

WITNESSING IN 5 STEPS: EXPANDED

How do you feel about witnessing? Are you nervous? Excited? Throughout this Outreach Guide, you have learned many reasons WHY sharing the gospel is so important, and you received an overview of HOW to have a witnessing conversation with someone on page 80. Now we will give you even deeper training on each of the 5 “How to Witness” steps. After completing the training for each step, you will be confident and ready for a semester of witnessing!

An Overview of the 5 Witnessing Steps:

- 1.....Prepare for the conversation
- 2.....Begin the conversation
- 3.....Share the gospel with a booklet
- 4.....Invite the person to respond
- 5.....Prepare for follow-up

HOW TO WITNESS

STEP 1: PREPARE FOR THE CONVERSATION

Before you jump into sharing the gospel, it is important to prepare your heart and mind for the interactions and conversations you will have. You never want to go out witnessing in your own strength. It's important to stop and remind yourself of what God says about witnessing so that you go out in His power every time!

1 Remember what Scripture says about why we should witness. Dig into Scripture to refresh your heart and mind with the great calling we have to be ambassadors for Christ. Here are some truths about your calling to remind you why you're sharing:

- All Christians are called to be disciple-makers (Matt. 28:18-20).
- All Christians are called disciples and disciples share the gospel (Mark 1:17).
- All Christians are called to be Christ's ambassadors (2 Cor. 5:20).
- All Christians are commanded to warn about the coming judgment (Acts 10:42).
- All Christians who love Christ tell others about Christ (John 14:15).



Read more about these truths on page 59 of the Outreach Guide.

2

Combat your fears with truth. Fear is the primary reason many of us don't share the gospel. It keeps us quiet. It keeps us tame. Fear is a powerful emotion that the enemy uses to keep us from boldly sharing our faith in obedience to God. Therefore, addressing fear is a crucial step in preparing to witness. We should not let our fears stop us from witnessing. Instead, we should commit them to the Lord in prayer, and then step out in faith, knowing we are doing the will of the Lord.

Combat the fear of rejection and persecution.

The truth is that rejection and persecution are real parts of following Jesus. Jesus experienced both rejection and persecution, and He promised that we would experience them also. Remember that when people reject us because of our message, they are really rejecting Jesus (Luke 10:16). Instead of being discouraged when we're rejected, let us count it as joy that we're worthy to take part in Jesus' sufferings, like the disciples did in Acts 5:41.

Combat the fear of failure.

The truth is that if you share the gospel, you can't fail! It's ultimately not our responsibility to change a person's heart or convert them, nor do we have the power to do so. Those things are God's job, and He alone has the power to do them. Our responsibility is to share. We don't need to be the best preachers in the world or to have the perfect words. The definition of success in personal witnessing is: "to share Christ in the power of the Holy Spirit, leaving the results to God."* We need to trust God to change people's hearts, instead of trusting in our own abilities.

Combat the fear of insecurity.

The truth is that we have Jesus' authority to share the gospel, and the Holy Spirit is with us. In the Great Commission, Jesus gave us authority to go and make disciples, and He said he would go with us while we do it: "Surely I will be with you, to the very end of the age" (Matt. 28:20). Then in John 16:7-13, we learn that Jesus sent the Holy Spirit to be His presence with us: "It is best for you that I go away, because if I don't, the Advocate won't come. If I do go away, then I will send Him to you... when the Spirit of truth comes, He will guide you into all truth." You don't need to be afraid of being alone as you share because the Holy Spirit is with you, guiding you as you speak.

THE DEFINITION OF SUCCESS IN PERSONAL WITNESSING IS:
 "TO SHARE CHRIST IN THE POWER OF THE HOLY SPIRIT,
 LEAVING THE RESULTS TO GOD."

..... *Bill Bright, *Witnessing Without Fear: How To Share Your Faith With Confidence*, Here's Life Publishers, Inc., 1987, p. 67.

3 Recognize your need for the power of the Lord through prayer. You must pray. If you don't, you'll be starting conversations about the Lord in your own strength. So stop before you go and pray. Commit your fears to the Lord, and commit the conversations you will have to Him. Prayer is powerful. It is a beautiful reminder of who God is, who we are, and our immense need for God's power in our life.

Pray for Boldness.

Commit your fears to the Lord and pray for boldness, for "God gave us not a spirit of fear but of power and love" (2 Tim. 1:7). Follow the example of the apostles who said, "Lord, look upon their threats and grant to your servants to continue to speak your word with all boldness" (Acts 4:29). Paul also asked people to pray for him to have boldness. He wrote, "Pray for me, that words may be given to me in opening my mouth boldly to proclaim the mystery of the gospel, for which I am an ambassador in chains, that I may declare it boldly, as I ought to speak" (Eph. 6:18-20). Even Paul recognized his need for the Lord to fill him with boldness. We too need to rely on God's power.

