

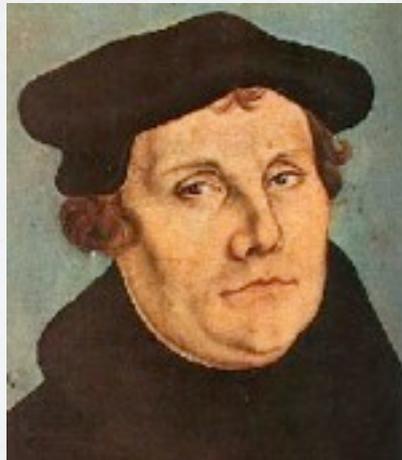


# BUILDING BRIDGES

- Personal Evangelism
- Based on Building Bridges Seminar by David J.Valleskey

# IS IT LUTHERAN TO TRY TO EVANGELIZE PEOPLE?

- “We have no other reason for living on earth than to be of help to others. If this were not the case, it would be best for God to kill us and let us die as soon as we are baptized and have begun to believe. But He permits us to live here in order that we may bring others to faith, just as He brought us.”



# WHAT DO THE SCRIPTURES SAY ABOUT SALVATION?

- ***Jesus is the only Way to life with God Now and Forever.***
- Look up John 14:6 and Acts 4:12.

# JOHN 14:6

- "I am the way, and the truth, and the life. No one comes to the Father except through me."
- Christianity is exclusive in that Jesus is the **ONLY WAY** to the Heavenly Father. He is the **ONLY WAY** to Heaven.

# ACTS 4:12

- “And there is salvation in no one else, for there is no other name under heaven given among men by which we must be saved.”
- Clearly no one can be saved unless one believes in Christ Jesus as their Lord and Savior.

# HOW DOES ONE BELIEVE IN CHRIST?

- The only way that one can believe in Christ as one's Savior is through the Holy Spirit calling that person into faith through the Gospel.
- What were you taught in catechism class concerning conversion?

**Answer: "I believe that I cannot by my own reason or strength believe in Jesus Christ my Lord or come to Him, but the Holy Spirit calls me by the Gospel ..."**

# WHAT DOES SCRIPTURE TEACH?

- Look up Mark 16:16
- Romans 10:14

# MARK 16:16

- Whoever believes and is baptized will be saved, but whoever does not believe will be condemned.
- (Mar 16:16 ESV)

# ROMANS 10:14

- How then will they call on him in whom they have not believed? And how are they to believe in him of whom they have never heard? And how are they to hear without someone preaching?
- (Rom 10:14 ESV)

# SOME STATISTICS TO PONDER!

- Most Americans have been to church and yet only 20 percent are regular attendees. - *The American Church in Crisis*
- 82% of the un-churched are at least somewhat likely to attend church if invited – *Dr Thom Rainer*
- "Only 2 percent of church members invite an un-churched person to church. 98% of church-goers never extend an invitation in a given year." - *Dr Thom Rainer*

# A FEW MORE STATISTICS

- "Only 21 percent of active church goers invite anyone to church in the course of a year" –*Dr Thom Rainer*
- "73% of people who dont attend church were never invited." –*Barna Group*
- "15% of Americans go to a religious service once a week." –*The Pew Forum on Religion and Public Life's U.S. Religious Landscape Survey*

# THERE IS GREAT OPPORTUNITY TO INVITE!

- An Asian student described in this way the influence of her friend who was used by the Lord in bringing her to faith: “She *built a bridge* from her heart to mine and Jesus Christ walked over it!”

# PEOPLE ARE RELATIONAL BEINGS

- It is important to be supported and feel camaraderie.
- Social networks are flourishing with young people. They want relationships.
- What does this have to say to the Christian Church?

