

FOOTPRINTS INTO AFRICA

CHRISTIAN RESOURCES

# PERSONAL EVANGELISM



By: Bishop Warwick Cole-Edwardes

# STUDIES IN PERSONAL EVANGELISM

“Life is full of questions, some are trivial and some more serious – and some tremendously important. BUT the greatest, the ultimate questions, are about God and your relationship to him. Nothing in life is more important than this.” – John Blanchard

## HOW TO SHARE YOUR FAITH EFFECTIVELY

### THE MOTIVATION – Why must I?

There are 10 reasons:

1. Created for relationship (Gen 1:26, 1 Peter 2:10), but Man has been separated from God
2. Command of God – The Great Commission Matt 28:19-20; Acts 1:8; Matt 4:19
3. Christ’s love compels us ( 2 Cor. 5:14; 1 Cor. 9:16)
4. Cross of Christ (Col. 1:20; 5:8)
5. Called to Witness
6. Christ’s example
7. Conscious of the need
8. Coming judgement
9. Caring about people
10. Confirmation promises

### THE METHOD – When, where and who ...?

“Evangelism is an act of communication with a view to conversion”

“There is only one method: faithful explanation and application

– *J.I. Packer*

WHEN - Every opportunity; planned or unplanned 1 Peter 3:15

(However beware of becoming a Bible puncher – Eccles. 3:7b)

### WHERE?

In Conversation – Luke 24:13

Helpful ways to initiate discussion:

1. Expose your faith
2. Ask leading questions  
E.g. Do you think you will go to heaven when you die?
3. Suppose you wanted to go to heaven, why do you think God should let you into Heaven?

4. Do you think that before you could go to Heaven God would have to change anything about the way you live right now?
5. Help people see holes in their belief systems. (Remember never force discussion)

#### By Contact

John 4:1-26 The Master at work

Acts 17:16-34 Paul reasoning with the Athenians

The Biblical model – Acts 1:8

#### Areas of contact:

1. Work/business
2. Neighbourhood
3. Friendships/families
4. Travel
5. Leisure time

By a complete lifestyle - Our lives are the best witness of what we believe –  
Matt. 5:16

#### TO WHO?

1 Tim 2:4-7 Appointed as a herald

Acts 8:1, 4 All inclusive

# STUDIES IN PERSONAL EVANGELISM

## STUDY 1

### A CONCERN FOR SOULS

#### Introduction:

The Lord Jesus has told us to go into all the world and make disciples – He did not tell us to make converts – we are to make DISCIPLES.

Sadly today it can be said that too many Christians are not concerned themselves about leading souls to Christ; they seldom witness. Why is it that so many Christians think only of themselves?

*“Snug in our little nest, comfortable amid our surroundings, satisfied with our handful of overfed followers, we hold our services, preach our sermons and seem to have no care, no thought, for the perishing multitudes around us. **Yet God never told sinners to come to us – He told us to go to them.** Why then do we blame them for not coming in when the real blame is ours for not going out? God help us. Where there is no VISION the people PERISH.”* Oswald J. Smith

#### What are the reasons for this lack of concern?

1. There is no conception that an unrepentant soul is lost for eternity

(2 Thes. 1:9 “They will be punished with everlasting destruction and shut out from the presence of the Lord and from the majesty of His power.”

Matt. 25:46 “Then they will go away to eternal punishment, but the righteous to eternal life.”

Matt 13:42 “They will throw them into the fiery furnace, where there will be weeping and gnashing of teeth.”

Rev. 20:19 “And the devil, who deceived them, was thrown into the lake of burning sulphur, where the beast and the false prophet had been thrown. They will be tormented day and night for ever and ever.”

These verses teach us that if any person dies without Christ, they will spend eternity in Hell. Today many churches do not teach this. They teach that everybody is going to heaven because God is a God of love. This is very sad!

When somebody dies without Christ, they are eternally lost!