Pray to be filled with the Holy Spirit.

Before Jesus sent out His disciples to share the Good News with the world, He commissioned them: "You will receive power when the Holy Spirit comes upon you. And you will be my witnesses, telling people about me everywhere" (Acts 1:8). Before you step out to do the work of the Lord, pray to be filled with the Holy Spirit!

Pray for the Holy Spirit to speak through you.

Remember, there is another voice speaking through you, and that is the Holy Spirit. Trust that God is giving you words to speak to this person. He knows the heart of the person you are speaking to, and He knows what they need. Therefore, trust that the Holy Spirit will give you the right words to speak. "Do not worry about how to respond or what to say. God will give you the right words at the right time. For it will not be you who will be speaking – it will be the Spirit of your Father speaking through you" (Matt. 10:19-20).

Pray for God to open the hearts of those you talk to.

Pray and trust that God will work in the lives of the people that you're going to reach. Only God has the power to change the hearts of people, and we must acknowledge that and ask Him to work. Witnessing is a spiritual battle, not simply intellectual or relational. As Paul writes, "We do not wrestle against flesh and blood, but [...] against the spiritual forces of evil in the heavenly places" (Eph. 6:12). We have responsibility and power only to share the gospel. God is the one who opens and changes hearts.

 **Turn to the next page to learn how to begin the conversation.**

HOW TO WITNESS

STEP 2: BEGIN THE CONVERSATION

Once you've prepared your heart and mind for witnessing, it's time to start a conversation and share about the Lord! Starting the conversation is often the hardest part. Where do you begin? How should you start? What if you freeze up? These fears are very common, but when you break it down and really think about it, starting a witnessing conversation isn't any more complicated than starting any other conversation! Essentially, **there are 4 main parts to starting the discussion:**

- 1.....**Introduce yourself**
- 2.....**Ask a transition question**
- 3.....**Listen to the response**
- 4.....**Ask a permission question**

1 **Introduce Yourself**

When you walk up to talk with someone about Christ, be calm. Meeting a stranger may seem awkward at first, but don't let it be awkward. Go introduce yourself like you would to anyone.

Meet them with a friendly smile, make eye contact, and shake their hands. Let them see right off the bat that you are a kind person with good intentions. This nonverbal communication is helpful for easing the tension throughout the conversation. Tell your name, the name of the Christian club you are with, and a bit about the conversation you would like to have.

Example:

"Hi, my name's Billy, and this is my friend Kim. We're part of Campus Light Club. We're going around and talking to some of our classmates about Jesus today. Are you free for a few minutes to talk?"

Ask for their names, and get to know them a little. Ask if they'd be willing to talk for a few minutes. Show genuine interest in the people you're talking to and use any points of connection with them to engage them in conversation. This initial conversation about who you are, who they are, and commonalities you may have will help the conversation be smooth and enjoyable.

Be yourself and relax.

Example:

"What's your name? What grade are you in? I've seen you around campus. You play basketball, right?"

2 Ask a Transition Question

When starting a gospel-centered conversation about God, you don't just want to talk about non-spiritual topics the whole time. Therefore, after a few minutes of introduction, you'll want to be purposeful to move the conversation toward sharing the gospel.

After you have been talking for a bit, shift the conversation to one of spiritual significance by using a transition question.

Example:

"Do you mind if I ask you a question?"

Once they say "yes," ask one of the following **helpful questions**:

Example:

- *What do you think the purpose of life is?*
- *Have you ever heard how you can know God personally?*
- *Do you ever go to church?*
- *Do you know why Jesus died on the cross?*
- *On a scale from 1-10, how would you rate your relationship with God? Do you know how to have eternal life (i.e. get to heaven)?*
- *Where do you think people go when they die?*
- *What do you think is the purpose of life?*
- *Who do you think the man Jesus was?*
- *On a scale from 1-10, how certain are you that you'll go to heaven?*
- *What is your religious background?*

3 Listen to Their Response

When you are beginning a conversation with someone about God, it's common to jump in and do all of the talking. But the key to a good conversation is listening! The purpose of listening is to show that you genuinely care, reflecting Jesus' love for them. Also, it's helpful and important to learn about the person and what parts of the gospel they might already be familiar with. Their answers to these questions will help you know what their religious background is, and what their current relationship with God is like. Knowing where they are coming from will enable you to share the gospel more effectively.

In response to some of their answers, in a loving way, ask good clarifying questions to better see where they are coming from. The purpose of these questions is to clarify, not to try to prove them wrong or to debate them.

Example:

"That's very interesting. Can you tell me more about that?" Or "I'd love to know more; can you help me understand what you mean by that?"