# EVANGELISM IS NOT A PROGRAM BUT A PROCESS!

- Evangelism is best seen not as a program but as a process that is carried out most effectively friend to friend.
- A relationship of mutual trust and respect exists in a friendship.
- A setting of friendship allows for an unhurried and repeated sharing of the Gospel.
- Friendship gives a window on another person's life which can uncover opportune moments for talking about spiritual matters.
- Friendship permits a person to observe a Christian in action at close hand over a period of time and may lead the person to ask "the reason for the hope you have" (1 Peter 3:15)

# WHY DO PEOPLE INITIALLY COME TO CHURCH?

- One Survey: Over 14,000 people were asked what or who was responsible for bringing them to that particular church. The results:
- Special need 1-2%
- Walk-in 2-3%
- Pastor 5-6%
- Visitation 1-2 %
- Sunday School 4-5 %
- Evangelistic Crusade ½ of 1%
- Church Program 2-3%
- Friend/Relative 75-90%

# WHAT IS THE MOST EFFECTIVE WAY OF GAINING PEOPLE IN OUR CHURCHES?

- People who have relationships with those whom they are inviting!
- Friendship Evangelism is the best method of gaining new members in your church!
- But first you must build friendships in order to invite people who are un-churched to your church.

# THE WAY ST. PAUL BUILT BRIDGES:

- Look up 1 Thessalonians 2:1-12.

# 1 THESSALONIANS 2:1-12

- For you yourselves know, brothers, that our coming to you was not in vain. But though we had already suffered and been shamefully treated at Philippi, as you know, we had boldness in our God to declare to you the gospel of God in the midst of much conflict. For our appeal does not spring from error or impurity or any attempt to deceive, but just as we have been approved by God to be entrusted with the gospel, so we speak, not to please man, but to please God who tests our hearts. For we never came with words of flattery, as you know, nor with a pretext for greed--God is witness. Nor did we seek glory from people, whether from you or from others, though we could have made demands as apostles of Christ. But we were gentle among you, like a nursing mother taking care of her own children. So, being affectionately desirous of you, we were ready to share with you not only the gospel of God but also our own selves, because you had become very dear to us. For you remember, brothers, our labor and toil: we worked night and day, that we might not be a burden to any of you, while we proclaimed to you the gospel of God. You are witnesses, and God also, how holy and righteous and blameless was our conduct toward you believers. 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. (1Th 2:1-12 ESV)

# LET'S THINK ABOUT IT.

- What do the verses in 1 Thessalonians 2:1-12 indicate about the kind of spirit with which Paul approached the people of Thessalonica with the Gospel?
- What, if anything, would that spirit have had to do with the success of his ministry in Thessalonica?

# JESUS BUILDS A BRIDGE AND CROSSED THE BRIDGE TO A SAMARITAN.

- Look up John 4:3-26

# 1. HE ENGAGED IN CONVERSATION WITH HER.

- he left Judea and departed again for Galilee. And he had to pass through Samaria. So he came to a town of Samaria called Sychar, near the field that Jacob had given to his son Joseph. Jacob's well was there; so Jesus, wearied as he was from his journey, was sitting beside the well. It was about the sixth hour. A woman from Samaria came to draw water. Jesus said to her, "Give me a drink." (For his disciples had gone away into the city to buy food.) (Joh 4:3-8 ESV)
- Why was this better than an abrupt, "Are you saved?"

## 2. HE TURNED THE CONVERSATION FROM SECULAR TO SACRED.

- The Samaritan woman said to him, "How is it that you, a Jew, ask for a drink from me, a woman of Samaria?" (For Jews have no dealings with Samaritans.) Jesus answered her, "If you knew the gift of God, and who it is that is saying to you, 'Give me a drink,' you would have asked him, and he would have given you living water." (Joh 4:9-10 ESV)
- What are some ways by which we can make a transition to spiritual things?

### 3. HE REFUSED TO BE DRAWN INTO A RELIGIOUS ARGUMENT.

- The woman said to him, "Sir, you have nothing to draw water with, and the well is deep. Where do you get that living water? Are you greater than our father Jacob? He gave us the well and drank from it himself, as did his sons and his livestock." Jesus said to her, "Everyone who drinks of this water will be thirsty again, but whoever drinks of the water that I will give him will never be thirsty again. The water that I will give him will become in him a spring of water welling up to eternal life." (Joh 4:11-14 ESV)
- Why is it fruitless to argue about various religious questions with an unbeliever?

