



FACILITATOR GUIDE

OBJECTIVES

By the end of this module, you will be able to:

1. Define Gospel.
2. Explain evangelization.
3. Teach the church about the importance of mobilizing believers to evangelize.

TIME FOR SHARING & PRAYER

¹⁸ Then Jesus came to them and said, "All authority in heaven and on earth has been given to me. ¹⁹ Therefore go and make disciples of all nations, baptizing them in the name of the Father and of the Son and of the Holy Spirit, ²⁰ and teaching them to obey everything I have commanded you. And surely I am with you always, to the very end of the age."

- Matthew 28:18-20 (NIV)

According to verses 19 and 20, what did Jesus command His disciples to do?

According to verse 18, with what authority was Jesus able to give this Great Commission?

DO: Welcome the group back.

SAY: In a few minutes we will take time to review your hard work, ask questions, and share with one another.

Today's module is called Evangelism

By the end of this module, you will be able to:

1. Define Gospel.
2. Explain evangelization.
3. Teach the church about the importance of mobilizing believers to evangelize.

TIME FOR SHARING & PRAYER

SAY: Before we get too far in the module, we would like to spend some time in God's Word, and to give some opportunities for testimonies and prayer. Let's begin.

ASK: Who would like to read Matthew 28:18-20?

According to verses 19 and 20, what did Jesus command His disciples to do?

According to verse 18, with what authority was Jesus able to give this Great Commission?

ASK: Will someone read Acts 17:18-28?

SAY: The Great Commission in Matthew, along with John 3:16, might be the two best known New Testament texts. Both present the case for the mobilization of the church to evangelize.

Before we get to the process of learning how to evangelize, would anyone like to share a testimony or information on the report on how God has transformed you or another?

DO: Collect Healthy Church Reports and have participants report on implementing their action plans from the previous module.

DO: Pray.

Session 1: Biblical Foundation

DEFINITION OF GOSPEL

The Gospel is the church's most treasured possession.

Why is the Gospel important?

1 Corinthians 15:1-4;

Romans 1:16-17

DEFINITION OF EVANGELISM

Read Ephesians 2:17-18

The word evangelism comes from the Greek term *euangelizo*, which literally means "to bring good news."

An apostolic definition of evangelism is one we extract from Paul's letter to the Romans regarding the vision Paul had of evangelism (Rom. 15:18-25). It is complete, dynamic, and convincing.

A tridimensional definition of evangelism needs to *be, do, and tell* the Gospel of the Kingdom of God, so that, through the power of the Holy Spirit, people convert to the lordship of Jesus Christ. This means that we are, jointly with our words and actions, revealing the three facets of evangelism.

REASONS TO EVANGELIZE |

Matthew 28:18-20

1. Evangelism is A Mandate

Other important biblical texts affirm this command: Mark 16:15; Acts 5:42; Acts 10:34-43; and Romans 10:13-15.

2. Evangelism is A Priority

Because the salvation of people is our great purpose, the number one priority in the world is the salvation

Session 1: Biblical Foundation

DEFINITION OF GOSPEL

SAY: The Gospel is the church's most treasured possession.

ASK: Why is the Gospel important? 1 Corinthians 15:1-4; Romans 1:16-17

SAY: The Gospel that has the power to transform lives and communities both now and for all eternity is the true story of God's abundant grace made available through the finished work of his Son, Jesus Christ.

DEFINITION OF EVANGELISM | Ephesians 2:17-18

SAY: The word evangelism comes from the Greek term *euangelizo*, which literally means "to bring good news."

An apostolic definition of evangelism is one we extract from Paul's letter to the Romans regarding the vision Paul had of evangelism (Rom. 15:18-25). It is complete, dynamic, and convincing.

A tridimensional definition of evangelism needs to *be, do, and tell* the Gospel of the Kingdom of God, so that, through the power of the Holy Spirit, people convert to the lordship of Jesus Christ. This means that we are, jointly with our words and actions, revealing the three facets of evangelism.