2. There is no concern for the lost

Today we find that many Christians go to Church and Bible Study, but they NEVER witness to others, and the reason is because there is no concern for the lost!

Acts 2:19 “I served the Lord with great humility and with tears, although I was severely tested by the plots of the Jews.”

Acts 20:31 “So be on your guard! Remember that for three years I never stopped warning each of you night and day with tears.”

2 Corinth 2:4 “For I wrote you out of great distress and anguish of heart and with many tears, not to grieve you but to let you know the depth of my love for you.”

These verses tell us that Paul preached and served the Lord with tears. When he preached he used to sometimes cry. Why was this? Because he knew that some of the people in front of him would go to Hell.

The Lord Jesus just before He went to the Cross, cried on the Mount of Olives because He knew that many of the people would not turn to Him.

To have a concern for the lost we have to love people, and be concerned for them and ask ourselves where many of them will spend Eternity.

### **3. Many Christians have no conception of the value of a soul.**

The Bible tells us, “What will it profit a man if he gains the whole world, but loses his soul?”

The most valuable thing in life is your soul.

- a. Its Nature and Origin – It is made in the image of God.
- b. Its capacity – A soul has the capacity of having fellowship with God.
- c. Its existence – every soul is immortal (live forever see Luke 16)
- d. The cost of its redemption – It cost Jesus his life (blood).

*David Brainerd* – “I wanted to wear myself out in God’s service for His glory. I did not care how or where I lived or what hardships I had to go through, so long as I could win souls for Christ.” – This is the mindset that Christians need today.

### **Conclusion:**

The Lord Jesus tells us to go and tell the world about what he did so that they can be saved and receive eternal life.

# STUDIES IN PERSONAL EVANGELISM

## STUDY 2

### THE BASIC NEEDS OF THE SOUL WINNER

The soul winner should process these characteristic and qualities in their own life:

#### Introduction:

Jesus told us to “go and make disciples”. One-to-one evangelism is best (the “hosepipe” method does not work – you can’t try and fill 10 bottles with the spray from a hosepipe, it is useless, however if you fill each one individually at the tap, they will fill up perfectly! It is the same with making disciples.

What are the requirements of a soul winner?

GODWARD REQUIREMENTS	MANWARD REQUIREMENTS
THE SOUL WINNER MUST	
Be soundly saved – nobody can lead someone to Christ if they do not know Jesus in their own lives.	A student of the Bible
Possess holiness of character – a life lived close to Jesus leads to a Holy lifestyle	A student of the Bible, a thorough growing knowledge of the Word of God  Be sincere -
Possess a high spiritual life – time must be spent before the Lord every day: reading the Bible and in prayer	Have a love for people
Have humility of spirit – pride and arrogance has no place	Be unselfish – be prepared to sacrifice things like time and money to spend time with others
Have a living faith – people must see devotion and love for Jesus	Be serious – Hell is a reality
Have simplicity of heart – in every way life should be lived in a simple way	Tender with people – treat people with grace and kindness
Thorough earnestness – people must see in our lives a serious and genuine desire to guide them to Christ	Live a holy life

All these characteristics must be seen in the life of a soul winner in order to lead others to Jesus

# STUDIES IN PERSONAL EVANGELISM

## STUDY 3

### WINNING HIS FRIENDSHIP

#### Introduction

Before we can lead a soul to Christ, we need to earn the right to do that; which we will do by winning the friendship of those we want to reach – we need to win their trust.

#### The Great Commission

The universal commission from Jesus is to “**go and make disciples of all nations**” (Matt. 28:19-20). Not every Christian will be a Pastor or a Missionary, BUT every Christian is to BE A WITNESS – Personal Evangelism is binding on every Christian – we should all witness for Jesus, no Christian is exempt from this.

This is not an easy task and it is not something that happens quickly, it takes concentrated effort, time and prayer.

#### A Concentrated Method

Mass-evangelism is believed by some to be the quickest way of reaching people. However, Jesus spent three years training only his Twelve.

