

Evangelism Conversation Components

- C.A.R.E = Cultivate, Acquire, Refute, Evangelize

- **Cultivate a relationship with the unbeliever. Once way to do this is by using the Acrostic (N.E.W.):**
 - **N.E.W.** (Name (Your name, Establishment (your church), Why (why are you there or your purpose).
 - Hello, my name is _____ and this is _____ and we attend Grace Community Church, a Christian Church, located just down Roscoe Blvd. Have you heard of our church? [yes or no]. Thanks for letting us know. The reason we are visiting our neighbors this afternoon is because we are hoping to get to know them and to talk about spiritual things. May I ask your name? Nice to meet you (their name).
 - It is important that you remember their name throughout the conversation and for prayer and follow-up. This also communicates sincerity.
 - Once you have moved through N.E.W, you have begun to **Cultivate** a relationship. As you continue in the conversation, it is important not to treat them like an evangelistic project. You may need more time on this step. Even if you don't tell them the gospel, you can leave them with a tract that will be readily accepted because you have treated the unbeliever with patience and kindness.
 - Be a good and patient listener.
 - These steps are not carved in stone. Once you identify a good opportunity to move the conversation to spiritual things, (such as divorce, addiction, bankruptcy, etc...) you should take it.
- **Acquire:**
 - As you transition to asking more probing question about that will relate to spiritual things, you will begin to **Acquire** valuable information about their worldview or religious background. Below are some examples of good probing questions.
 - "What are your thoughts about Jesus?"
 - "Do you have peace with God?"
 - "How do you know you have peace with God?"
 - "Do you have any spiritual beliefs?"
 - "Do you attend church?"
 - "What do you think happens when you die?"
 - "Who determines whether something is right or wrong?"
 - "Do you believe in heaven and hell?"
 - "Can you tell me how someone gets to heaven?"
 - Focus on open ended questions that require an explanation. Try to avoid yes or no questions.
 - Are you troubled? (close ended)
 - What's troubling you? (open ended)
- **Refute (Apologetics):**
 - Once you have identified their worldview you can begin to **Refute** it (**2 Cor 10:5**).
 - This can be done by using apologetics and other argumentation. The goal is to help them see that their worldview is unreasonable and not true. The amount of time you spend on this point will be dependent on how committed they are to their worldview. If they are open to the Bible and if they are not overly committed to what they believe, then you can move into the gospel more easily.
 - If you don't know an answer to their question, don't make up an answer. Admit when you don't know an answer. You can look it up later and return with the answer. This provides a great opportunity for follow up and to **Cultivate** deeper relationship which will foster more gospel opportunities.
 - **Be careful not to argue with the unbeliever and remember that few are ambassadors for Christ (2 Cor 5:20).**
- **Evangelism (God/Man/Christ/Sinners card):**
 - Once you've **Refuted** their worldview, you can now explain the truth to them.
 - A great help will be memorizing the **God/Man/Christ/Sinners** card which is available in the back of the room.
 - When you get to this forth point (evangelism), you may have already discussed things about God, man, Christ, or sinner's response. The goal here is to make sure they understand all four points and the implications these points have on them.
 - Offer to pray for them
 - Ask for contact information.
- **Follow-up:**
- Follow-up is a critical part of evangelism. With that in mind, if you feel comfortable, try get the phone numbers of the people you engage with so that you can contact them later.

THE GOSPEL

GOD Created and owns everything. GENESIS 1:1 — In the beginning God created the heavens and the earth. PSALM 24:1 — The earth is the Lord's, and all it contains, the world, and those who dwell in it. Is perfectly holy. 1 JOHN 1:5 — This is the message we have heard from Him and announce to you, that God is Light, and in Him there is no darkness at all. MATTHEW 5:48 — Therefore you are to be perfect, as your heavenly Father is perfect. Requires perfect obedience to His law. JAMES 2:10 — For whoever keeps the whole law and yet stumbles in one point, he has become guilty of all.	MAN Has broken God's law. ROMANS 3:10, 23 — There is none righteous, not even one . . . for all have sinned and fall short of the glory of God. Will pay the eternal penalty for sin. ROMANS 6:23 — For the wages of sin is death, but the free gift of God is eternal life in Christ Jesus our Lord. Cannot save himself by his good works. TITUS 3:5 — He saved us, not on the basis of deeds which we have done in righteousness, but according to His mercy, by the washing of regeneration and renewing by the Holy Spirit. <i>See also Isaiah 64:6; Ephesians 2:8–9.</i>
CHRIST Came to earth as both God and sinless man. COLOSSIANS 2:9 — For in Him all the fullness of Deity dwells in bodily form. Demonstrated God's love by dying on the cross to pay sin's penalty. ROMANS 5:8 — But God demonstrates His own love toward us, in that while we were yet sinners, Christ died for us. 2 CORINTHIANS 5:21 — He made Him who knew no sin to be sin on our behalf, that we might become the righteousness of God in Him. <i>See also John 3:16; 1 Peter 2:24.</i> Rose from the grave and is alive today. 1 CORINTHIANS 15:4 — And that He was buried, and that He was raised on the third day according to the Scriptures.	RESPONSE Must repent of all that dishonors God. ISAIAH 55:7 — Let the wicked forsake his way and the unrighteous man his thoughts; and let him return to the Lord, and He will have compassion on him, and to our God, for He will abundantly pardon. LUKE 9:23 — If anyone wishes to come after Me, he must deny himself, and take up his cross daily and follow Me. Must believe in Christ as Lord and Savior. ROMANS 10:9 — If you confess with your mouth Jesus as Lord, and believe in your heart that God raised Him from the dead, you shall be saved. <i>Will you repent and believe in Christ?</i> ACTS 17:30 — Therefore having overlooked the times of ignorance, God is now declaring to men that all everywhere should repent.