REASONS TO EVANGELIZE | Matthew 28:18-20

1. Evangelism is A Mandate

Other important biblical texts affirm this command: Mark 16:15; Acts 5:42; Acts 10:34-43; and Romans 10:13-15.

2. Evangelism is A Priority

Because the salvation of people is our great purpose, the number one priority in the world is the salvation of humankind. *But he said to them, "I have food to eat that you know nothing about."* – John 4:32, 34 (NIV)

God has the Church for His mission in the world. Pastor and theologian Chris Wright says, *"It isn't that God has a mission for His church in the world, rather God has a church for His mission in the world."*

3. Evangelism is An Authentic Need

For when I preach the gospel, I cannot boast, since I am compelled to preach. Woe to me if I do not preach the gospel! – 1 Corinthians 9:16 (NIV)

The harvest is ready - *Then he said to his disciples, "The harvest is plentiful but the workers are few."* – Matthew 9:37 (NIV)

Authorization to evangelize - In Acts 1:8, the followers of Christ receive authority and power to preach the Gospel.

of humankind. *But he said to them, "I have food to eat that you know nothing about."*

– John 4:32, 34 (NIV)

God has the Church for His mission in the world. Pastor and theologian Chris Wright says, *"It isn't that God has a mission for His church in the world, rather God has a church for His mission in the world."*

3. Evangelism is An Authentic Need

For when I preach the gospel, I cannot boast, since I am compelled to preach. Woe to me if I do not preach the gospel!

– 1 Corinthians 9:16 (NIV)

The harvest is ready - *Then he said to his disciples, "The harvest is plentiful but the workers are few."*

– Matthew 9:37 (NIV)

EVANGELISM MUST HAVE DISCIPLESHIP AS ITS OBJECTIVE | Matthew 28:18

EVANGELIZATION IMPLIES THE MOBILIZATION OF ALL OF THE CHURCH | 1 Peter 3:15

But in your hearts set apart Christ as Lord. Always be prepared to give an answer to everyone who asks you to give the reason for the hope that you have. But do this with gentleness and respect. – 1 Peter 3:15 (NIV)

According to this verse, what is the task of every believer?

ASK: Where?

ABC's of Christian hospitality

A = Awareness

B = Boldness

C = Conversation

D = Develop a friendship

E = Enfold into faith and faith family

EVANGELISM MUST HAVE DISCIPLESHIP AS ITS OBJECTIVE |

Matthew 28:18

SAY: Evangelization is only the beginning step to becoming a follower of Jesus. The objective of evangelization is making disciples. It does not stop with a faith decision to recognize Jesus as Savior. Evangelism must create a culture of relationships, making disciples and equipping them with the knowledge and abilities to become a lifelong follower of Jesus.

ASK: What is the command Jesus gives His disciples on the road? (It is "to go," and while going, "to do.")

SAY: Making disciples is a process that implies teaching and baptizing. With each convert through evangelization that God gives us, we must develop a personal relationship through which we can share life values and behavior. By example, life changes occur, which become the most convincing evidence of conversion.

EVANGELIZATION IMPLIES THE MOBILIZATION OF ALL OF THE CHURCH |

1 Peter 3:15

SAY: Frequently, churches have an evangelism group or team. This usually is made up by those who share a burden for evangelism and in some cases, demonstrate the gift of evangelism. Nevertheless, we must be careful since this becomes the perfect excuse for the rest of the members to not feel the need to evangelize. All of the congregation must be part of the church's "evangelism team." Unfortunately, in many churches today there is a significant shortcoming in evangelism because it is not understood that *all believers have the responsibility to evangelize.*

But in your hearts set apart Christ as Lord. Always be prepared to give an answer to everyone who asks you to give the reason for the hope that you have. But do this with gentleness and respect. – 1 Peter 3:15 (NIV)

ASK: According to this verse, what is the task of every believer?