Col. 1:28 “We proclaim him, admonishing and teaching everyone with all wisdom, so that we may present everyone perfect in Christ.”

Paul wanted to present every man mature in Christ.

The command is to make disciples not converts! DL Moody said “One sanctified man is worth ten just saved men.”

#### Multiplication by Discipleship

1. Friendship – this is where it starts. It involves sacrifice because time needs to be spent with people. You need to get to know them and cultivate their interests.
2. You will need to PRAY for them. (Jn. 6:44 “No one can come to me unless the Father who sent me draws him, and I will raise him up at the last day”)
3. You must seek to live the life of a Christian before them. (Matt. 6:5+16; 2 Cor. 6:3)
4. When you feel a person is ready, then invite them to where the Gospel is being preached.



# STUDIES IN PERSONAL EVANGELISM

## STUDY 4

### AT THE FOOT OF THE CROSS

Ultimate Questions – John Blanchard

Journey into Life – Norman Warren

How to be a Christian – John Stott

1. THE FACT OF SIN (Rom 3:23; Rom 6:23)

Sin has done three things:

Spoiled us

Spread throughout our lives

Separated us from God

2. THE MEANING OF THE CROSS (1 Tim 1:15; 1 Peter 2:24)

Jesus our substitute

Jesus took God's wrath on Himself

Jesus did everything that was necessary to save us, we cannot save ourselves.

3. THE NEED OF A STEP – A DECISION

John 3:16 – Believe on Christ

Matthew 11:28 – Come

John 1:12 – Receive

4. COUNT THE COST

The cost needs to be explained. (Luke 9:57-62; 14:15-33. The cost is total and it will involve repentance, (Acts 20:21) and surrender to Christ (Mark 8:34).

5. PRAYER OF COMMITMENT


Pray the prayer of commitment with them. (See Sinner's Prayer under section "How to Share your Faith Effectively" – ***Coming to a Decision***)

## STUDY 5

### FOLLOW UP

#### WHAT TO DO IMMEDIATELY:

 Give them a Bible

 Give them a Daily Reading Plan and show them how to have a Quiet Time in the Word and spend time with God. E.g. Daily Bread or any Devotional book.

# STUDIES IN PERSONAL EVANGELISM

## STUDY 6

### HOW CAN I BE SURE?

#### HOW TO BRING ASSURANCE

Once you bring a soul to Christ, you must carefully follow them up.

#### Reading:

Being a Christian – *John Stott*

Manna in the Morning

1. The Bible ( Rev 3:20, John 6:47, Matt 11:28)
2. It is important to bring assurance to a new Christian and that assurance will come through the Bible.
3. The Cross (1 Peter 3:18) The work of Jesus on the cross was finished.
4. The Holy Spirit (Galatians 5:22) The Holy Spirit comes into our lives at conversion and then changes our lives, making us like Jesus.

# STUDIES IN PERSONAL EVANGELISM

## STUDY 7

### GROWING AS A CHRISTIAN

#### BIBLE READING – THE WORD

The Bible is food – and time must be spent in reading the Bible every day.

The Bible is light

The Bible is a mirror

The Bible is a weapon – it is the sword

#### PRAYER

1. What is prayer? – Simply talking to God our Father
2. It links us with God
3. Why must we pray?
4. Jesus prayed (Mark 1:15)
5. Jesus tells us to pray (Luke 11)
6. Jesus answers prayer (1 John 5:14)
7. It is a sin not to pray (1 Samuel 12:23)

#### HOW TO PRAY

**A**doration – Worship God for his love, faithfulness and sovereignty

**C**onfession

**T**hanksgiving

**S**upplication – praying for others (missionaries, family and friends)

#### GOING TO CHURCH - FELLOWSHIP

The need for fellowship

New Christians need good teaching and Bible study. It is important that they be taught and instructed in the way of God.