—While understanding their beliefs is important, be intentional to guide the conversation toward actually sharing the gospel. Don't let their beliefs become the main topic of conversation. Don't get hung up here. Remember that as you share the gospel, some of their questions, thoughts, or beliefs may be addressed, so you don't need to talk about everything they believe at the beginning of the conversation. It's important to find the balance between listening well while still guiding the conversation to your goal.

4 Ask a Permission Question

Ask a permission question in order to transition from *their* spiritual beliefs to the gospel message.

Ask a permission question that corresponds to the transition question you asked. It's important to ask for permission so that we don't come across as pushy or offensive. We want to speak boldly but with sensitivity.

Example:

"Would it be okay with you if I share what I believe/ what the Bible says about the purpose of life?"

—At this point in the conversation, you will transition into sharing the gospel. You have spent time getting to know them, and you've learned a bit about their spiritual background. Both of these things will greatly help you know how to personalize the conversation to best meet their needs and address the questions they have.

..... But what if they say no?

What if at the end of step 4 (the permission question) they say “no” to letting you share with them about what you believe about Christ? If they say “no” at this point, that’s ok. Thank them for their time and ask if you can leave with them the gospel booklet¹ that you brought. The gospel booklet contains the entire gospel message, and hopefully they will read it on their own. You can trust that God will continue to work in their hearts after your conversation. Pray that they will think about the transition question that you asked them, and that the Lord would stir in their hearts a desire for the things of God. Trust that God will bring others into their life at a later time to continue where you left off.

.....

Note

These tips are just suggestions...

While the above conversation starter steps are helpful for some in starting a conversation, if you want to enter directly into sharing the gospel with someone, you can do so. You do not need to spend time finding out about a person’s religious background to be able to share the good news of Christ.

In this scenario, you would simply introduce yourself (step 1) and then move straight into your permission question (step 4) asking if you can share the good news about Jesus.

At that point, you would not ask a transition question (step 2) or listen to their response (step 3).

Example:

“Hi, I’m Billy, and this is Kim. What’s your name?
We’re out talking to people about Jesus today.
Would you mind if I share with you about Jesus for a few minutes?”

—There isn’t a right or wrong way to start a conversation with someone. **Most importantly, approach everyone in love, using discernment as to what is best for that particular person.** Your personality and personal style in sharing the gospel will help you find the best ways for you to transition to the gospel.

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..... How do you start a conversation with a friend?

Starting a conversation with a friend is very similar to starting one with a stranger. The only difference is that you have a history of a relationship together and you are used to spending time together. So how do you switch your normal conversation to be God-focused?

As you are spending time together, you can simply ask one of the transition questions.

Example:

"Hey John, I know we've been friends for a while, and I know this might seem kind of random, but I've been wanting to ask you if you knew why Jesus died on the cross."

Then listen, just as you would in any conversation. Ask clarifying questions to learn more about what your friend thinks.

Example:

"That's very interesting. Can you tell me more about that?"

From there, ask a permission question to move into sharing the gospel.

Example:

"Hey, I've never shared this part of my life with you before. Would you mind if I share with you why I'm a Christian?"

OR

You can ask your friend more directly if you can share what you believe.

Example:

"Hey John, I know we've been friends for a while, and I know this might seem kind of random, but I realized recently that I've never shared with you about my faith. You know I go to youth group, and I'm involved in the Christian club, but I've never told you why or how I became a Christian. Would you mind if I share that with you?"

◀..... **Turn to the next page to learn how share the gospel with a booklet.**

HOW TO WITNESS

STEP 3: SHARE THE GOSPEL WITH A BOOKLET

Now that you've begun the conversation and received permission to share what you believe, it's time to explain the good news of Jesus! We recommend you use a gospel booklet as a tool to help you share the gospel message. Both *Would You Like To Know God Personally*¹ and *Connecting with God*² are excellent gospel booklets that will help you share the message fully, succinctly, and clearly.

As you transition into sharing the gospel with someone, pull out either booklet and explain that you'd like to go through it with them.

Example:

"I have this little book that has the basic message of the Bible summarized in only four points. Can I go through it with you?"

How to go through the booklet with someone:

Corresponding to the 4 main points of the booklet, below are some tips to help you talk through the booklet and the gospel message clearly. These instructions will be most helpful to you if you read them alongside the booklet. So for this training resource, grab a gospel booklet and read the training!

1

God loves you and created you to know Him personally.

The 1st point of the gospel message speaks of who God is and His desire for us to know Him. Read through these pages with them to help them grasp the ultimate goal for our lives.

After you read through this section of the booklet, ask a few questions to see if the person understands the point.

Example:

"Do you believe in God? Do you believe in the Bible? Did you know that God loves you? Did you know that you were created to have a relationship with God?"

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²*Connecting With God* ©2007 The Bright Media Foundation (BMF) and Campus Crusade Christ International (CCCI). All rights reserved. Available for purchase at www.cru.org. Used with permission.

