**

3. Remember the Goal!

Don't get so
caught up in
removing barriers
that you forget to
remember the goal!



Remember the Goal in Using Apologetics in Evangelism!

To remove the obstacles so that we can help people take one step closer to Jesus Christ each day.

1 CORINTHIANS 3:6

Building a Bridge to the Gospel (Jn. 8:32)

1. Find Common Ground with those you are trying to reach.
2. Build a bridge from point of shared beliefs (even those they are not quite aware of).
3. Remember the goal.
4. **Actively seek for opportunities to transition to the Gospel.**

4. Actively Seek for Opportunities ...

Example:

“Has anyone ever explained to you the difference between Christianity and all other religions?”

*** Explain Do versus Done**
(See **Bill Hybels**, *Contagious Christian Training*)



Do vs. Done

For example:

Muslims teach that man's good works have to outweigh his bad works. **(Do)**

Hindus teach that if one does enough good he can pay off his karmic debt and escape the cycle of reincarnation. **(Do)**

Buddhists teach that salvation comes about when one desires to stop desiring. **(Do)**

Jesus says accept the gift I offer. It has already been **“Done”** for you (you can do nothing to earn God's gift) Invite me to come into your life and change you from the inside out (Jn. 1:12; Phil. 2:13).



Building a Bridge to the Gospel (Jn. 8:32)

1. Find Common Ground with those you are trying to reach.
2. Build a bridge from point of shared beliefs (even those they are not quite aware of).
3. Remember the goal.
4. **Actively seek for opportunities to transition to the Gospel.**

Invite Them to Take a Step of Faith

“Accepting Jesus is like drinking a cup of tea, you will never know how it really taste by hearing what others say unless you drink it for yourself.”



Former student at East Asia School of Theology

But what if they don't care?

Answer:

"If life is just a drop in the bucket compared to eternity, wouldn't that be worth checking out?"

Conversational EVANGELISM

<http://maomao520.yeah.net>

Has anyone ever explained to you the difference between Christianity and ...?

For example:

Muslims teach that man's good works have to outweigh his bad works. (Do)

Hindus teach that if one does enough good he can pay off his karmic debt and escape the cycle of reincarnation. (Do)

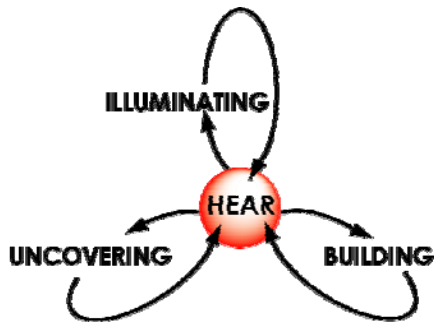
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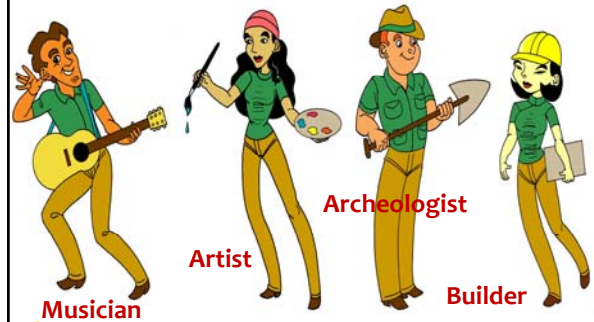
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4 Types of Conversations We Want to Have with Non-believers



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4 Types of Roles You Need to Play in Your Friend's Life



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The Conversational Evangelism Model (In a nutshell)



We want to listen to them and then "hear" their discrepancies and then illuminate them by asking questions that will "clarify" their religious terminology and "expose" the weaknesses of their perspective.

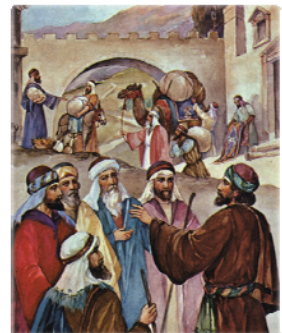
Then we want to uncover the real barriers and "build" a bridge to help them take one step closer to Jesus Christ each day (I Cor. 3:6).

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A Biblical Perspective

The Apostle Paul said, "I have become all things to all men so that by all means, I may save some."

1 CORINTHIANS 9:22



Conversational EVANGELISM

Application Exercise

1. Listen more carefully in my conversation with others.
2. Identify the “sour notes” I hear in conversations with others.
3. Look for opportunities to ask clarifying questions in my witness to others. Ask, *what do you mean by...?* (Example: Free Thinker)
4. Attempt the process of building a bridge with a not-yet-believer by asking probing questions to reach areas of common understanding and agreement.
5. Actively seek for opportunities to transition to spiritual things. (example: Do versus Done)
6. Discuss the results of this exercise with another Christian.