## 4. HE USED THE LAW TO REVEAL SIN.

- The woman said to him, "Sir, give me this water, so that I will not be thirsty or have to come here to draw water." Jesus said to her, "Go, call your husband, and come here." The woman answered him, "I have no husband." Jesus said to her, "You are right in saying, 'I have no husband'; for you have had five husbands, and the one you now have is not your husband. What you have said is true." (Joh 4:15-18 ESV)
- Why, generally speaking, is it insufficient merely to say to an unbeliever, "Believe in Jesus as your Savior and you will have eternal life."?

# 5. HE ANSWERED OBJECTIONS BRIEFLY.

- The woman said to him, "Sir, I perceive that you are a prophet. Our fathers worshiped on this mountain, but you say that in Jerusalem is the place where people ought to worship." Jesus said to her, "Woman, believe me, the hour is coming when neither on this mountain nor in Jerusalem will you worship the Father. You worship what you do not know; we worship what we know, for salvation is from the Jews. But the hour is coming, and is now here, when the true worshipers will worship the Father in spirit and truth, for the Father is seeking such people to worship him. God is spirit, and those who worship him must worship in spirit and truth." (Joh 4:19-24 ESV)
- What is the folly of "majoring in minors"?

# 6. HE REVEALED HIMSELF AS THE WOMAN'S SAVIOR, I.E. HE PREACHED THE GOSPEL.

- The woman said to him, "I know that Messiah is coming (he who is called Christ). When he comes, he will tell us all things." Jesus said to her, "I who speak to you am he." (Joh 4:25-26 ESV)
- Under what circumstances might one start and end with step #6?

# HOW MIGHT WE BUILD FRIENDSHIP BRIDGES TODAY?

- I. Establish contact
  - A. As Jesus did: for example the Woman at Jacob's Well and Zaccheus
    - 1. We should not restrict our friendships only to Christians.
    - 2. Don't pull up the bridge and leave a moat between you and others.
    - 3. "If Christians want to be the salt of the earth, they have to get out of the salt shaker."

# BUILDING BRIDGES

- B. Each Christian lives in his or her own personal mission field.  
F.R.A.N. network:
  - **F**riends
  - **R**elatives
  - **A**ssociates
  - **N**eighbors

# EXAMPLES FROM THE NEW TESTAMENT

- Look up each of the following passages and note (1) who the missionary was and (2) what the mission field was
  - Mark 5:19
  - John 1:41
  - John 1:45
  - Matthew 9:9-13
  - Acts 10 (especially v. 24)

# MARK 5:19

- And he did not permit him but said to him, "Go home to your friends and tell them how much the Lord has done for you, and how he has had mercy on you." (Mar 5:19 ESV)
- Who was the missionary?
  - Man cured of demon possession
- What is the mission field?
  - his friends

# JOHN 1:41

- He first found his own brother Simon and said to him, "We have found the Messiah" (which means Christ). (Joh 1:41 ESV)
- Who was the missionary'?"
  - Andrew
- Who was the mission field?
  - his brother Simon Peter

# JOHN 1:45

- Philip found Nathanael and said to him, "We have found him of whom Moses in the Law and also the prophets wrote, Jesus of Nazareth, the son of Joseph." (Joh 1:45 ESV)
- Who was the missionary?
  - Philip
- Who was the mission field?
  - Nathanael

# MATTHEW 9:9-13

- As Jesus passed on from there, he saw a man called Matthew sitting at the tax booth, and he said to him, "Follow me." And he rose and followed him. And as Jesus reclined at table in the house, behold, many tax collectors and sinners came and were reclining with Jesus and his disciples. And when the Pharisees saw this, they said to his disciples, "Why does your teacher eat with tax collectors and sinners?" But when he heard it, he said, "Those who are well have no need of a physician, but those who are sick. Go and learn what this means, 'I desire mercy, and not sacrifice.' For I came not to call the righteous, but sinners." (Mat 9:9-13 ESV)