2 People are sinful and separated from God.

The 2nd point¹ of the gospel message explains how serious our sin condition is. It is vital that your listener understands this. Only then will they see their need for Christ. Without sin, there is no need for a savior, so they must understand the need for Jesus.

Go through the verses in the booklet and make sure they understand the meaning of the Scriptures. Be sure to say we instead of you. This avoids coming off self-righteous and judgmental. We are teaching the coming judgment of sin, but this judgment concerns *all of us*.

Example:

“Do you know what sin is?” “Have you ever thought about the fact that we are all sinners, separated from God?”

Explaining Romans 3:23:

This verse explains that all people fall short of God’s perfect standard. Sometimes people will think that they are “good” because they’re comparing themselves with other people. They don’t think they are as bad as murderers or thieves, etc., which in their mind makes them worthy of eternity. They also may think that their “good works” will earn them entrance into heaven. We must explain that God doesn’t judge people by how they compare to other people; He judges them with a standard of perfection.

Help establish that they are sinful beings by kindly asking questions that make them think along those lines.

Example:

“I’m not perfect. I’ve done a ton of wrong things. Have you done any wrong things?”

Explaining Romans 6:23:

Point out that “wages” means what we earn or deserve. Also, explain that the death referred to in this verse is both physical and spiritual.

Explaining the “Gap Illustration”:

It’s necessary for the person to grasp that we cannot do anything to save ourselves or fix our relationship with God, including going to church or doing good things. By ourselves, we are hopeless. This picture shows that our works cause us to come up short according to God’s standards.

Ask questions to verify they understand what you are saying.

Example:

“Have you heard this before? Do you understand what the consequence of your sin is? What is it?”

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3 **Jesus Christ is God's only provision for our sin.**

The 3rd point¹ of the gospel message explains how Jesus' sacrifice relates to our sin. We deserve to die, but God loved us and sent Jesus to die in our place. This point is the best news of all because it offers hope after they've just heard that the wages of their sin is death!

This 3rd point is such an important point because it explains:

- **Jesus is God.**
- **Jesus has conquered death and sin forever.**
- **We will also be raised from the dead when we die.**

Explaining the illustration of the cross:

Talk through this illustration of the cross spanning the gap to show that Jesus, through His death and resurrection, is the only way that people can be saved. It is through Christ alone that our sin is removed and that we are able to be in relationship with God.

Stop here to grasp their understanding of the cross and of the meaning of Jesus dying on the cross.

Example:

"Have you heard this before? Do you understand why Jesus died on the cross? How do you see that relating to you personally?"

Emphasize the transition statement:

Many people are tempted to stop sharing the gospel at the 3rd point. BUT, if you do that, you haven't given the whole message. You have to tell them that they must actually receive this gift of salvation that Christ offers.

Example:

"It is not enough just to know these facts about Jesus to be saved. You can know a lot of facts about something, but salvation in Christ requires faith and actually receiving Jesus as your Lord and Savior."

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4 We must individually receive Jesus Christ as Lord and Savior.

The 4th point¹ of the gospel message wraps up the entire message. You've shared the story of Jesus, and now it's very important to make clear that there is a decision to be made and explain what exactly that decision is. The decision is to receive or reject Christ as Savior and Lord.

Explain the choice they have:

After reading through the paragraph about receiving Christ, emphasize that it is a choice. We all need to choose whether we're going to follow Jesus. What does it mean to choose? In order to receive Jesus Christ as Lord and Savior, we must believe that He is who the Bible says He is and did what the Bible said He did, and we must commit to follow Him with our lives.

Explaining the illustration of the circles:

- You can call the "throne" a "control seat" or "driver's seat" if that's easier to understand.
- Point out that following Jesus includes giving up the right to run our own lives and leaving behind things that don't align with His will.
- Explain that making a decision to follow Christ doesn't mean that we have to stop all of our sinful behavior before we can be saved—God will accept us exactly as we are—but it does mean that you're making the first step of a new way of life, in which you're living for a person other than yourself.

After explaining the circles, ask questions to gauge their understanding. Many people will hear for the first time that following Christ requires a choice and a decision.

Example:

"Have you heard this before? What do you think about this? Do you understand what it means to receive Christ and live for Him? Do you understand the decision that needs to be made?"

And THAT is an overview of the components of the gospel message!

• God's Love • Our Sin • Jesus' Sacrifice • Our Response

—There are many different ways that you can share the gospel, as long as you include these key concepts. You don't need to repeat these 4 points word-for-word or in a rigid order. But these points will help you know what truths a person needs to understand to fully grasp what it means to be follower of Christ.

Turn to the next page to learn how to invite the person to respond to the message you just shared.