Session 2: Tools

ONE ON ONE POLLS

This poll can be utilized on any occasion but has proven most effective in a postmodern context, while evangelizing "one on one."

It is not about getting a decision but blessing people by bringing a good word from God. Preparation through prayer is key, asking the Lord to lead us to those in whom the Spirit is already at work. We bring answers to questions people are already asking. The goal is to be able to pray, briefly but intentionally, for the concrete need the person may have shared. After this, it will be much easier to gain that person's attention and trust when the opportunity to discuss the plan of salvation presents itself.

If God would answer just one prayer for you today, what would that prayer be?

Would you allow me to pray that prayer on your behalf?

One on one Poll

Name: _____

Address: _____

Email: _____

Phone number: _____

(Protection laws for every place must be taken into account)

Would you like to receive any kind of material?

Did you pray to receive Christ? _____

EVANGELISM STYLES | Select the value that most applies to yourself.

1 = Not at all **2** = Very little **3** = Some **4** = A lot

1	In conversations I like to address topics directly, without talking too much or beating around the bush.	1	2	3	4
2	It is hard for me to leave libraries without books that help me better understand current matters.	1	2	3	4
3	Often I share stories of my personal experience to illustrate the point I want to communicate.	1	2	3	4
4	I like people. I truly value friendship.	1	2	3	4
5	I enjoy including new people in activities where I am involved.	1	2	3	4
6	I see needs in the lives of people that others often don't see.	1	2	3	4
7	It does not worry me putting someone in their place if necessary.	1	2	3	4
8	I am analytical.	1	2	3	4
9	Often I identify myself with other people with phrases like "I used to think like that" or "I felt the same way."	1	2	3	4
10	Other people have commented about my ability to develop new friendships.	1	2	3	4
11	I feel more comfortable when someone more qualified than me explains Christianity to my friends.	1	2	3	4
12	I feel more fulfilled helping others if I do a job that is not publicly seen.	1	2	3	4
13	I don't have a problem confronting my friends with the truth, even when it means risking a relationship.	1	2	3	4
14	I naturally focus on conversations about progress, or lack thereof, in the spiritual lives of people.	1	2	3	4
15	When I tell people about how I came to be a Christian, I discover they have interest.	1	2	3	4
16	I'd rather discuss personal matters instead of theological concepts.	1	2	3	4
17	If I know about an evangelistic event that my friends would enjoy, I do everything I can to invite them.	1	2	3	4
18	I prefer to demonstrate my love for others through actions more than words.	1	2	3	4
19	I believe true love often means telling someone the truth, even though it hurts.	1	2	3	4
20	I enjoy debating hard questions.	1	2	3	4
21	I share my mistakes, especially when they help others relate with the solutions I have found.	1	2	3	4
22	I prefer to converse with people before dealing with details about their beliefs.	1	2	3	4
23	I look for strategic spiritual events, like concerts, dinners, campaigns, etc., to invite people.	1	2	3	4
24	My silent demonstrations of Christian love for others makes them more receptive to the Gospel.	1	2	3	4
25	Making something meaningful is motivation, even when this implies risks.	1	2	3	4
26	Often I get frustrated with people who use weak arguments and poor logic.	1	2	3	4

27	People seem interested in hearing stories of what has happened in my life.	1	2	3	4
28	I enjoy talking to my friends.	1	2	3	4
29	I try to link the needs and interest of my friends with different events, books, of which they can take advantage.	1	2	3	4
30	I'd rather help a person in the name of Christ than getting involved in religious discussions.	1	2	3	4
31	Sometimes I have issues due to my lack of affection and touch and because of the way I interact with them.	1	2	3	4
32	I like to hear and understand the reasons and opinions of people.	1	2	3	4
33	Even when I am surprised by the way God brought me to trust Him, I am motivated to share it.	1	2	3	4
34	Generally, people consider me sociable, sensitive, and kind.	1	2	3	4
35	Something exciting in my week would be taking a guest to a special church event.	1	2	3	4
36	My tendency is to be more proactive and action-oriented, instead of focusing on philosophical ideas.	1	2	3	4

On the following chart, transfer the number you assigned for each statement to the corresponding chart below. Then add up the columns. The highest totals will show your more natural evangelism style.