# MATTHEW 9:9–13 (CONTINUED)

- Who was the missionary?
  - Jesus
- What was the mission field?
  - Sinners

# ACTS 10:24

- And on the following day they entered Caesarea. Cornelius was expecting them and had called together his relatives and close friends. (Act 10:24 ESV)
- Who was the missionary?
  - Peter
- What was the mission field?
  - Cornelius, Cornelius' relatives and close friends (Gentiles)

# IN THE EARLY CHURCH

- “The primary change agents in the spread of the faith ... were the men and women who earned their livelihood in some purely secular manner, and spoke of their faith to those whom they met in this natural fashion.” (Kenneth Scott Latourette, *A History of the Expansion of Christianity*).

# FOR DISCUSSION

- Studies have shown that a typical church member has on the average six to eight un-churched friends or acquaintances. This is her or his mission field.
- Let's divide into groups and discuss these questions and then compare results.
- I. How might one increase his or her personal mission field?
- Why might a lay person have a better chance than his or her pastor of approaching such a person with the gospel of Jesus Christ?

# AS CHRISTIANS WE SHOW GENUINE CONCERN FOR OTHERS

- Jesus was other person centered in His ministry; He was never too busy
  - With Mary, He took as much time to talk to her as she wanted.
  - He spent the day with Zacchaeus
- For Discussion:
  - What gets in the way of our taking time with people?
  - What might we do to remedy the situation?

# A WAY OF ESTABLISHING CONTACT IS SERVING OTHERS BY MINISTERING TO THEIR EVERYDAY NEEDS.

1. Survey by Edwin Rauff, *Why People Join the Church*: 180 interviews, in seven counties that were at least 50% un-churched, of people who had recently joined a church who had not been members before or hadn't been attending for at least five years.
2. His main survey question was: "What made you think of joining a church at this time?"

# SOME ANSWERS GIVEN

- *Family relationships and responsibilities* (need for children's baptisms or Sunday school training; children started first and brought parents; marriage problems, so turned to the church for help)
- *Influence of Christian people* (saw a difference in the quality of life of a friend, relative, neighbor, or co-worker and connected that difference in some way to the person's religious conviction)

# MORE ANSWERS

- *Church visit, program, special event, sacred act* (attended wedding, funeral, baptism, confirmation; attended some special church activity [marriage seminar, youth program, etc.] )
- *Personal crisis* (illness, death of a loved one, etc.; some described selves as “losing control”)
- *End of rebellion* (a return to former values and principles; recalled childhood training and realizes it was time to “come back home”)

# MORE ANSWERS CONTINUED

- *Feeling of emptiness* (even though outwardly things were going good; amount of education and socio-economic level made no difference)
- *Influence of a pastor* (hospital visitation; family crisis; pastor's good reputation)
- *Response to evangelism* (reached through the formal efforts of a congregation that initiated an evangelism thrust within the community)
- *Reaction to guilt and fear* (freed from a sense of guilt and insecurity and given the assurance of salvation)

# LET'S DISCUSS THIS

- Look again at these reasons given for joining a church and ask about each one, “How could I use such a situation as an opportunity for a law-gospel witness?”
- Agree or disagree? Actions speak louder than words.

# BEING ALERT TO “TIMES OF TRANSITION”

- Definition: A span of time in which a person's family or family's normal, everyday life is disrupted by some event that puts them into an unfamiliar, and therefore often frightening, situation.
- What are some examples of such times of transition?
- Why might people be somewhat more willing to listen to the message of the Bible at such a time?
- Why is it important to “strike while the iron is hot?”

# BE AVAILABLE FOR THE LONG TERM

- Our attitude: Not, “I’ll be your friend if you come around” (a deceptive kind of ‘friendship’); but, “I want to be your friend, period.”
- Evaluate these statements:
  - “Most men and women are not looking for religion, nor do they often have the time or inclination to ask themselves questions about the meaning of life, nor do they perceive themselves as miserable sinners in need of forgiveness. But most men and women are looking for love.”