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HOW TO WITNESS

STEP 4: INVITE THE PERSON TO RESPOND

Once you've just explained that the gospel message requires a response, your listener must make the decision whether they will receive Christ or not. This is a big transition because up to this point you may have been doing most of the talking. At this point, the message gets really personal and they have to interact with the truth you've just shared.

How do you ask them to respond to Christ?

Before you boldly ask how they would like to respond to the message, it's important to talk with each person about their current spiritual state, finding out where they are in their relationship with God. Then you can ask where they want to be in the future based on the truths they just heard in the gospel message.

Explain the two ways to live:¹

In the gospel booklet you will find 2 circles describing 2 spiritual states the person could be in:

1.....The Left Circle: They are on the throne of their life.

2.....The Right Circle: God is on the throne of their life.

You can call the "throne" a "control seat" or "driver's seat" if that's easier to understand. Walk through this illustration, asking questions to gauge the state they are in currently, and what kind of relationship with God they would like to have.

Note: The following training has been adapted from Cru and can be found at: leaderu.com/touching/shareYourFaith.html

QUESTION 1: "WHICH CIRCLE BEST REPRESENTS YOUR LIFE NOW?"

Help the person think about their own spiritual situation by asking questions. The answer to this question will help you see if Christ is on the inside or outside of their life.

Example:

"Which circle best represents your life? Where are you based on this illustration? Where are you in your relationship with God?"

The person's answer could be 1 of 3 things:

"I'm the circle on the left" or
 "I'm the circle on the right" or
 "I'm not sure."

—Let's unpack each of these responses and the meaning derived.

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1 Those who respond: The Circle on the Left...

This person is essentially saying that they are in control of their life and God is not their Lord. This admission is a fabulous opportunity to challenge and encourage the person to receive Christ as Lord and Savior. Move to the next question, “Which circle would you like to represent your life?”

It takes a lot of honesty to admit that they are not following God. Acknowledge that and transition into asking where and who they want to be.

Example:

“Thanks for your honesty. It’s good to know where you are in your life.”

2 Those who respond: The Circle on the Right...

This person is essentially saying that God is in control of their life and they are professing faith in Christ. **The person’s answer could be 1 of 3 things:**

- 1 This person received Christ at some point in their life and is a Christian.
- 2 They may think they are saved, but are actually confused about their salvation. Possibly they have misunderstood what it means to follow Christ. For example, they may have grown up in church and think that this alone qualifies them for salvation.
- 3 They may simply be saying what they think you want to hear.

You’ll want to discern if the person is truly a believer. You don’t want to assume they aren’t, or challenge them rudely, but you want to ask clarifying questions to make sure.

Example:

“What makes you say that? Can you tell me more about why you categorize yourself in that way?”



Listen carefully to their responses to discern if they genuinely made a decision to accept Christ at some time beforehand. For help with this, check out “Sharing the Gospel with Christians” on page 89.

—Their answers will help you know if you should 1) celebrate their salvation and help them grow in their walk with God, 2) clarify any misunderstandings they have and help them see the truth of what it means to accept Christ or 3) sort through any confusion they have to get to the truth of what they feel.

3 Those who respond: With Uncertainty

If the person you are talking with stares at you blankly, hesitates for an extended period of time, seems like they don't know how to answer your question, or says "I'm not sure," you'll want to take time to help clarify things. Ask questions to determine the reason for their uncertainty. Possibly, they are confused about how to receive Christ. Possibly, they may have made some sort of decision for Christ in years past, but have walked away from God and are wondering where they would place themselves now.

Make sure to clarify what it means to follow Christ and the decision they must make. If they say they've already accepted Christ but don't know where they are right now in light of how they're living, make sure to share the grace of God that will accept them back into relationship with God. Share with them about repentance and forgiveness. But also ensure that their decision for Christ was genuine.

Example:

"You seem unsure of how to respond to the question I've just asked. Is there something I can clarify for you? Did you understand what I meant when I talked about God being in control of your life verses you being in control?"



For help with this, check out "Sharing the Gospel with Christians" on page 89 of the Outreach Guide.

QUESTION 2: "WHICH CIRCLE WOULD YOU LIKE TO REPRESENT YOUR LIFE?"

You will ask this question after the person has carefully considered how they're currently living. At this point, you'll invite the person who is living on the left or is unsure of their current place to make a decision to change the way they're currently living and follow Jesus. When you ask this question, be friendly and interact with the person about this decision. Talk with them about how big and important the decision is, and encourage them that it's worth it. Listen to how they're feeling about it, and help talk them through it.

1

Those who respond: The Circle on the Left...or They Remain Hesitant

For some, they may reply with “left” because they are still confused about what the decision means. Maybe they are simply not interested in receiving Christ at this time. Others are thinking that following Christ is not what they want. The questions you ask will help you determine where they are.