EXAMPLE

CONFRONTATIONAL		INTELLECTUAL		TESTIFYING		PERSONAL		WELCOMING		SERVING	
1	4	2	2	3	1	4	2	5	1	6	3
7	4	8	2	9	1	10	1	11	2	12	4
13	3	14	2	15	2	16	2	17	1	18	4
19	4	20	4	21	2	22	4	23	1	24	2
25	3	26	4	27	1	28	4	29	4	30	3
31	4	32	4	33	1	34	2	35	1	36	4
21		18		8		15		10		20	

YOUR NUMBERS

CONFRONTATIONAL	INTELLECTUAL	TESTIFYING	PERSONAL	WELCOMING	SERVING
1	2	3	4	5	6
7	8	9	10	11	12
13	14	15	16	17	18
19	20	21	22	23	24
25	26	27	28	29	30
31	32	33	34	35	36
TOTAL:					

The columns you just filled out of different EVANGELISM STYLES are described below.

Confrontational - The apostle Peter characterizes it. Active, fast, confronted the sinner, spoke harshly to those who needed it. (Acts 2 and 4)

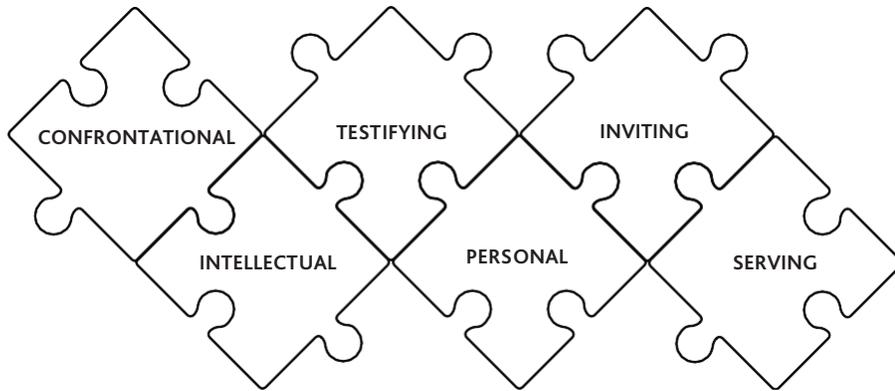
Intellectual - Paul used his preparation in his evangelistic purpose. With intellectual style he used arguments, reason, and logic to preach Christ. (Philippians 3)

Testifying - The man born blind who was healed testified of what Christ had done in his life. Without arguments, without confronting, he simply testified to Jesus' miracle in his life. (John 9:1-12)

Personal - Matthew used his personal contacts and friendships to evangelize. He threw a party for his friends and spoke about Jesus. (Luke 5)

Welcoming - "Come and see" were the words the Samaritan woman spoke immediately after she accepted Christ. She showed some acquaintances where they could find Jesus. (John 4:1-42)

Serving - Dorcas was known for her good deeds and service to others. She expressed love through community service and helping others. (Acts 9:36-39)



What evangelistic style do I have? _____

Can I develop another complementary evangelistic style? _____

What style is most adequate in my context? _____

EVALUATING OUR CONVINCING PROCLAMATION - EVANGELIZATION

The following tool uses a 1-10 scoring system, in which 1 represents complete disagreement or the lowest score and 10 represents excellence or strong agreement.

SAY: Let's review our Take Your Church's Pulse measurement result for this healthy characteristic. Was this an area of strength for our church or is this an area of weakness? Are there certain questions from the survey that we should pay special attention to as we prepare our action plan?