#### ACTIVE SERVICE - WITNESSING

As new Christians grow they themselves need to become active witnesses

At home – this is not always easy, but it is very important.

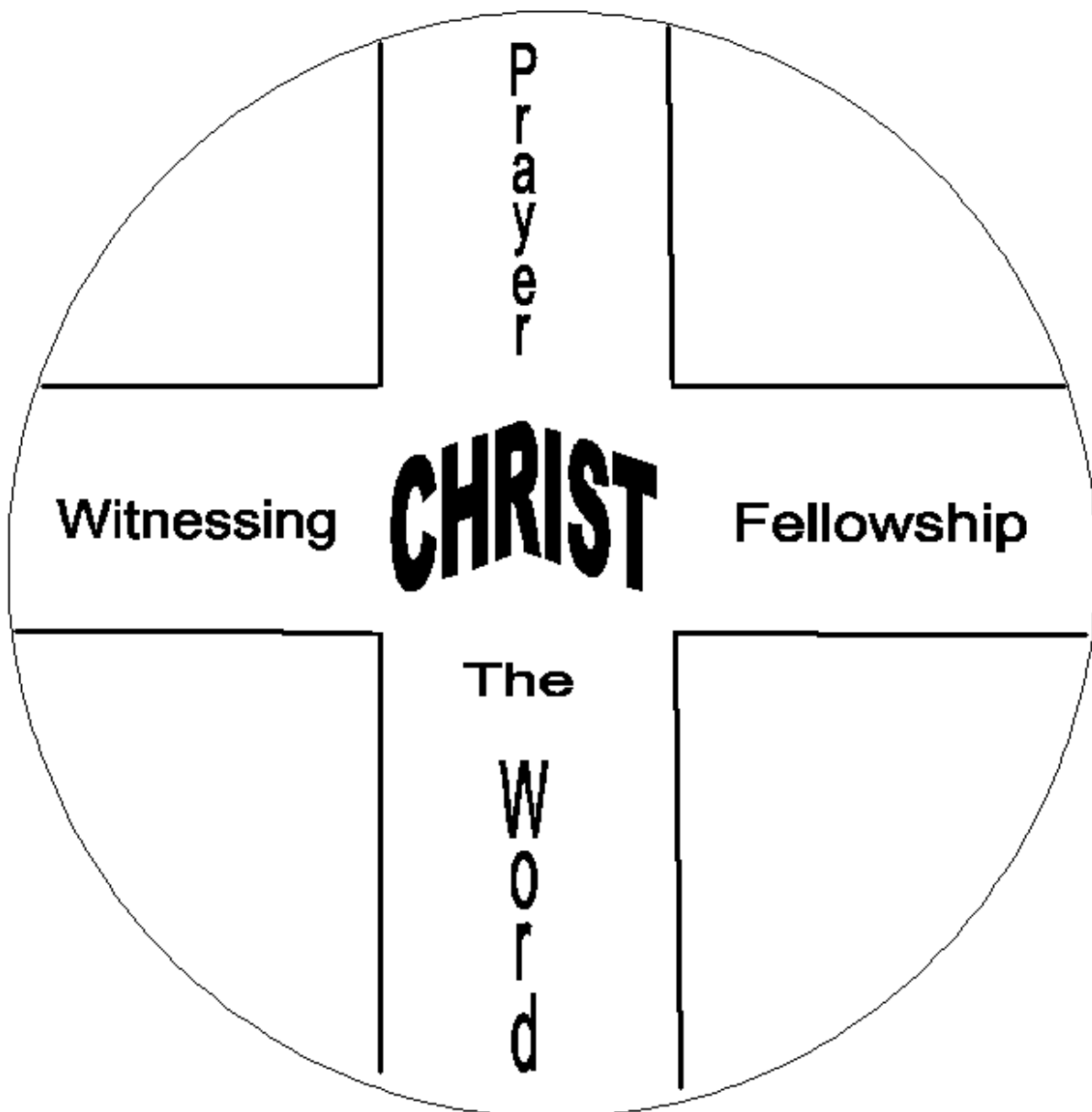
At work, at school, at the sports club ... etc.)

