

Relational Evangelism



A Helpful Resource For
Learning How To Share Christ with Others

**It is our hope that this booklet
provides useful information
on relational evangelism
that will help Christians
learn how to share
the good news
of salvation
in daily
life.**

Proverbs 11:30 (NIV)
***“The fruit of the righteous is a tree of life,
and he who wins souls is wise.”***



Think about how you came to Christ...

More than one study came up with the following:

2 % of people come to Christ through TV, radio, literature or advertising.

6% because of the personal influence of a pastor.

6% through the international evangelistic efforts of a church.

86% as a result of a friend or relative.

Nothing can replace personal relationships in evangelism!

C.T. Shedd, the renowned athlete and missionary once said,
'Some wish to live within the sound of a church or chapel bell;
I want to run a rescue shop within a yard of hell.'

Relational Evangelism

Training

Chapter 1 – Understanding the MISSION

All believers are called to share the good news (gospel) that Jesus made a way of salvation for all who turn from sin and trust in Him.

Chapter 2 – Getting the right MINDSET

Getting the right mindset for evangelism is essential in order to be properly motivated and better equipped to DO the work of evangelism.

Chapter 3 – Avoiding common MISTAKES

There are certain common errors people can make when sharing their faith. Avoiding these mistakes will be of great help to the sharer.

Chapter 4 – Learning the basic MESSAGE

Learning the basic gospel message and the verses from Scripture that teach it, allows the **sharer** to make the message clear to the **sharee**.

Chapter 5 - Understanding the basic METHOD

In relational evangelism, relationships are key. This chapter shows ways to build relationships and then, when appropriate, share the good news.

Chapter 6 – Seeing some of the MIRACLES

It is exciting to hear true stories of how other people came to Christ. These can be a great encouragement to those trying to share their faith.

*Dedicated to those who
not only want to see lost people come to Christ,
but want to be part of God's plan to do it.*

Chapter 1: Understanding the MISSION



The fact you are looking at this material on relational evangelism indicates you care about people who don't know Jesus. We hope the content helps better equip and encourage you to share your faith.

When people study evangelism they often want to jump right in and talk about strategies and methods, but there are some other more important things that need to be addressed first, like the MISSION and MINDSET.

Understanding the mission

To understand the mission of evangelism, it is helpful to look at Jesus' parting words to His followers. Often people's last words reveal the most important things they want to get across to those left behind. This was certainly true in Jesus' case. Before returning to heaven after His resurrection, Jesus gave His followers the Great Commission in **Matthew 28:19-20 (NIV)**,

¹⁹Therefore go and make disciples of all nations, baptizing them in the name of the Father and of the Son and of the Holy Spirit, ²⁰and teaching them to obey everything I have commanded you. And surely I am with you always, to the very end of the age."

The central verb in the Great Commission is "make disciples." Making disciples was to be done through **going, baptizing and teaching**. After Jesus' departure, the disciples were to **go into the world sharing their faith, baptize converts, and teach them what it means to be a Christian**, so they would go do the same. This is how Christianity was passed from one generation to the next. Evangelism is thus part of the disciple making process. People are **won** to Christ (evangelism), **built up** in the faith

(discipleship) and sent out. Both winning and building are part of **disciple making**.

Jesus put the call to reach others with the good news another way in **Mark 16:15 (NIV)**, "He said, "Go into all the world and **preach the good news** to all creation." The good news was that *people could be saved from their sin if they turned from it and placed their trust in Christ*.

In **Luke 24:46-49 (NIV)** Jesus also said to His disciples,

⁴⁶ "This is what is written: The Christ will suffer and rise from the dead on the third day, ⁴⁷ and **repentance and forgiveness of sins will be preached in his name to all nations**, beginning at Jerusalem. ⁴⁸ You are witnesses of these things. ⁴⁹ I am going to send you what my Father has promised; but stay in the city until you have been clothed with power from on high."

Jesus' words gave His followers the mission of preaching repentance and forgiveness of sins in His name to all nations. They would do it after receiving power from on high.

Finally, in **Acts 1:8 (NIV)** right before His ascension, Jesus left His followers with these instructions, "But you will receive power when the Holy Spirit comes on you; and **you will be my witnesses** in Jerusalem, and in all Judea and Samaria, and to the ends of the earth." The disciples were reminded that they would be Christ's witnesses to a lost world. Their sharing would start in Jerusalem and then go out in concentric circles as it spread across the world.

So what is the mission of evangelism? **It is to share the good news of Christ's life, death, and resurrection with everyone who will listen so they have the opportunity to repent of their sins and place their trust in Jesus. In so doing they become children of God.**

Why many Christians don't share their faith

Even though Jesus gave clear instructions for all Christians to share their faith, many don't. This raises the question, "Why don't they?" There are many reasons, but one main reason is **fear**. Christians fear messing up, offending people, being rejected, or being labeled Christian fanatics. Why would anyone be offended by or reject this message? Because the true gospel not only includes the good news of salvation in Christ, it also includes the bad news of sin and judgment for those who reject Jesus' offer. This bad news tends to put some hearers on edge. They may write off the message, the messenger or respond with harshness.

2 Timothy 1:7 makes it clear that the **fear** that many Christians have does not come from God. Paul tells his disciple, Timothy, "For God did not give us a spirit of timidity (fear), **but a spirit of power, of love and of self-discipline.**"

If fear doesn't come from God, it must come from Satan who wants to make us timid/fearful so we keep our mouths closed and don't share the good news with others. God on the other hand wants us to know that we have a **spirit of power, of love and of self-discipline** in us that can overcome fear. The power is God's power. The love is God's love. The self-discipline is from God working in us.

1 John 4:18 says, "There is no fear in love. But perfect love drives out fear..." Indeed, God's love is perfect and can drive out the fear we have about evangelism. It is interesting that the whole gospel is about love. **John 3:16** states, "For God **so loved** the world that he gave his one and only Son, that whoever believes in him shall not perish but have eternal life."

If Christians are going to share their faith they'll need to put aside their fear realizing that it comes from the enemy. Christians must begin living in the spirit of power, love, and self-discipline that God has given to them.

In other words they need to get their minds right with regard to how they view the call to evangelism.

This is a great place to end **Chapter 1** and encourage you to go to **Chapter 2** which is all about getting the right mindset for evangelism. Once we have the proper mindset, then we will be ready to DO evangelism more effectively.