Build A Bridges With a Taxi Cab Driver

Introductory question

Me: How long have you been driving a Taxi?

Him: About one and a half years.

Me: My wife's uncle used to drive a taxi. It seems like it is harder and harder to make money these days being a taxi cab driver when petrol prices keep rising.

(This statement was to get him talking which he enjoyed doing and sharing his frustration)

Build A Bridges With a Taxi Cab Driver

Me: *(After he seemed more open to talking I asked)*
Do you have any kind of religious belief?

Him: I am a Buddhist

Me: Are you a devotee Buddhist?

Him: *(no real response) – meaning he probably was Buddhist in name only*

Me: Do you know the difference between Christianity and all the other religions in the world?

Pause wait for him to respond....

Him: No, I won't mind if you told me.

Me: I can explain the difference between Christianity and all the other religions in the world using two words “Do versus Done.”

Build A Bridges With a Taxi Cab Driver

All the religions in the world basically say “do this.” For example, Muslims believe that their good works have to outweigh their bad works; Buddhist believe that one must get rid of desire; Hindu's believe they must do good things to be released from the Karmic cycle and reach Nirvana. All these religions basically say you have to do something.

Christianity on the other hand says, there is nothing you can do, it has already be done. All you need to do is to accept the gift that God has provided in sending Jesus to die for us in our place and invite Jesus to come into our lives and to change us from the inside out.

Build A Bridges With a Taxi Cab Driver

Me: Have you ever heard anything like this?

Him: Sort of, my brother in law is a Christian.

Me: So when he became a Christian did you see any changes in his life after that?

Him: Yes... *(I can't remember what else he said here)*

Me: Another way to explain the difference between Jesus and all the other religious leaders is to say it this way. “Buddha claimed to point to the way, Mohammed claimed to be a prophet of God, but Jesus Christ is the only major religious leader who ever claimed to be God, who lived a sinless life, who fulfilled prophecy written hundreds of years before he ever existed, who died on the cross, and rose from the dead and did a bunch of miracles to prove it.”

Build A Bridges With a Taxi Cab Driver

Him: *Pause ...* Why are there so many different religious beliefs?

Me: It is partly because people see God in different ways. Some see there is one God, some see there is many gods, and some see (as in some form of Buddhism) there is no god.

But do you see that they all can not be right? God can not be one, many and none all at the same time.

Him: *Pause ...* I believe in one God

Me: Christians believe that no matter how much good we do, we can never do enough good. That is why Christians believe that God send Jesus to die on the cross to take the penalty of our sins.

Have you ever heard anything like this before?

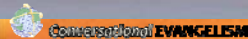
Build A Bridges With a Taxi Cab Driver

Him: Not so clearly.

Me: But it is not just that we believe that Jesus is the Messiah, who died for our sins to take the penalty for what we deserve, that makes us a Christian. Each person must individually decide to accept Christ to come into their lives, forgive us of our sins, and change us from the inside out.

For example when I talk to people about Jesus I tell them that there are two decisions one must make about Jesus Christ.

First you have to decide is there good evidence to believe that Jesus is who he said he is.



Build A Bridges With a Taxi Cab Driver

Then once you have decided that you have to make the most important decision, do I want to put my faith and trust in Christ? And the second decision is much more difficult than the first decision because you have to decide whether you want to submit your will to another person.

Me: So I can give you good evidence to show that Jesus really was who he says he was but you personally have to decide to put your faith and trust "in Him." For example, when I married my wife Charlene, I believed that she would make a good wife based on the evidence. But that evidence as to why I believed she would make a great wife never forced me to say I do to her. That was a decision of my will, right?



Build A Bridges With a Taxi Cab Driver

In the same way you may be convinced that Jesus really is who he said he was but still you must decide whether you want to "believe in" Him before you can become a Christians.

Does that make sense?

Him: Yes.

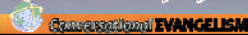
Me: Have you ever heard it explained in that way?

Him: No.

Me: *(I could see the Spirit was convicting him but he was not ready to make a decision for Christ).*

Have you ever been to church?

Him: *(I can't remember for sure but I think he said he's attend before)*



Build A Bridges With a Taxi Cab Driver

Me: If you are interested to learn more I can meet you sometime and we can go together to my church.

Him: Yes maybe sometime I can do that.

Me: Here is my card, give me a call sometime and we can go together.

To me this is the most important decision anyone can make in life, who is Jesus Christ.



Evangelism Training for the New Millennium

Conversational Evangelism

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To learn more about our C.E. book go to:

www.conversationalevangelism.org



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See our Conversational Evangelism book at www.conversationalevangelism.org

Dr. David Geisler

**Conversational
EVANGELISM**