All Christians need to go as witnesses for Jesus.

# STUDIES IN PERSONAL EVANGELISM

## GROWING AS A CHRISTIAN

### **THE OBEDIENT CHRISTIAN**

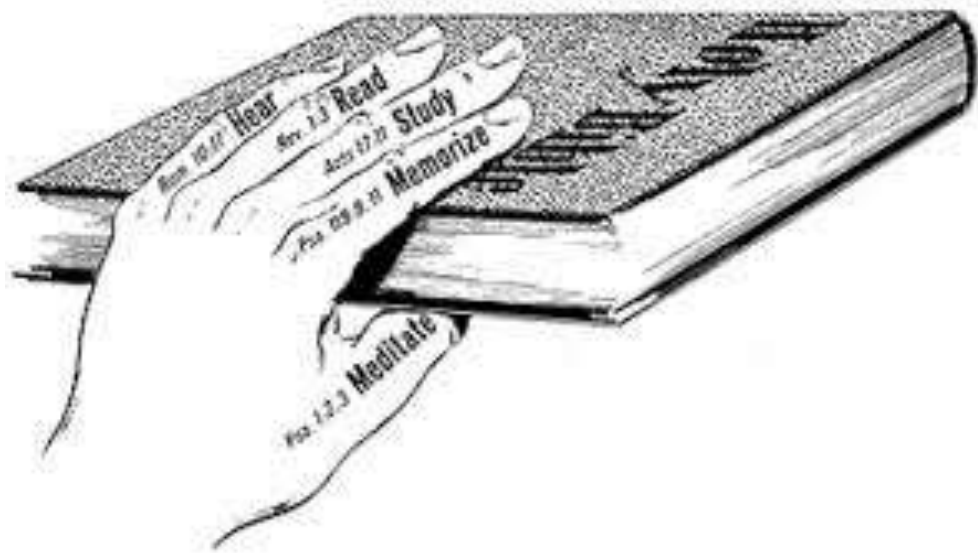


### **IN ACTION**

STUDIES IN PERSONAL EVANGELISM

GROWING AS A CHRISTIAN

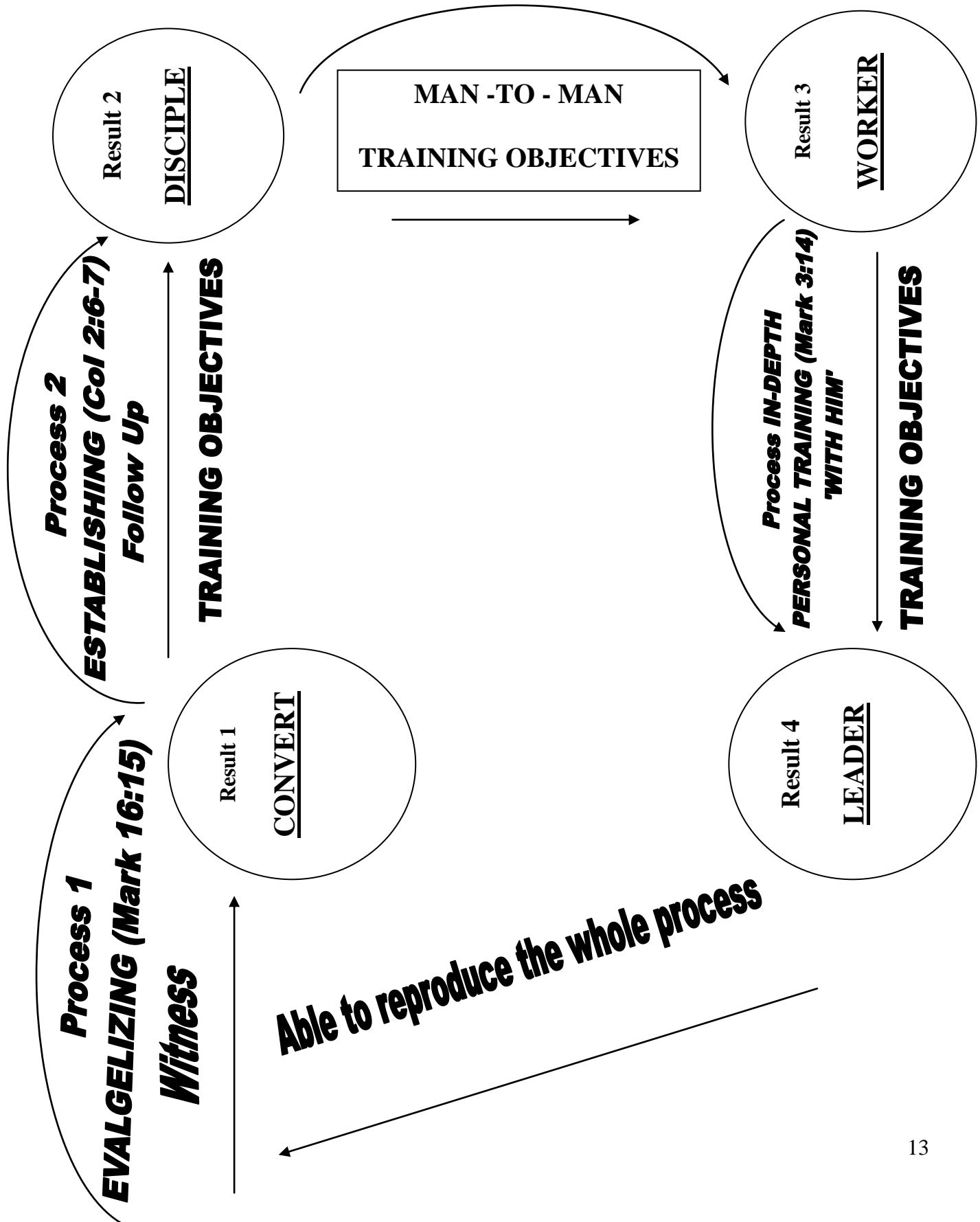
HEAR	READ	STUDY	MEMORIZE	MEDITATE
Romans 10:17	Revelation 1:3	Acts 17:11	Psalm 119:9,11	Psalm 1:2,3



# STUDIES IN PERSONAL EVANGELISM / STUDY 8

## HOW TO GROW A DISCIPLE

Process: **EQUIPPING** (Ephesians 4:11-21) Result:



# STUDIES IN PERSONAL EVANGELISM

## STUDY 9

### HOUSE TO HOUSE VISITATION

#### 1. IT'S IMPORTANCE AND ADVANTAGES

- a. It is apostolic
- b. It bring you near to people
- c. You can reach people you otherwise could never reach
- d. It wins people's confidence and attention
- e. It show you how others live and so you can deal with them
- f. people are more open in their homes
- g. gives opportunities regarding home life
- h. sanctifies the home
- i. results in many conversions

#### 2. HOW TO DO HOUSE TO HOUSE VISITATION

- a. Be systematic
- b. By districts
- c. Selection home
  - i. Canvas
  - ii. People not attending
  - iii. Children in Sunday School
  - iv. Youth work
  - v. Funerals
  - vi. Weddings
- d. Pray
- e. Introduce yourself the best way you can
- f. As soon as possible open the Scriptures

## **HOUSE-TO-HOUSE VISITATION**

### **1. ITS IMPORTANCE AND ADVANTAGES**

#### **1. IT IS APOSTOLIC**

The Apostle Paul was a house to house visitor. In **Acts 20:20** he calls to the minds of the Ephesian elders the fact that he had taught them not only publicly, but also “from house to house”. Many of us feel above this work, but the Apostle Paul the prince of preachers found a great deal of time to do it. We have also the example of Christ Himself. Not a little of His work was done in the home. One of the most touching scenes of His life was in the home at Bethlehem, with Mary sitting at His feet listening to the words of eternal life (**Luke 10:39**).