Notes

Chapter 2 – Getting the Right MINDSET



What is a mindset?

The word *mindset* is defined as, “**A set of beliefs or a way of thinking that determines somebody’s behavior and outlook.**”

Doing an important task well requires having the right mindset. If we have this mindset we will be much more likely to stay the course and do a good job no matter how challenging the task.

What is the right mindset for evangelism? That is the subject of this chapter. How does a person gain the proper mindset? It comes from seeing evangelism the way God sees it. How does God see it? Let’s take a closer look.

Evangelism is of utmost importance to God

Saving people from sin is of utmost importance to God. That’s why the Father sent the Son. **John 3:17 (NIV)**, “For God did not send his Son into the world to condemn the world, but to save the world through him.”

The fact Jesus willingly left heaven to die for sin shows that He greatly values people and giving them the opportunity to be saved. In addition Christ would not have given His followers the Great Commission if saving souls wasn’t hugely important to Him. Evangelism is all about saving people. Thus, seeing the extreme importance of evangelism is an important part of having the right mindset.

People who die without Christ will be lost forever

Most Christians know **John 3:16 (NIV)**, “For God so loved the world that he gave his one and only Son, that whoever believes in him shall not perish but have eternal life,” but not as many know **John 3:18** which states, “Whoever believes in him (Jesus) is not condemned, but whoever

does not believe stands condemned already because he has not believed in the name of God's one and only Son."

People without Christ are headed for a godless eternity. If they die in their sin, they will be lost forever. Our sharing with them may be what God uses to bring them into His Kingdom. Seeing evangelism as a key means of keeping people from eternal separation from God is an important part of the right mindset. Our hearts need to grasp the gravity of the fact that people without Christ are heading for Hell.

Love is the right motivation for reaching people

The reason God the Father sent God the Son to die for the sins of the world was because of His great love for mankind. Again, **John 3:16 (NIV)** states, "For God **so loved** the world that he gave his one and only Son, that whoever believes in him shall not perish but have eternal life."

God did not view non-believers as enemies, as much as precious souls needing a Savior. Sometimes we as believers have a very negative view of non-Christians and see them as the enemy because of what they have done. For example, some Christians hate murderers. Rather than hating them, Christians need to adopt God's attitude of love. The old adage applies, "Love the sinner, hate the sin."

Those without Christ are pawns of the enemy and need salvation. God loves them and we need to, too. That does not take away their guilt in the laws eyes, and they may need to be punished, but no matter what happens to them, they are loved by God.

We must be witnesses before we witness

Again, in **Acts 1:8** Jesus said, "But you will receive power when the Holy Spirit comes on you; and **you will be my witnesses** in Jerusalem, and in all Judea and Samaria, and to the ends of the earth." This verse teaches that it is important for us to **be good witnesses** before we start **witnessing**

with words. What we do must flow out of who we are. This is another important part of the right mindset.

It is God's drawing power that brings people to Christ

Some Christians get stressed about sharing their faith because they think bringing people to Christ depends on how well they present the plan of salvation. Jesus made it clear in **John 6:44 (NIV)** that God the Father is the One who draws people to Himself. Jesus said "No one can come to me unless the Father who sent me draws him..." Christians thus need to adopt a relaxed attitude/mindset toward evangelism knowing that God is the one who draws people to Himself. We can share until we are blue in the face, but if God is not drawing the person, they aren't coming. We just need to take a deep breath and relax.

God empowers His people to share Christ with others

Many Christians are also uptight about evangelism because they think they must share in their own power. This is faulty thinking. God provides the power to share through the Holy Spirit. The Spirit works in and through each believer. It has been that way from the beginning of the church. In **Acts 1:8 (NIV)** Jesus said to His followers, "But you will receive power when the Holy Spirit comes on you; and you will be my witnesses in Jerusalem, and in all Judea and Samaria, and to the ends of the earth." The Holy Spirit was poured out in the book of Acts on the early church on Jews (Acts 2), Samaritans (Acts 8), Gentiles (Acts 10), and John's Disciples (Acts 19). Today every Christian receives the Holy Spirit at the moment of salvation. When we come to Christ we literally are baptized by the Spirit into the body of Christ, the church. **1 Corinthians 12:13 (NIV)** makes this point clear, "For we were all baptized by one Spirit into one body--whether Jews or Greeks, slave or free--and we were all given the one Spirit to drink." All Christians have the Holy Spirit and His power inside of them. Relax Christian! God has the power thing covered, too!

Evangelism is a wise endeavor

Most Christians like to think of themselves as righteous, wise people. Choosing to integrate God's wisdom into their lives is a great choice. One way to live righteously and wisely is by sharing Christ with others.

Proverbs 11:30 (NIV) states, "The fruit of the righteous is a tree of life, and he who wins souls is wise." In other words part of being a righteous and wise person is winning souls to Christ. When people come to Christ it's like they eat of the tree of life. Do you remember from the book of Genesis that the tree of life was in the Garden of Eden? If Adam and Eve ate of it they would live forever. That's the work of Christians, helping people find Christ and live forever. Do you want to be righteous and wise? Share your faith.

We are Christ's ambassadors with a message of reconciliation

If you are a believer, did you know that you are an ambassador? In **2 Corinthians 5:20 (NIV)** the Apostle Paul said, "We are therefore Christ's ambassadors, as though God were making his appeal through us. We implore you on Christ's behalf: Be reconciled to God." Ambassadors are diplomats of the highest rank who reside in foreign countries and represent their home country there. That's essentially what Christians do. We are heaven's representatives with a special message for people on planet earth, "Be reconciled to God." To be reconciled means "to be made right with." People are made right with God by turning from sin and receiving Jesus as Lord and Savior. Christians thus need the mindset that they are on a privileged, special assignment from heaven with the divine message of reconciliation. They get to be part of the process of making people right with God. Wow! What an awesome privilege we have as Christ's ambassadors!

We don't have to share the whole message each time we share

Some Christians mistakenly think that God expects them to share the entire plan of salvation every time they share their faith. This makes them uptight before they even get started. In **1 Corinthians 3:5-6 (NIV)** the Apostle Paul said, "What, after all, is Apollos? And what is Paul? Only

servants, through whom you came to believe--as the Lord has assigned to each his task. I planted the seed, Apollos watered it, but God made it grow." Notice that Paul and Apollos had different tasks. Paul sowed seeds, Apollos watered them, but it was God who made them grow. In other words, when we share, we don't have to present every verse in the plan of salvation. We may simply sow a few seeds. Other Christians in the future will either add more seeds or water the ones that have already been planted. At some point someone else will be there when God closes the deal and the non-believer becomes a believer. These facts should contribute to a relaxed mindset towards evangelism because evangelism is not all about us, but rather about God working through us to bring people to Christ in His timing.