# EVALUATION CONTINUED

- “God’s evangelistic strategy is beauty. Evangelism starts with the beauty of God, and it also involves a beautiful bride, the church. God desires that through our lives the world will see His beauty ... There is God’s evangelistic strategy in a nutshell: He desires to build into you and me the beauty of his own character, and then put us on display... We can compare this beauty to music ... People need to hear this music; then they will respond to the words. And they need to hear it before they hear the words ...

# EVALUATION CONTINUED

- “After a neighbor has seen that you are a person of integrity, and that you care about him, a time will come when, having heard the music, he will be ready to ask about the reason for the hope that is in you . . . Neighbors must first hear the music by becoming aware of the beauty of God forming in our lives. In time some will want to hear the words to that music.”

# BE HONEST

- Don't be afraid to show you humanness
  - Paul struggling to overcome his sinful flesh
- For I do not understand my own actions. For I do not do what I want, but I do the very thing I hate. Now if I do what I do not want, I agree with the law, that it is good. So now it is no longer I who do it, but sin that dwells within me. For I know that nothing good dwells in me, that is, in my flesh. For I have the desire to do what is right, but not the ability to carry it out. For I do not do the good I want, but the evil I do not want is what I keep on doing. Now if I do what I do not want, it is no longer I who do it, but sin that dwells within me. So I find it to be a law that when I want to do right, evil lies close at hand. For I delight in the law of God, in my inner being, but I see in my members another law waging war against the law of my mind and making me captive to the law of sin that dwells in my members. Wretched man that I am! Who will deliver me from this body of death? Thanks be to God through Jesus Christ our Lord! So then, I myself serve the law of God with my mind, but with my flesh I serve the law of sin. (Rom 7:15-25 ESV)

# FOR DISCUSSION:

1. Non-Christians tend to be “turned off” by Christians who exhibit a “holier-than-thou” attitude. What is wrong with such an attitude?
2. To what degree should Christians be “in the world” in order to share God’s Word with people?
3. Sometimes Christians give the impression that if one becomes a Christian all of one’s problems will go away. Why is it harmful to give such an impression?

# SEE IN PEOPLE WHAT GOD SEES IN THEM

- The example of Jesus
  - 1. What was Simon/Peter like? What did Jesus see?
  - He brought him to Jesus. Jesus looked at him and said, "So you are Simon the son of John? You shall be called Cephas" (which means Peter). (Joh 1:42 ESV)
  - 2. What was Saul/Paul like? What did Jesus see?
  - The saying is trustworthy and deserving of full acceptance, that Christ Jesus came into the world to save sinners, of whom I am the foremost. But I received mercy for this reason, that in me, as the foremost, Jesus Christ might display his perfect patience as an example to those who were to believe in him for eternal life. (1Ti 1:15-16 ESV)

# SEE IN PEOPLE WHAT GOD SEES IN THEM

- 3. What was Zacchaeus like? What did Jesus see?
- He entered Jericho and was passing through. And there was a man named Zacchaeus. He was a chief tax collector and was rich. And he was seeking to see who Jesus was, but on account of the crowd he could not, because he was small of stature. So he ran on ahead and climbed up into a sycamore tree to see him, for he was about to pass that way. And when Jesus came to the place, he looked up and said to him, "Zacchaeus, hurry and come down, for I must stay at your house today." So he hurried and came down and received him joyfully. And when they saw it, they all grumbled, "He has gone in to be the guest of a man who is a sinner." And Zacchaeus stood and said to the Lord, "Behold, Lord, the half of my goods I give to the poor. And if I have defrauded anyone of anything, I restore it fourfold." And Jesus said to him, "Today salvation has come to this house, since he also is a son of Abraham. For the Son of Man came to seek and to save the lost." (Luk 19:1-10 ESV)

# SEE IN PEOPLE WHAT GOD SEES IN THEM

- 4. What was the man hanging on the cross with Jesus like? What did Jesus see?
- And he said to him, "Truly, I say to you, today you will be with me in Paradise." (Luk 23:43 ESV)