Ask what specific things are holding them back from making the decision. Then do your best to address those things. Help clarify anything they are still confused about.

Example:

“What makes you say the left? Is there something that still seems confusing to you about living for God? What seems to be holding you back?”

If they still say they do not want to change and give their life to the Lord...

Lovingly challenge and encourage them to give it more thought and consideration. It's the most important decision they can make! Share with them your heart on why living for the Lord is so important. Share with them your story if it seems appropriate.

Example:

“Can I ask you to re-consider your decision and challenge you to give this more thought? This decision will change your life forever, starting now. There is no better way to live than living for God. And truly, the decision to accept Christ is the only thing that will secure your eternity. You don't know if you're going to be here tomorrow, so I encourage you not to wait and push this off.”



For tips on how to share your testimony see “Sharing Your Testimony” in the online Additional Resources.

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Important to remember:

Remember the balance of honesty, urgency, and joy. There's a point when it's ok to stop the conversation and entrust the person to God. Don't push so hard that you come across harassing. If, ultimately, they choose not to accept Christ, don't be discouraged. Regardless of their final response to the gospel, you are part of their process to salvation. You have done your part in sharing the good news of Jesus with them. You are following the Lord just by sharing His message of love and salvation. And you can trust that God can and will continue to work in their hearts after your conversation. Be encouraged!

How to close out the conversation with someone not interested in receiving Christ:

Before you finish the conversation, offer the person further resources to help them grow in their knowledge of Christ and what it means to be a Christian. But recognize, that who you are talking with will determine what they need and want. Some may adamantly say “no” wanting nothing to do with Christ. They may or may not want further resources. Others may be close to receiving Christ and may be grateful for further opportunities to grow. Discern what is best for each conversation and each person.

- Encourage them to connect with Christians around them: invite them to your Christian club so that they can get to know people who follow Jesus. Invite them to your church too. Ask if they know anyone in their life who is a Christian who they could talk with about questions they may have in the future.
- Give them materials to read on their own. Offer them the gospel booklet you've just read with them so they can read it again on their own time. Offer them a Gospel of John booklet, and encourage them to read it. You can even point them to apologetic books and online resources if that seems helpful.
- Encourage them to talk with God through the Word and through prayer. Encourage them to try praying and reading the Bible for a week, asking God to reveal Himself and show them who He is.
- Ask if you can fill out a witnessing contact card with their contact information so someone from the Christian club can stay in contact with them and offer them opportunities to learn more about Christ.

Note

If the person is eager to receive the opportunities you give them and they seem interested in seeking God more, you should move to the “Prepare for Follow-Up” step with them and continue to stay in touch with them (See page 347).

Important: Don't forget to graciously thank them for the conversation!

2

Those who respond: The Circle on the Right...

This person is most likely saying, “I want to change! I have heard the message of the gospel and I no longer want to be in control of my life. I want God to be in control of my life!” Exciting! But, as exciting as this is, it’s important to pray for discernment to tell whether they are genuinely ready to receive Christ.

- 1. Do they know and believe the gospel?**
- 2. Are they ready to make this commitment?**

You don't want to discourage someone from making this life-changing decision, but you'll want to ask a clarifying question or two just to make sure they are aware and ready to give their life to Christ. If they seem confused or start to change their mind as you clarify with them, return back to explaining what it means to allow Christ to be in control of our lives, and what it means to give you life to Christ. If they are ready, celebrate this exciting moment with them! Then flip the page in the booklet and lead them in a prayer of salvation. Walk them through expressing their desire for salvation to God in prayer.

Example:

“That's wonderful! How exciting! So what you're saying is that you are ready to give your life to Christ and accept Him into your life as your Lord and Savior?”

Note

Sometimes a person will say that they want to make the decision, but they want to do it later in their own home. This is totally fine. Encourage them to do so when they get home and not to wait or let the things of this world distract them from what they know God is calling them to do.

—After they've prayed or said that they definitely want to make a decision for Christ, your conversation with them is not over. Go through the rest of the gospel booklet with them, which is rich with truths of what it means to follow Christ. And remember to immediately move into Step 5 of “How To Witness” – Prepare for Follow-Up.

◀ Turn to the next page
to learn how to
prepare for follow-up

HOW TO WITNESS

STEP 5 - PREPARE FOR FOLLOW-UP

Sharing the gospel with someone and inviting them to follow Jesus is only the first step in making disciples. Follow-up is the next step after sharing Christ with someone, where you can provide growth opportunities, helping launch each person into a lifestyle of living for Christ. So, before you end your gospel conversation, stay a while longer and share about opportunities for growing in Christ.

You'll go through follow-up steps with the following groups...

Those who have just received Christ.

Those who recently rededicated their life to Christ and want to live for Him.