The call to share the good news of Jesus Christ is for all believers

Some Christians are under the misconception that evangelism is for hired guns like pastors or evangelists who possess the spiritual gift of evangelism. Although Ephesians 4:1 teaches that there are people who have evangelical gifting, the Great Commission (Matthew 28:19-20) and Acts 1:8 emphatically indicate that all Christians are called to share their faith. Obedience and willingness are thus key parts of the proper mindset toward evangelism. No believer can rightly use the excuse, "I don't share my faith because I'm not gifted in that area."

Christians are to be ready to share at any time

Believers need to heed the words of **1 Peter 3:15 (NIV)**, "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." We need to be ready to share our faith at any time and do it gently and respectfully. Sometimes it may seem inconvenient because of our busy lifestyles, but if we are truly ready, God can use us in unusual ways just like He used Phillip to share Christ with the Ethiopian Eunuch in Acts 8:26-40. Notice that this was even done when Phillip and the Eunuch didn't even have a relationship.

The angels in heaven rejoice when even one sinner repents

The purpose of evangelism is for sinners to repent and turn to God. When this happens, heaven rejoices. In **Luke 15:10 (NIV)** Jesus said, “In the same way, I tell you, there is rejoicing in the presence of the angels of God over one sinner who repents.” What a privilege to be part of causing rejoicing in heaven!

The RIGHT MINDSET for evangelism

So, what is the right mindset for evangelism? Based on all the verses above, the right mindset is:

- viewing evangelism as extremely important and wise
- having a sense of urgency about it because of sin’s consequences
- having an attitude of love for lost people
- seeing the importance of being a witness before witnessing
- recognizing that God is the One who draws people to Himself
- knowing that God has given believers the power to share
- seeing ourselves as ambassadors with a message of reconciliation
- accepting that sometimes we will share just a little at a time
- understanding that the call to share is for all believers
- being ready to share at all times
- knowing we cause rejoicing in heaven when someone gets saved

With this mindset, believers are more ready to DO evangelism.

Getting the right mindset

But, what if a Christian doesn’t have the right mindset? What if he or she is still afraid and uptight about sharing Christ even after going through this material? In that case they can review the above concepts until those concepts grip their hearts. They can pray daily that God will mold their thinking until it lines up with His. In addition they can work with or pray with other Christians who have the right mindset. If they do, it won’t be long before their view of evangelism grows to be strong and confident.

Chapter 3 – Avoiding Common MISTAKES



There are common mistakes people sometimes make when sharing their faith. Avoiding these will be of great help to the **sharer** in his sharing, and also help keep the **sharee** from being turned off to Christians or future evangelism efforts.

Here are some of the common mistakes people make.

Not being humble

Christians sometimes come across as know-it-alls. They can project an air of superiority. This is an immediate turn-off to non-Christians and must be avoided. Christians need to see themselves as humble servants of God who have the incredible privilege of sharing His good news with people Jesus died to save.

Wanting to witness without first being a good witness

What we do should flow out of who we are. When applied to evangelism, it is important that we first work hard at **being good witnesses** before we start **witnessing** with our words. For example, if we are trying to share Christ with a neighbor, we need to be a good neighbor before we start sharing the gospel. If our lawn needs mowing, we need to mow it. We must be careful about things like parking our car in front of our neighbor's house without getting permission.

Forgetting the power of meeting needs

Many times when Jesus shared the good news it was after meeting people's needs. Christians sometimes forget about the power of the non-verbal witness that comes from acts of kindness. Meeting a need shows a person God's love. This makes the person more ready to hear about God's plan of salvation. We need to look constantly for ways to bless people and meet their needs. Once they see that we care, they will be more open to

listen to what we know. Remember, “People don’t care what you know until they know that you care.”

Not utilizing their own personal story

Every believer has a story to tell of how they came to know Jesus and what He has done for them since coming into their life. This personal story is often much more powerful than several buckets of theology. Christians need to prepare a personal testimony that they can share with others when the time is right. The testimony will likely include a little about their life before Christ, how they came Christ, and the blessings they have experienced since coming to Christ. It also can include a brief gospel presentation so the person with whom they share knows how he or she can come to Jesus, too.

Not utilizing prayer as a major evangelism tool

Many Christians make the mistake of failing to use prayer as the foundational tool in evangelism. The apostle Paul who was arguably the greatest evangelist of all time, knew the importance of prayer with regard to sharing Christ. In **Ephesians 6:19-20 (NIV)** he made this request of the Ephesian church,

¹⁹ Pray also for me, that whenever I open my mouth, words may be given me so that I will fearlessly make known the mystery of the gospel, ²⁰ for which I am an ambassador in chains. Pray that I may declare it fearlessly, as I should.

In these two verses Paul not only asks for prayers on his behalf that the Holy Spirit give him the right words to say, but also for boldness to share those words. Notice, too, that Paul sees himself as an ambassador in chains. He wrote to the Ephesians from prison in Rome where he was indeed a prisoner in chains.

Again regarding evangelism, Paul wrote the following to the Colossian church,

³ And pray for us, too, that God may open a door for our message, so that we may proclaim the mystery of Christ, for which I am in chains. ⁴ Pray that I may proclaim it clearly, as I should. **Colossians 4:3-4 (NIV)**

Here Paul prays for an open door for the gospel, so he can proclaim it clearly. In essence he was asking the Colossians to pray for God to set up divine appointments for him, and when those appointments came, to share with boldness and clarity the things God wanted him to share.

Jesus, prior to Pentecost, also stressed the importance of evangelistic prayer. In Matthew 9:36-37 He told His disciples, “The harvest is plentiful, but the workers are few, therefore beseech the Lord of the harvest to send out workers into His harvest.” In essence, He was telling the disciples there were myriads of people who needed salvation, yet few people willing to tell them. The disciples needed to ask God to send people into the harvest. They prayed and a few verses later, became the answer to their own prayers (Mt 10:5). Jesus sent them out!