# FOR DISCUSSION

- Agree or disagree? Some people are hopeless cases.
- "For the kingdom of heaven is like a master of a house who went out early in the morning to hire laborers for his vineyard. After agreeing with the laborers for a denarius a day, he sent them into his vineyard. And going out about the third hour he saw others standing idle in the marketplace, and to them he said, 'You go into the vineyard too, and whatever is right I will give you.' So they went. Going out again about the sixth hour and the ninth hour, he did the same. And about the eleventh hour he went out and found others standing. And he said to them, 'Why do you stand here idle all day?' They said to him, 'Because no one has hired us.' He said to them, 'You go into the vineyard too.' And when evening came, the owner of the vineyard said to his foreman, 'Call the laborers and pay them their wages, beginning with the last, up to the first.' And when those hired about the eleventh hour came, each of them received a denarius. Now when those hired first came, they thought they would receive more, but each of them also received a denarius. And on receiving it they grumbled at the master of the house, saying, 'These last worked only one hour, and you have made them equal to us who have borne the burden of the day and the scorching heat.' But he replied to one of them, 'Friend, I am doing you no wrong. Did you not agree with me for a denarius? Take what belongs to you and go. I choose to give to this last worker as I give to you. Am I not allowed to do what I choose with what belongs to me? Or do you begrudge my generosity?' So the last will be first, and the first last." (Mat 20:1-16 ESV)

# FOR DISCUSSION

- How does one get to be more fully a person whose actions agree with his or her words?
- All Scripture is breathed out by God and profitable for teaching, for reproof, for correction, and for training in righteousness, that the man of God may be competent, equipped for every good work. (2Ti 3:16-17 ESV)

# WHAT DO YOU DO ONCE YOU HAVE BUILT A FRIENDSHIP BRIDGE?

- Look for openings, e.g., guilt, loneliness, feelings of meaninglessness or worthlessness, difficulty doing what is right, fear of death.
- Tell about the One who has won the victory over sin. (Use the Gospel to tell of Jesus their Savior.)
- Show how with Jesus as their Savior they also have one who helps them in every need:

# TELL THEM OF JESUS

- Guilt? Who is Jesus?
- The next day he saw Jesus coming toward him, and said, "Behold, the Lamb of God, who takes away the sin of the world! (Joh 1:29 ESV)
- Loneliness? What has Jesus promised?
- "I will not leave you as orphans; I will come to you. (Joh 14:18 ESV)
- Feelings of meaninglessness? How much are you worth to God?
- Greater love has no one than this, that someone lay down his life for his friends. (Joh 15:13 ESV)

# TELL THEM OF JESUS

- Difficulty in doing what is right? Of what does Jesus assure us?
- I am the vine; you are the branches. Whoever abides in me and I in him, he it is that bears much fruit, for apart from me you can do nothing. (Joh 15:5 ESV)
- Fear of death? What is Jesus' promise?
- Jesus said to her, "I am the resurrection and the life. Whoever believes in me, though he die, yet shall he live, and everyone who lives and believes in me shall never die. Do you believe this?" (Joh 11:25-26 ESV)

# WAYS TO SHARE JESUS ONCE THE BRIDGE HAS BEEN BUILT.

- A. The “personal testimony” approach: What Jesus means to me.
  - This tends to be looked down upon in some circles as too subjective, pointing to self rather than to Jesus.
    - If it does point to self rather than to Jesus, such criticism is justified.
    - But there is biblical warrant for proper Christian testimony.
  - Biblical examples
    - Read Psalm 66:16. What does the psalmist invite people to do?
    - Come and hear, all you who fear God, and I will tell what he has done for my soul. (Psa 66:16 ESV)

# BIBLICAL EXAMPLES CONTINUED

- Read Mark 5:19,20. What did Jesus instruct the Gerasene demoniac to do?
  - And he did not permit him but said to him, "Go home to your friends and tell them how much the Lord has done for you, and how he has had mercy on you." And he went away and began to proclaim in the Decapolis how much Jesus had done for him, and everyone marveled. (Mar 5:19-20 ESV)