#### **2. IT BRINGS YOU NEAR TO PEOPLE**

When Mr. Moody was in Glasgow, some one asked him how to reach the masses, and his reply was, “Go to them.” There is no better way of getting near to them, than by going into their homes. One of the simplest solutions of the problem of how to reach the un-churched in city and country is to go right into their homes.

#### **3. YOU CAN GET HOLD OF PEOPLE THAT YOU CANNOT REACH IN ANY OTHER WAY**

There are people who never enter a church, who will not attend a theatre service, not a missions meeting, those who will not even attend an open-air meeting, BUT there is nobody who does not live somewhere, therefore you can get hold of everybody by house-to-house visitation. There are special classes who can be reached in this way, and in this way alone; for instance the very poor, who are afraid to enter a church because of their shabby dress, or who may be utterly unable to leave home on account of the multiplicity of home duties. The sick also can be reached only in this way. Then, in the city there are many who would not attend church if they could; among these are the infidels, the great majority of Roman Catholics, and still other classes of non-church going people, who are never seen within the walls of an evangelical church. Some workers pay no attention to Roman Catholics because they think they are already Christians; others pay no attention to them because they think they cannot be reached. Doubtless, many Catholics are true Christians, but they have a very perverted kind



of Christianity. And a very large proportion of them, moreover, are not Christians at all; they have no saving knowledge of Jesus Christ; they are wrapped in superstition and darkness. A large proportion of the Catholic population will not go into a tent meeting, a mission hall, nor even stop at an open-air meeting. Take for example the Poles in some of our large cities. The only way to reach them is to go right into their homes. That the Catholics cannot be reached is a very great mistake. Many a minister can tell of the large number of them that have been converted and come into the church. When converted they make most faithful church members. They have been trained regarding their duty to the church and when once shown their duty to the Lord Jesus Christ they make splendid Christians. There is no better way to reach them than by house to house visitation. You may not get them the first time, nor the second time, nor the third, but they are bound to yield at last to simple genuine kindness.

**4. IT WINS PEOPLES CONFIDENCE AND ATTENTION**

Many people seem to feel that a great honour has been bestowed upon them when the missionary, minister, or Christian worker calls at their home and takes an interest in them. I once called upon a saloon-keeper, but I did not realize what an honour he considered had been conferred upon him, until a neighbouring saloon-keeper afterwards upbraided me for not calling upon him, and asked me if he was not just as good as the other man. Few Christian workers realize how much good it does people to go into their homes and what a short road it is to their confidence and attention. You first go to them, and then they will afterwards come to you.

**5. IT GIVES YOU AN OPPORTUNITY TO SEE HOW THE PEOPLE LIVE, AND THUS TEACHES YOU HOW TO DEAL WITH THEM**

It has been well said that “one-half of the world does not know how the other half lives,” and we never will know until we go right into their homes. It is a perfect revelation to see some people on Sunday in their Sunday clothes, and then go on Monday and see them at work in the home. We are forced to say, “Does this woman come from a house like this?” or “Does this child come from a home like this.”

**6. THEY WILL OPEN THEIR HEARTS TO YOU MORE FREELY AT THEIR OWN HOMES THAN ELSEWHERE**

People feel at home at home. They are always more or less restrained at church, or in an inquiry meeting, or in a mission hall – less probably in a mission hall than in a church, and still less in a

cottage meeting than either – but when you get them at home they throw off restraint and talk freely. You never know what is going on in people's hearts until you go to their homes and they open their hearts to you there.

**7. IT OFFERS OPPORTUNITY FOR CLOSE DEALING WITH SOULS**

You can get at a man for close personal dealing far better in a quiet home than anywhere else. People do not like to open their hearts in public, and even an inquiry meeting is more or less public.