We need to give prayer high priority in our evangelism efforts. A great prayer is, “Lord, today is a new day. I ask You to open doors so that I may show Your love and perhaps share the good news with those whose hearts You prepare. Give me divine appointments. Help me see them and be bold in stepping out in faith to talk with people who need You. Amen.”

Using Christianese

While sharing, Christians sometimes use words that non-believers don't understand. Words such as trespasses, propitiation, reconciliation, substitutionary, trinity, sanctification, glorification, or justification may be commonly used in church, but usually confuse the man on the street. When we share, we need to use words that are easily understood or explain any difficult ones. Rather than saying to someone, “May I share with you God's justifying and sanctifying work in my life,” instead say,

“May I share with you how God changed my life?” Rather than saying, “What I like best about my church is the fact there are weekly transformational, fellowship gatherings,” say, “I am very excited about my church because of the small groups of people that meet weekly in homes to encourage one another and grow in faith together.”

Making sharing Christ an information dumping exercise

Sharing our faith is more than an information dump. It involves asking questions to find out where a sharee is in his faith. It involves listening as he or she tells their story. It involves listening to the Holy Spirit as He guides and directs what to do or say next. Lord, help us be tuned in to what is going on as we share our faith.

I’ll never forget the time on an airliner that I sat next to a young lady who was in the Navy. We talked for a while and then I felt the Spirit prompt me to do a little fishing so I asked her if I could ask a more personal question. She said yes, and I asked her what she would say if someday she had to stand before God and He asked her why she should be allowed into heaven. She gave the typical answer that she should go to heaven because of the good she had done. This led to me sharing Christ with her through a tract that I carried in my pocket. The long and short of the story is that she prayed through tears right there in her seat to receive Jesus as Lord and Savior. She then asked if she could have the tract to share with her brother. She was on her way to see him.

Not backing off when appropriate

Some people who share their faith are so aggressive that they don’t see the verbal and non-verbal signs from the sharee that he or she is not interested in continuing the conversation. If the sharer fails to stop, it will only add to the negative image the sharee has of Christians and the Christian message. Remember, God has to draw people to Himself (John 6:44). If He is not drawing them or they are resisting, it is better to simply step back until some future time.

Not listening to what the other person is saying

It is easy to be thinking about what we plan to say next rather than listening to what the other person is saying. We need to be sure we are practicing good listening skills, rather than just wanting to make our next point. Two good listening skills are giving good eye contact and not cutting people off when they are speaking.

Making the gospel presentation too complicated or too lengthy

Some Christians drone on and on when sharing their faith, barely taking a breath. Sometimes they share complicated passages that are difficult for the average person to understand. A better approach is to work hard ahead of time to master an easily understood gospel presentation so if the time comes, it can be shared clearly and simply. If the sharee asks questions, then it can be lengthened.

Not wanting to say anything that might be offensive

Some Christians want to avoid conflict at all costs when sharing their faith. In doing so, they sometimes water down the message and fail to share the need for repentance from sin, or the need for a person to follow Christ. Their sharing may revert to simply saying that a person needs God so God can bless him. It is easy to get caught up in things like the health and wealth gospel, “Come to God and He will make you healthy and rich,” but the truth is, we need to share the bad news about sin, before the good news really makes sense.

Only aiming at the intellect and neglecting the heart

Many people think that sharing is to be aimed primarily at the intellect. They believe that by reasoning with people, those people will be convinced of their need for Christ. Reasoning is good, but it is not until folks sense in their heart and soul that they are sinners, unable to save themselves, that they turn to Christ. A great way to show people their sin and their inability to save themselves, is by taking them to The Ten Commandments (**Exodus 20**). You can ask them if they are familiar with the Ten Commandments. Most people are, even if they can't name the

individual commandments. Mention that one of the commandments is about not lying, then ask them if they have ever lied. Most people will readily admit this. You then can say, “All of us have lied.” Next you can show them **James 2:10** in the New Testament that says even one sin makes a person guilty before a holy God, “For whoever shall keep the whole law, and yet stumble in one point, he is guilty of all.” Once they see that the bad news applies to them, God can use the good news to draw them to Himself. Sharing Christ is a combination of aiming at the intellect and the heart.

Getting angry if the sharee says something offensive

Christians love Jesus and sometimes get defensive when someone with whom they are sharing says something unkind about Christianity, Christians, or Christ. In this case, sharers would do well to remember the words of **1 Corinthians 1:18 (NIV)**, “For the message of the cross is foolishness to those who are perishing, but to us who are being saved it is the power of God.” People who don’t have Christ may see Christianity as foolishness. Those who share their faith need to be ready for negativity from non-believers. After all, people without Christ shouldn’t be expected to act like Christians. Negative reactions are not the norm, but can happen. If they do, Christians need to keep their cool and simply say something like, “I can see you don’t have a very positive view of Christianity. May I ask you, why you feel this way?” A gentle answer can often turn away a person’s wrath. (Prov 15:1)

Demeaning something a sharee says

Don’t ever belittle or demean something that a sharee says when you are sharing your faith. For sure don’t say anything like, “Well, what you believe is really dumb,” or “You’ve got to be kidding me, you are not in touch with reality.” Treat every comment with respect no matter how silly or foolish it seems to you. Satan loves it when Christians lose their cool. It usually ends their witnessing opportunity, and hardens the sharee against future sharing.

Trying to debate people

Sometimes a sharing opportunity turns into a debate. Sharing extra information can be good, but if it turns into a debate the door for sharing may be closing. It is better to keep Jesus as the central issue of sharing rather than going down too many rabbit trails. Keep it simple: He came, He lived, He died, He rose from the dead, and He invites people to come to Him.

Making non-believers feel like they could be notches on your belt

Sometimes Christians share in such a way that makes non-Christians feel uncomfortable, like someone is trying to make them a notch on the Christian's belt. To prevent this, Christians must be humble, polite, caring, and respectful toward those with whom they share. We never want to give people negative impressions if we can help it.

Again, avoiding common mistakes will lead to a better sharing experience for the sharer and the sharee.

Notes

Chapter 4 – Learning the basic MESSAGE



Being able to share the message of the gospel is important even though each gospel encounter will be a unique experience. It is unlikely that you will present the whole message at one time with someone unless you are taking them through a tract or other sharing tool. Often you may share a little on one occasion, and more on another. Sometimes sharing will start in the middle of the message and later get back to the beginning. Sometimes people will come to Christ before the message is finished. Others will get saved on what seems to be the wrong verse. Other times sharers may be surprised by a sharee's hardness of heart. In the midst of the battle for souls it is hard to say what direction sharing will take. Sharers simply need to focus on being God's witnesses and sharing the gospel clearly in love even if it is in bits and pieces.