Those who are interested in a relationship with Christ but haven't made the decision yet.

"AND SO, FROM THE DAY WE HEARD, WE HAVE NOT CEASED TO PRAY FOR YOU, ASKING THAT YOU MAYBE FILLED WITH THE KNOWLEDGE OF HIS WILL IN ALL SPIRITUAL WISDOM AND UNDERSTANDING, SO AS TO WALK IN A MANNER WORTHY OF THE LORD, FULLY PLEASING TO HIM, BEARING FRUIT IN EVERY GOOD WORK AND INCREASING IN THE KNOWLEDGE OF GOD"

(COLOSSIANS 1:9-10).

Follow-up action steps during witnessing:

1 Go through the GROWTH acronym on page 15 of the gospel booklet.¹ This contains helpful tips for growing as a new Christian.

2. Explain the importance of being involved in a Christian community to grow in Christ. Encourage each person to surround themselves with other people who are trying to live, grow, and learn together in Christ.

- Invite them to your youth group, church, Christian club meeting, and follow-up events. Give them the date, time, and location for each opportunity and a flyer so they remember. Offer to meet them there or pick them up so they feel comfortable attending.

- Ask them if they know any other Christians in their life and encourage them to talk with them about their new decision to follow Christ. These Christians can also be great resources for further questions they may have.

3 Share with them the power of God's Word and offer them any Christian materials you have (Bibles, Gospels of John, etc.). Explain where to begin reading.

- Give them the gospel booklet you've just read with them so they can review it again on their own time. For those who weren't ready to receive Christ, trust that God will continue to work in their hearts.

4 Ask for their contact information so you can update them about opportunities to grow in the future and continue your conversation. Fill out a witnessing contact card for them, with their name and contact information.

- Here is a natural way to ask for this: "Hey, if you're interested in learning more about any of this or checking out the club, church or a youth group, I can write down your contact info and someone from the club can contact you later. Would you like that?"

- After the conversation is over, record the remaining information on the Witnessing Contact Card and turn it into your club leadership. They will keep these cards until your "Follow-Up Phase" where you'll work as a team to connect with each person you shared Christ with during the semester, offering them opportunities to learn more about Christ and grow in their faith.

⋮

▶ See next page for an example of the witnessing contact card

5 Ask if you can pray with them. Thank God for the work He is doing in each person's heart and pray that God would continue to reveal Himself and change their lives.

6 Thank them for the conversation, and let them know that you or some one from the club will be in contact with them soon.

¹Would You Like To Know God Personally? ©2009 The Bright Media Foundation (BMF) and Campus Crusade Christ International (CCCI). All rights reserved. A version of Have You Heard of the Four Spiritual Laws? written by Bill Bright, ©1965-2009 BMF and CCCI. Available for purchase at www.cru.org. Used with permission.

Follow-up perspective:

Realistically you won't be able to walk beside someone throughout their entire life, discipling them every step of the way. BUT, you can point them in the right direction and trust the Holy Spirit to continue working in their hearts, helping them grow in Christ.



See page 244 of the Outreach Guide for more training on having follow-up conversations.

However, if you already know the person you are talking to – even a little bit – use your relationship to deepen this follow-up process. Although you will formally follow up with each student who has heard the gospel this year during the Follow-Up Phase, DON'T WAIT until then. Prayerfully seek out opportunities to follow up throughout the year with the students you know and can build relationships with. Walk beside them, helping them grow in Christ and plugging them into the Christian community both in your church and on campus.

"For you know how, like a father with his children, we exhorted each one of you and encouraged you and charged you to walk in a manner worthy of God, who calls you into His own kingdom and glory"

(1 Thess. 2:11-12).

Example: Witnessing Contact Card

THAT'S ALL OF THE 5 WITNESSING STEPS

Congratulations! You've just completed the 5 steps of "How to Witness." We pray that these steps empower you with a plan and fill you with confidence so you can share the good news of Jesus with boldness. Remember, these are just steps and tools to help you. This is not a science or a checklist for you to follow. Go out in faith, trusting that God will speak through you differently for each person you talk with and use you to bring His gospel message to many!