CONVINCING PROCLAMATION											
1.	Our church has a clear plan to reach the community with the Good News of the Kingdom.	1	2	3	4	5	6	7	8	9	10
2.	Our church has as priority to create relationships with the non-believers in our community.	1	2	3	4	5	6	7	8	9	10
3.	Our church trains and equips its members to witness in the community.	1	2	3	4	5	6	7	8	9	10
4.	I have been trained to evangelize.	1	2	3	4	5	6	7	8	9	10
5.	I feel involved in the evangelistic task of our church.	1	2	3	4	5	6	7	8	9	10
6.	I can identify people who came to the church in the past year through my invitation and evangelism.	1	2	3	4	5	6	7	8	9	10
7.	Our church participates and collaborates in world missions.	1	2	3	4	5	6	7	8	9	10

Session 3: Action Plan and Goals

Based on what you learned in this module, create an action plan with clear goals for you and your local church.

For Pastors:

Have you identified a leader to mentor as a future church planter? Y or N

If yes, did you meet this month? Y or N

For Review:

Did you turn in the Healthy Church Report this month? Y or N

Look at the 7 Take Your Church's Pulse (TYCP) questions for this module (Session 4) and review your overall measurements.

What are your areas of strength (scores greater than 7)? _____

What are areas for growth (scores equal to or fewer than 7)? _____

Begin to develop an action plan. An action plan for implementing today's materials into your respective ministries is important and should be a habitual process for every step forward in your ministry. Based on what you learned in this module, create an action plan with clear goals for you and your local church.

An acronym that is helpful in planning is to develop **SMART** goals:

Specific: It describes specifically what I plan to do.

Measurable: I will be able to tell whether it was done or not.

Appropriate: Is it in line with God's will?

Realistic: It considers my limitations and availability.

Time-bound: It mentions an exact time period.

Example:

- By the end of the month, I will preach a sermon on integrated faith so that people will realize that God should be a part of every portion of life.
- By the end of the year, financial giving will increase by 5% from the previous year.
- In 6 months, 12 new believers will be saved.
- By next week, we will develop a plan for small groups that will start next fall.

Coming Up: Stronger Churches Module 8

You will widen your church's perspective on discipleship and you will teach a Christlike lifestyle that reflects transformation. You will design a practical path for discipleship formation and you will evaluate it through the new key tools.

Healthy Church Report	MONTHLY GOAL	MONTHLY RESULT
SHARED THE VISION How many people inside and outside the church has the vision been shared with?		
LEADERS How many leaders has the church trained for small groups and ministry?		
SPIRITUAL GIFTS How many people has the church trained to use their spiritual gifts?		
TITHE How many people has the church asked to tithe toward the mission of the church?		
PRAYER How many people has your church prayed for in the community?		
SHARE FAITH How many people has the church trained to share their faith?		
SMALL GROUPS How many people has the church brought into small groups?		
COMMUNITY MINISTRIES How many people has the church brought into ministries that serve the community?		
NEW MEMBERS How many people has the church welcomed into relationships in the church?		
WORSHIP How many people has the church invited to worship each week at your church?		

How to Use Reports

- REPORTING** - Included in each module is a tabulation sheet with ten metrics for measuring entitled *Healthy Church Report*. As the participant progresses through the modular training a new measurement is revealed on the tabulation sheet for monthly reporting. Monthly reporting is a key part of the training. This provides accountability and focus on what matters most for the training participants. If the participants know ahead of time what will be asked of them at the next module, they are more likely to do those activities that lead to the results to be reviewed.
- PASTOR TRACK MENTORING** - Pastors are encouraged during the training to identify and mentor a future leader to be a church planter. Each month of the modular training the pastor is asked if a leader has been identified and if they have met for mentoring (see www.multiplicationnetwork.org/resources/ministry-toolbox/203-mentoring-workshop-2 for mentor training material). At the end of the Stronger Churches modular training; Pastors are encouraged to turn in a church planter profile report (<https://www.multiplicationnetwork.org/resources/ministry-toolbox/159-church-planter-profile>) and churches are encouraged to plant a church by sending the new leader for More Churches Modular training.