What is the message?

The simple message of the gospel is found in **1 Corinthians 15:3-5 (NIV)** and **John 3:16 (NIV)**. In 1 Corinthians 15:3-5 the apostle Paul states,

³ For what I received I passed on to you as of first importance: that Christ died for our sins according to the Scriptures, ⁴ that he was buried, that he was raised on the third day according to the Scriptures, ⁵ and that he appeared to Peter, and then to the Twelve.

Notice that these verses touch on the fact that Jesus:

- Died for our sins
- Was buried
- Rose on the third day
- And was seen by many witnesses

In **John 3:16 (NIV)** Jesus said, "For God so loved the world that he gave his one and only Son, that whoever believes in him shall not perish but have eternal life."

Realistically, a person who shares his faith will likely include more than these two passages in order to make the message clear. Every person who wants to share effectively is highly encouraged to work hard at memorizing the following verses (or similar ones), so the content can be recalled and used at will. When verses are shared during outreach, it is a great idea to have them marked or highlighted in a Bible so the sharee can be invited to read them.

The gospel can also be divided into the following sections. These sections can help a sharer think his way through the gospel message more easily. The sections are the bold faced statements below:

God created humans and blessed them

- He created them in His own image and blessed them – Gen 1:27,28
- He gave them a clear choice – Gen 2:15-17

The BAD NEWS – Humans chose to sin which separates them from God. They will die and be judged, and can't save themselves.

- Humans chose to sin and still do today – Gen 3:6, Rm 3:23
- Sin separates people from God – Is 59:2
- The consequence (wages) of sin is death - Rm 6:23
- When people die they will go before God for judgment – Heb 9:27
- Good works (Eph 2:8,9), religion (Prov 14:12), philosophy (Col 2:8), and morality (Js 2:10) can't save us

The GOOD NEWS – God sent Jesus to pay the penalty for sin

- God proved His love for us by sending Christ – Rm 5:8
- Jesus bridges the gap between man and God – 1 Peter 3:18
- Jesus is the only way to God in heaven – John 14:6

What we must do in order to be saved

- In order to be saved, a person must believe in Christ – Jn 3:16
- Believing means receiving Jesus into one's life – Jn 1:12
- We receive Jesus by confessing Him as Lord and Savior – Rm 10:9,10

We can have assurance of salvation

- If we have believe in Jesus we have eternal life – 1 Jn 5:11-13
- Once we are saved, no one can take us away from God - Jn 10:27-29

The Message Expanded

In sharing the message, a sharer will need to explain or expand a bit on each verse or passage. It would be good to practice sharing the message with a Christian friend in preparation for sharing with non-believers. The friend can roleplay and also give hints or suggestions how to make things clearer. Like with anything worth doing, the more you practice sharing your faith, the better you will become.

As stated earlier, it is rare that you will go through all of these verses in one sitting when sharing your faith. Instead you probably will use a verse here and there as you answer questions or respond to comments by the sharee. But knowing the whole story in logical order, and either memorizing, or at least becoming very familiar with the verses, will allow you to feel confident in your sharing. It would even be good to have a sheet with the verses on it to refer to, or have them highlighted in a Bible.

GOD CREATED HUMANS AND BLESSED THEM

He created them in His own image and blessed them – Gen 1:27,28

Genesis 1:27-28 (NIV)

²⁷ So God created man in his own image, in the image of God he created him; male and female he created them. ²⁸ God blessed them and said to them, "Be fruitful and increase in number; fill the earth and subdue it. Rule over the fish of the sea and the birds of the air and over every living creature that moves on the ground."

Explanation – The Bible states that God created humans in His own image. We are not talking physical image because God is a Spirit and doesn't have arms and legs like we do. Instead, being created in God's image, means that humans, like God, can make moral choices. They can choose between right and wrong. After creating humans, God blessed them and told them to be fruitful and multiply, fill the

earth and take dominion over it. In other words they were to rule well.

He gave them a clear choice – Gen 2:15-17

Genesis 2:15-17 (NIV) - ¹⁵The LORD God took the man and put him in the Garden of Eden to work it and take care of it. ¹⁶And the LORD God commanded the man, "You are free to eat from any tree in the garden; ¹⁷but you must not eat from the tree of the knowledge of good and evil, for when you eat of it you will surely die."

Explanation – God wanted humans to love Him because they wanted to not because they were programmed to. He thus gave them a clear choice. They could eat from any tree in the garden except the tree of the knowledge of good and evil. If they ate of that tree they would die. If God had not given them the ability to choose, humans would have been like robots. One of the special things about a husband-wife relationship is that each one chooses to love the other. Both spouses would rather have the danger that the other could choose not to love them, than for their relationship to be mechanical like a robot. So, too, God was willing to risk humans turning away from Him in order to have a meaningful relationship.

THE BAD NEWS – HUMANS CHOSE TO SIN WHICH SEPARATES THEM FROM GOD. THEY WILL DIE AND BE JUDGED & CAN'T SAVE THEMSELVES

Humans chose to sin and still do today – Gen 3:6, Rm 3:23

Genesis 3:6 (NIV) - ⁶When the woman saw that the fruit of the tree was good for food and pleasing to the eye, and also desirable for gaining wisdom, she took some and ate it. She also gave some to her husband, who was with her, and he ate it.

Romans 3:23 (NIV) - “For all have sinned and fall short of the glory of God.”

Explanation – Sadly, both Eve and Adam sinned and ate of the forbidden fruit. They chose to disobey God. Since that time, sin has infected all humans, so the Scripture says accurately that all of us have sinned and fall short of God’s standard. To sin means to miss the mark. Rather than hitting the moral bullseye with our thoughts, words, and actions, we often fall short of God’s perfect standard. For example the Bible tells us not to lie, but all of us have done it.

Sin separates people from God – Is 59:2

Isaiah 59:2 (NIV) – “But your iniquities have separated you from your God; your sins have hidden his face from you, so that he will not hear.”

Explanation – Our sins separate us from God. It’s now as if we are on one side of a giant chasm, and God is on the other side. God closes His ears to us until we come to Him in repentance.

The consequence (wages) of sin is death – Rm 6:23

Romans 6:23 (NIV) – “For the wages of sin is death, but the gift of God is eternal life in Christ Jesus our Lord.”