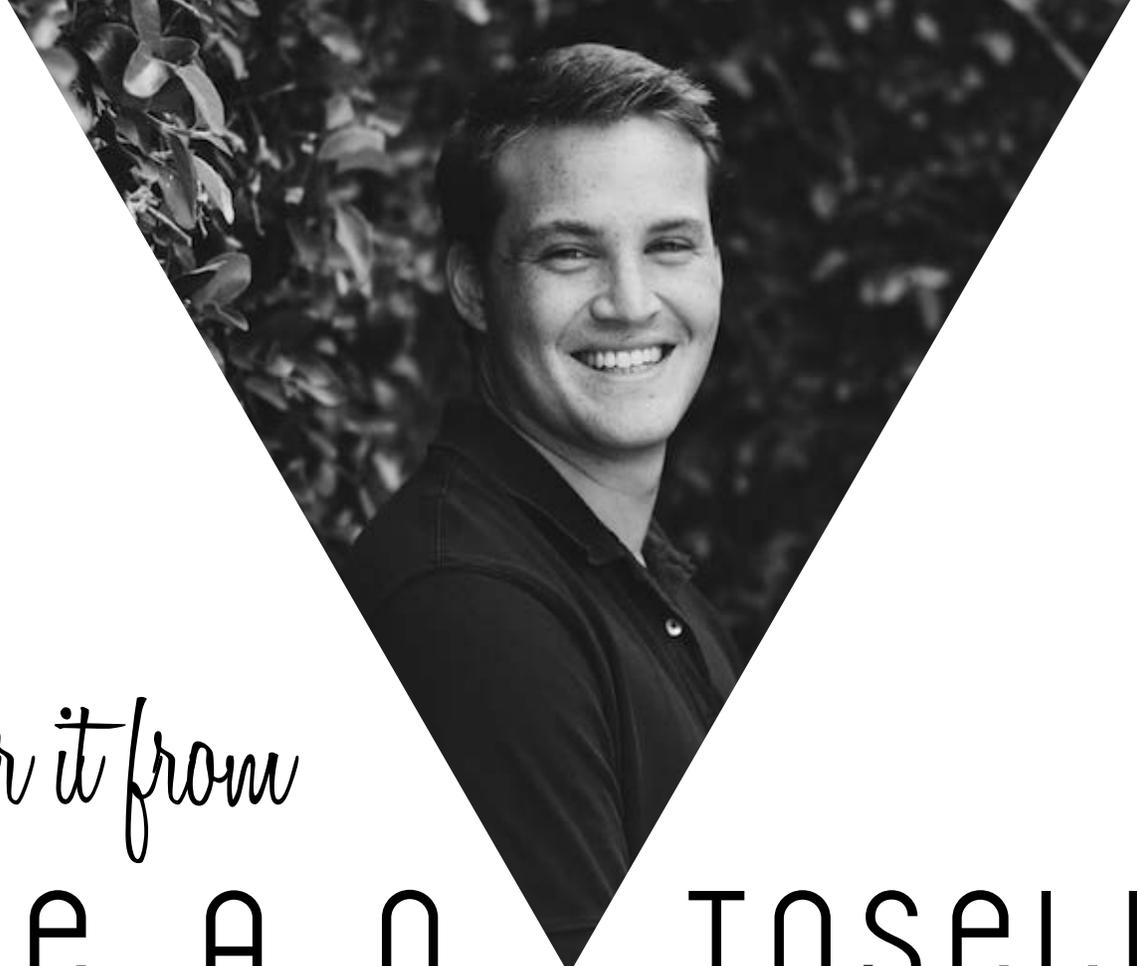


NAME _____
 DAY _____

1. **Did they want to be contacted by someone in the Christian club to learn more about having a relationship with God?** Y N
2. **Were they interested in checking out a church or youth group?** Y N
3. **How did they respond to the gospel?**
 - They started a relationship with God by committing their life to Jesus for the first time.
 - They already had a relationship with God, but, they recommitted their life to Jesus.
 - They did not make any decision
4. **Check all ways to contact them...**
 Facebook, Email, Text, Call
 Number _____
 Email _____
5. **Who witnessed to this person?**

6. **Other Comments...**

You can download and make copies of this card online in Additional Resources under Templates.



Hear it from

SEAN TOSELLO

A STORY OF SHARING, HEARING
AND RECEIVING

Sean, a Biola student leader in CSP, had the opportunity to share the gospel with two students from La Mirada High School who both accepted Christ.

Valerie and Christian had both come from extremely difficult family backgrounds with their homes shattered by divorce. Valerie was homeless, sleeping on the floor in her aunt's house because she could not live with either of her parents. Christian was in a similar situation; he and his sister were sleeping on the floor at his grandparent's house. Sean explains,

"I said to them, 'You seem like you could use some good news,' and they said, 'yeah, that'd be good.'"

He walked through the whole gospel with them, particularly stressing God as a father who wants a relationship with them. He said

that if we confess, then God will redeem and restore us. He told them that their new brothers and sisters in Christ would be their family when their other family couldn't.

They responded saying they would love to do that. **"Right then and there they decided to give their lives to Christ," Sean said.**

Sean explains, "Being intentional to offer [the gospel] to people is the main component that makes the story cool. It could have ended with us praying for the students, but the Lord really put it on my heart to share the gospel. None of this would have happened if we would have prayed and walked away. You have to make sure you are willing to share the gospel in every conversation and be confident enough in God to be willing to say something to lead them to that opportunity."