# MORE BIBLICAL EXAMPLES

- Read 1 Peter 3:15.
  - What should we be ready to do?
  - With what kind of attitude will we want to do this?
- but in your hearts honor Christ the Lord as holy, always being prepared to make a defense to anyone who asks you for a reason for the hope that is in you; yet do it with gentleness and respect, (1Pe 3:15 ESV)

# AN OUTLINE FOR CHRISTIAN TESTIMONY TODAY.

- What I was
- What I am
- How this happened
- What this means to me
- How what I have can be yours also
- For discussion:
  - If someone were to ask you to describe what your Christian faith means to you, what would you say?
  - Agree or disagree? The worse my life was like before I became a Christian, the better will be my personal testimony.

# THE BIBLE STORY APPROACH

- What Bible stories might you use to respond to the following situations?
  - A person doesn't know the way to salvation.
  - Someone says, "I'm such a bad sinner, God will never forgive me"
  - A person was once an active Christian but now has wandered away and wonders, "Will God take me back?"
  - Your friend is more concerned about the things of this life than spiritual things.
  - Somebody is convinced that he or she will get to heaven because he or she is better than other really bad people.
  - A person used to go to church and thinks that is enough to get him or her to heaven.

# THE SCRIPTURE TEXT APPROACH

- Romans 3:23 – What does this Bible passage tell us about all people?
  - for all have sinned and fall short of the glory of God, (Rom 3:23 ESV)
- Romans 6:23a – What is the result?
  - For the wages of sin is death
- Romans 6:23b – What does this passage tells about what God has done?
  - but the free gift of God is eternal life in Christ Jesus our Lord.
- Acts 16:31 – How does what God has done become our own?
  - And they said, "Believe in the Lord Jesus, and you will be saved, you and your household." (Act 16:31 ESV)

# THE “COME AND SEE” APPROACH

- Andrew and Philip
  - He first found his own brother Simon and said to him, "We have found the Messiah" (which means Christ). He brought him to Jesus. Jesus looked at him and said, "So you are Simon the son of John? You shall be called Cephas" (which means Peter). The next day Jesus decided to go to Galilee. He found Philip and said to him, "Follow me." Now Philip was from Bethsaida, the city of Andrew and Peter. Philip found Nathanael and said to him, "We have found him of whom Moses in the Law and also the prophets wrote, Jesus of Nazareth, the son of Joseph." Nathanael said to him, "Can anything good come out of Nazareth?" Philip said to him, "Come and see." Joh 1:41-46 ESV)

# THE “COME AND SEE” APPROACH CONTINUED:

- The woman at Jacob’s well.
  - So the woman left her water jar and went away into town and said to the people, "Come, see a man who told me all that I ever did. Can this be the Christ?" (Joh 4:28-29 ESV)
- For Discussion:
  - What kind of “come and see” invitations might Christians use today?

# ANSWERING OBJECTIONS

1. You don't have to answer every question or objection for the Holy Spirit, by the gospel, to bring people to faith.
2. You don't have to handle a question or objection on the spot. Use your resources: pastor, other Christians, Bible helps. You can always get an answer and get back to your friend.
3. Objections or "tough questions" are often a ploy, or smokescreen, by which the person is trying to avoid the big question: How do I stand with God? Love for another person requires that we respectfully hear him or her out and respond as we are able, but keep returning to the main issue – sin and grace.

# ANSWERING OBJECTIONS

4. Clarify the issue, if necessary by asking, “What do you mean ...?”
5. Turn objections into opportunities with a “Yes, but ...” response (feel, felt, found): “I can understand how you *feel*. I myself have *felt* that way (or: I know of others who have felt that way). But I have *found*...”
6. Always get back to biblical ground. A discussion that sets only your opinion against someone else’s is a stalemate. Arguing is always losing. And “majoring in minors” (spending too much time on secondary or insignificant issues) is not witnessing. “Thus saith the Lord” is not arguable; and “sin and grace” is the only religious issue worth spending time to elaborate with a non-Christian. Without faith in Jesus, the rest of issues in religious thought can’t be understood properly.