Explanation – Just as people get paid a wage for doing a job, so God gives a consequence for sin. The consequence is death. Both physical and spiritual death resulted from sin. God made humans to live forever, but when sin entered, Adam and Eve’s days were numbered. They began to die physically. At the same moment they died spiritually and their spirits were separated from God. God is perfect and holy, we are not. When sin entered the world it was passed through the seed of the man to all humans so that all people

after Adam and Eve were born with a sin nature. We aren't sinners because we sin. We now sin because we are sinners.

When people die they will go before God for judgment – Heb 9:27

Hebrews 9:27 (NIV) – “Just as man is destined to die once, and after that to face judgment.”

Explanation – Each person who ever lived had/has an appointment with death. Because God is all-knowing (omniscient), He knows when each of us will die. When people die, Hebrews 9:27 says the next step is to stand before God in judgment. This eliminates the possibility of reincarnation.

Good works (Eph 2:8,9), religion (Prov14:12), philosophy (Col 2:8), and morality (Js 2:10) can't save us

Ephesians 2:8,9 (NIV) - ⁸ For it is by grace you have been saved, through faith--and this not from yourselves, it is the gift of God--⁹ not by works, so that no one can boast.

Proverbs 14:12 (NIV) – “There is a way that seems right to a man, but in the end it leads to death.”

Colossians 2:8 (NIV) - See to it that no one takes you captive through hollow and deceptive philosophy, which depends on human tradition and the basic principles of this world rather than on Christ.

James 2:10 (NIV) - For whoever keeps the whole law and yet stumbles at just one point is guilty of breaking all of it.

Explanation – People cannot get to God through their own efforts because all have sinned. They can't work their way to heaven because works don't take away sin. Religion won't get them there either, because it doesn't take sin away. Neither does philosophy or morality. Every bridge humans try to build to God falls short. This doesn't mean that God is against doing good. He wants us to do

good works, but we need to understand that no amount of good works can save us.

THE GOOD NEWS – GOD SENT JESUS TO PAY THE PENALTY FOR SIN

God proved His love by sending Christ – Rm 5:8.

Romans 5:8 (NIV) – “But God demonstrates his own love for us in this: While we were still sinners, Christ died for us.”

Explanation – The word “demonstrates’ in Romans 5:8 means to prove. Literally God proved His love for us in that while we still sinning against Him, He sent Jesus to die for us. Humans don’t respond like this when someone wrongs them. Only God responds this way. It shows the depth of His love for humans.

Jesus bridges the gap between sinful man and holy God – 1 Pt 3:18

1 Peter 3:18 (NIV) – “For Christ died for sins once for all, the righteous for the unrighteous, to bring you to God. He was put to death in the body but made alive by the Spirit.”

Explanation – Jesus, the Righteous One, died for us, the unrighteous ones in order to bring us to God. He was put to death physically, but rose the third day by the power of the Holy Spirit.

Jesus is the only way to God in heaven – Jn 14:6

John 14:6 (NIV) – “Jesus answered, “I am **the way** and **the truth** and **the life**. No one comes to the Father except through me.”

Explanation – Jesus did not say He was **a way** to heaven, but **the way**. He is also **the truth**. He is the One who alone can give people eternal **life**.

WHAT WE MUST DO IN ORDER TO BE SAVED

In order to be saved, a person must believe in Christ – Jn 3:16

John 3:16 (NIV) – “For God so loved the world that he gave his one and only Son, that whoever believes in him shall not perish but have eternal life.”

Explanation – In order to be saved, a person needs to believe in Christ. The question arises, what does it mean to believe? There are two kinds of belief. One is intellectual and one is wholehearted trust. Consider a rope bridge that spans a deep gorge. A person could look at the bridge and say, “I believe it will hold me.’ But if the person does not step out in faith and walk across it, he has only believed in his head (intellect) and not in his heart. To really believe in the bridge, he must cross it. So it is with Jesus. To believe in Him means to put one’s whole trust in Him and become His follower. Only then has a person really made a whole-hearted commitment.

Believing means receiving Jesus into one’s life

John 1:12 (NIV) – “Yet to all who received him, to those who believed in his name, he gave the right to become children of God.”

Explanation – John 1:12 in essence equates **believing in Christ** with **receiving Him**. As a person places his trust in Jesus he is inviting Jesus to come into his life to make whatever changes are needed. When we receive Him, He makes us His children.

We can receive Jesus by confessing Him as Lord, and believing

Romans 10:9-10 (NIV) - “⁹ That if you confess with your mouth, “Jesus is Lord,” and believe in your heart that God raised him from the dead, you will be saved. ¹⁰ For it is with your heart that you

believe and are justified, and it is with your mouth that you confess and are saved.”

Explanation – This verse teaches that we need to confess Jesus is Lord (the one in charge). If we want Jesus as our Lord, we obviously want Him as Savior. If we just want Him as Savior, we may or may not want Him to be Lord of our lives. That is why we need to confess that He is Lord, and at the same time believe that God raised Him from the dead. If we place our faith in Christ and confess Him as Lord, at that instant we are saved and become part of God’s family.

Here the sharer says to the share, “If you have never received Jesus, you can do it right now. Here is a prayer you can pray. You are invited to pray if the prayer expresses the desire of your heart:”

If the sharee wants to pray the prayer he can either pray it on his own, or the sharer can lead him through it a phrase at a time.

Salvation Prayer – Lord, I need You. I realize that I’m a sinner in need of a Savior. I know that I can’t save myself through good works or any other means. I come humbly to you, confess my sins, turn from them and ask You to come into my life to be Lord (the one in charge), and Savior (the One who Saves me from sin.) I give myself to You, and choose to follow You.

If you prayed the preceding prayer and meant it, you are now a child of God. Congratulations! Your salvation does not depend on your feelings but instead on the fact that God promised He would save you if you put your trust in Him.

We can have the assurance of our salvation if we have Christ

1 John 5:11-13 (NIV) – “¹¹ And this is the testimony: God has given us eternal life, and this life is in his Son. ¹² He who has the Son has life;

he who does not have the Son of God does not have life. ¹³ I write these things to you who believe in the name of the Son of God so that you may know that you have eternal life.

John 10:27-29 (NIV)

²⁷ My sheep listen to my voice; I know them, and they follow me. ²⁸ I give them eternal life, and they shall never perish; no one can snatch them out of my hand. ²⁹ My Father, who has given them to me, is greater than all; no one can snatch them out of my Father's hand.

Explanation – If we have sincerely invited Jesus into our lives we can have the assurance of salvation because “He who has the Son has life; he who does not have the Son of God does not have life.” We have Christ if we have believed in Him, and if we have believed in Him we can be assured that we have eternal life. No one can snatch us out of God’s hand.

Growing in Christ

If a person receives Christ be sure you spend a little time telling, and if possible showing, him or her how to grow as a Christian. Below are some helpful ways to grow.

HOW TO GROW IN YOUR FAITH

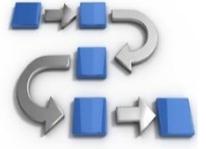
1. **The Bible**—get a Bible and begin to read/study it.
2. **Prayer**—Pray about what is on your heart.
3. **Worship**—Find a good church and worship there.
4. **Fellowship**—Spend time with other Christians.
5. **Trust and Obey**—Trust God and do what is right.
6. **Serve**—Find a place where you can serve.
7. **Give**—Give financially to your local church.
8. **Share**—Share your faith with others.

Try to get new Christians into a new believers class or give them booklets to get them grounded. Four such booklets are called “Roadmap for the

Spiritual Journey,” and are a free download from www.chrislosey.com. At the Home Page of the website click “Short Books” and then click “Spiritual Roadmap.”

Notes

Chapter 5 – Understanding the basic METHOD



Explaining relational evangelism

So what is relational evangelism? It is utilizing the relationships we have with others as the place we share our faith as God gives the opportunity. These relationships are often found in a person's sphere of influence. This includes family members, co-workers, neighbors, sports team members, other friends, and the like. Anywhere a person builds relationships is the place he will look and pray for opportunities to share his faith.

It must also be said that relational sharing avoids “a bull-in-the-china-shop” mentality. It doesn't cram Christ down the throats of friends, but is done gently and respectfully as mentioned in 1 Peter 3:15.

Where to start

Start with prayer asking God to use you to reach others. Also, prepare yourself to share by becoming familiar with the gospel message (see Chapter 4 in this booklet), studying the right mindset (see Chapter 2), and learning how to avoid common mistakes (see Chapter 3). At the same time make a list of the key relationships you already have, and which of those people still don't know Christ. From that list make a shorter list of the top five people you feel God wants you to reach first.

Look for common ground

In building relationships, people often are drawn to others who have similar interests or experiences. This is called having common ground. If the person likes a sports team you like, you have common ground. If you both like golf, there is more common ground. If you both have an interest in classic cars, there is yet more common ground. Common ground often makes it easier to gain credibility and win a hearing for the good news. We need to look for areas that connect us with others.

Building relationships even deeper

Take your top five and ask yourself, “What can I do to further build this relationship.” Here are some ideas:

- If you have common interests invite them to do something you both enjoy. For women it might be shopping. For men it might be fishing.
- Invite them over for dinner. Don't share Christ, just get to know them and enjoy a relaxing time.
- If they are a neighbor invite them over for a BBQ. Be sure that you are a good neighbor. Keep your front yard looking good. Greet them when you see them. Take time to talk with them. Don't let your dog go to the bathroom in their yard. Bring in their garbage can if you get home on garbage day before they do.
- Go to coffee together and get to know them better. Talk about whatever seems natural. Ask questions about their family and what they personally like to do. Again, don't share Christ unless they bring up the topic. Just build the relationship.
- Invite them to go see a sports event, movie, or to play tennis
- The possibilities of things you can do are only limited by your imagination and interests. Find things that interest them, too.

Look for ways to bless them

People don't care what we know until they know that we care. We can show people we care in a number of ways.

- If they are a family member, remember their birthday, with a card, a phone call or both. The same is true with close friends.
- If they get news of a promotion, congratulate them
- If they get sad news of a death in the family, send them a condolence card
- If you hear they are sick, let them know you are thinking of them
- If they go into the hospital for a procedure or illness try to visit them
- If they are a co-worker, greet them warmly when you see them
- Ask about how their family is doing

- Write them a letter thanking them for their friendship
- If you are trying to reach an older single person (perhaps a widow or widower) include them in one of your family events like a birthday party or Thanksgiving dinner
- If they are a neighbor and you see them in their front yard, go out of your way to greet them and ask about their day.

Building relationships takes time, effort, and money.

Little by little, share about your faith

As time goes by, you can share a little about your faith if there is a natural place to do it. You can say things like:

- My wife and I met in college when we attended the same church We now attend a church in town and really enjoy it...
- We've had the privilege of being part of a LifeGroup (You can then explain to them what a LifeGroup is and does)

Again, be sure to listen carefully to their responses: for words, tone of voice, or body language that might say, "Tell me more" or "I'm really not interested at this time."

Witness through words and deeds

Someone asked, "Which is more important, witnessing with words or deeds?" The correct answer might be "both." Kind deeds show a person we care, but at some point we need to open our mouths and share the good news. People don't get the gospel by osmosis.

Focus on where you see God working

If you see that one relationship is going especially well, give it a little extra attention. If you ask the Lord, He will show you where to invest more time and effort.

Do a little fishing

If you see some interest, do a little fishing by asking questions that give you some indication of your sharee's spiritual temperature. This would include questions like:

- Do you have any particular religious background or beliefs?
- When you were growing up did your family go to church?
- Do you have a particular church you enjoy?
- Do you think that heaven exists?
- Do you think there will be a lot or just a few people in heaven?

If you sense a positive response you can probe a little more.

- In your belief system does Jesus have any place?
- What would you say if you had to stand before God and He asked you why you should be allowed to enter heaven?

Share your personal testimony

At some point you may have the opportunity to share your personal testimony/story. This should be no more than a couple of minutes long where you share:

- what your life was like before Christ
- the circumstances that brought you to Christ
- and what life has been like since coming to Christ

It is especially helpful to write this out and practice it in front of the mirror so when the time comes you can share it naturally and warmly. Be sure not to put too much emphasis on your life before Christ especially if it was rather dark. If you were a drug user it is fine to say that, but you don't need to go into detail about the various drugs you tried. Give the most emphasis to how you came to Christ and what life has been like since becoming a Christian. Don't forget to share the fact that you were a sinner who couldn't save himself. Also stress the fact that you turned away from sin (repented) and invited Jesus to be your Lord and Savior. As you share, your friend may ask you to clarify things. Be sure to listen to

any response in order to determine if there is openness for you to share more. You can even follow your testimony with a question like one of the following: Have you ever thought about your own relationship with God? Have you ever heard the good news of Christ? Have you ever considered the claims of Christ? Have you thought about where you are going to go when you die?

If your friend has questions you can try to answer them or refer him to a book to read like:

“Mere Christianity” by C.S. Lewis - investigates Christianity.

“How to be a Christian Without Being Religious” by Fritz Ridenour

“So What’s the Difference” by Fritz Ridenour – compares Christianity to other world religions and cults

“Know Why You Believe” by Paul Little – gives reasons for faith

“Know What You Believe” by Paul Little – lays out Christian basic teachings

“Evidence that Demands a Verdict” by Josh McDowell – looks at whether or not the resurrection is true.

These books and many others can be found at www.Christianbook.com.

One helpful free resource is “The Answers Course” which includes the following short books (56 pages or less). All can be downloaded for free at www.chrislosey.com by clicking “Short Books” and then “The Answers Course.” The various titles are:

“Does God Exist?”

“Is the Bible God’s Word?”

“Who Is Jesus?”

“Is the Resurrection True?”

“If There is a God, Why is There Evil, Pain and Suffering?”

“Has Science Disproved the Bible? Is Evolution True?”

“How Does a Person Get to Heaven?”

Invite them to a non-threatening church event

Another fun way to help your friends hear the good news is to invite them to a non-threatening church event. This could be anything from a special dinner, to a concert, comedy show, harvest festival, or whatever seems appropriate. Sometimes at these events the gospel is shared, sometimes not, but a good experience at an event changes a person's perspective and draws him or her one step closer to the Kingdom.

Transition into sharing the good news

At any point along the path, you may have the opportunity to transition a conversation into sharing the gospel. Don't rush it, but also don't let a clear opportunity pass without taking advantage of it. If you sense the time is right you could transition into the gospel with a question like:

- Bill you know that I'm a Christian. I was wondering if you would allow me to share with you why I became a Christian, and what it means for people to place their trust in Jesus?

If Bill says yes then proceed to share with him. If he says no, thank him for his honesty and let him know you would be happy to share another time if he wants you to.

Perhaps the most important thing in all of this is to sense the Spirit's promptings either to move forward or to pull back.

Final comments

I personally carry a helpful tract that I use if the opportunity presents itself. The tract gives a clear presentation of the gospel. Sometime I give a copy to person to read with the understanding that we can get back together later if they want to discuss it or ask questions.

The best method of sharing your faith is the one that works for you in the current sharing situation. May the Lord bless you as you seek to be His loving, humble, gentle, and respectful witness.

Chapter 6 – Seeing The MIRACLE



Hearing stories of how other people came to Christ is a great encouragement to those trying to share their faith. Every time someone receives Christ, a great miracle takes place; the new Christian changes from heading to eternal separation from God, to heading for heaven. Everyone's story is a little different. Here are some of those stories.

Kevin - I was born and raised in Sacramento, California and brought up in the Catholic Church and school system. I believed in God, but was never taught that I could have or needed a personal relationship with Jesus. Accountability with God, His offer of forgiveness in Christ, and eternal life in heaven were never made real to me. While growing up, I made a lot of poor decisions that led to a destructive lifestyle. By God's grace, I maintained good starter jobs and went to college, but my life still felt lost. Working part time on an ambulance, I saw a lot of people die. I felt in my heart there had to be more than just being born and dying. At age 25 I started a fire career. There I worked with two Christians who witnessed to me on a regular basis. At age 27 I finally gave in and received Christ and was baptized. I remember praying, "I'm not sure if I'm ready, Lord, but here I am." At that moment my life began to change. I now see that living for Christ gives great joy, meaning and purpose. Giving my life to Christ is the best thing I've ever done. It feels so good to have my sins forgiven!

Chris - I grew up in a loving family in the beautiful Napa Valley in California. We attended a local community church in my hometown, but I never recall hearing the gospel message that I was a sinner in need of a Savior. It wasn't until my junior year of college that my roommate invited me to a retreat at Schroon Lake, New York. The first night, the speaker presented the gospel and invited folks to come forward if they wanted to receive Christ. I knew I needed to, but was embarrassed and stayed in my seat. Later that night around 10 PM, I was laying in my bunk thinking that if I died I would be separated from God forever because I had not responded to the invitation to be saved. I got out of bed and went out into the night in search of the speaker. I finally found his cabin and he came out and asked me what I wanted. I told him, and we knelt there in the woods and I asked Jesus into my life. I felt a great peace flow over me and my life began to change for the good in many ways. Becoming a Christian is the best decision I ever made.

Sharon – I came to Jesus when I was seven years old at a Vacation Bible School. Even at that young age I understood that I was a sinner and needed Jesus to forgive my sin. As a child I grew in my faith but unfortunately during the first two years of High School, I began to drift away from God. Thankfully a friend invited me to a youth meeting at church at the end of my Sophomore year. I attended and reconnected with my Christian roots. That summer I rededicated my life to Christ and began growing again. It was during my last two years of High School that I committed myself to fulltime Christian service and asked the Lord to guide me in the choice of a husband when the time came. God answered my prayers. During my last year of college I met and married a committed Christian man and it wasn't long before we entered full time Christian service. First we served as a Chaplain family in the Air Force and later as a pastor family in a local church. I am eternally grateful to God for saving me and giving me a wonderful life serving Him.

Philip

I grew up going to a church that was something of a cult, although my own family members were genuine believers. I learned the Scriptures from a young age, but it wasn't until I went to a summer camp my junior year of high school that the things I'd been taught sunk in. We studied about all that Jesus suffered. In doing so I was absolutely convicted of my own sinfulness and my need for a Savior. The great love Jesus had for humans overwhelmed me. His willingness to endure a humiliating death and take my punishment upon Himself gripped my heart. At the camp I asked Him to come into my life to be my Lord and Savior. Since then I've been His servant, and received many blessings from His hand. I'll also add that a few years later when I was teaching the book of Romans the text got me, and my eyes were opened that the Scriptures mean what they say. My family soon left that first church and got involved in another church that faithfully teaches the Bible. What an incredible blessing it is to be saved! I owe everything to Jesus.

Mike

Bill

Joan

Melissa

Joe

Elizabeth

Jean

Scott