**8. IT AFFORDS OPPORTUNITIES FOR SUGGESTIONS REGARDING HOME LIFE**

The great majority of people need to be taught how to live in this world. They need to be taught plain truths on plain subjects. The ignorance of many poor people on the little affairs of every-day life is perfectly astonishing. One great trouble with many poor people is that they do not know how to live, they do not know what to eat, or how to cook what they buy; they do not know how to dress, or how to spend their money to the best advantage. They do not know how to train their children. They do not know how to eat properly at the table, nor how to make a bed or air their houses. A family living in Minneapolis were in great poverty and destitution; they were in absolute need of the bare necessities of life. The attention of a friend of mine was called to them and he sent me \$7 with the request that I should go and look them up, investigate the case, and if I found them in real distress, give them this money. I called and found them in very great need. The mother was sick in bed, and the father out of work, the glass out of the window and an old garment stuffed in its place. They were without the commonest necessities of life, and I saw at once that it was a case of real distress. Being quite without experience at the time, I gave the family the \$7 as requested. Thinking it well to follow up the work, I called again. To my astonishment, I found they had used the \$7 in purchasing a mirror that reached from the floor to the ceiling. It was simple ignorance on their part.

I once gave a man some money to buy groceries for a family in extreme destitution. When he came back I asked him what he had bought. He told me among other things, that he had bought three pounds of cheese and a lot of sugar. I asked him why he bought the sugar, and he said the father said the children liked to have it to eat. A few instructions as to the most economical food to buy and how to prepare it would save many a family from want, without it being necessary to give them a cent.

**9. IT SANCTIFIES THE HOME**

Let a minister of Jesus Christ, a true man of God, go into a home and talk and read the Bible and pray, and that home is a different place ever afterward. If the minister is a man who in his prayer actually brings God down to the place where he is praying, it will make a change in that household. The same is true of the visit of a godly woman. Often times after that they will be on the point of doing something wrong, when they will think what the messenger of Jesus Christ said in that prayer. They will think hallowed things when they go into that room. Many a home has been changed by the presence of the minister of God. You can set up a family altar for them. When you get people converted who have had religious training they know what family worship means, but if they have never had family worship it never occurs to them that they ought to have family worship at home. Tell them to "set up a family altar," and you might as well talk Greek to them, but go into their homes, read the Bible to them and pray, then ask them, "do you enjoy that", and when they say "Yes", tell them to keep right on doing it every day, and show them how to keep on.

## **10. IT RESULTS IN MANY CONVERSIONS**

It is a question whether any other form of Christian work results in as many satisfactory conversions as house-to-house visitation. Of course it is a great deal more gratifying to our pride to stand up before a large audience and speak to them; there is an exhilaration in doing that, but when it comes down to definite larger results in souls won for Christ, than patient house-to-house visitation. I have often thought that a person who would devote his whole life to going from house to house week after week, would have a far more splendid record at the end of life than the minister who preaches to, from one hundred to one thousand every Sunday. Take the London Home Missionary Society, they are doing a magnificent work in many directions, but a very large proportion of it is this kind of work. Many women are employed for simple house to house visitation, and they are accomplishing great results. I am sure we have been laying comparatively too much stress on the church as a church and the gathering at the central meeting house and too little on the work in the scattered homes.

A great deal of foreign missionary work, and often times the best part of it, is house to house work. Foreign missionaries have been far wiser in their work in this direction than we have at home. Perhaps it is so partly from the necessities of the case.

## **II. HOW TO DO HOUSE-TO-HOUSE VISITATION**

### **1. BE SYSTEMATIC**

It pays to be systematic in everything. The man who has a plan for doing things and carries out his plan is the man who reaps the largest results..

Many, however, spend their whole time in making plans they never carry out. Better have a poor plan that you execute, than a perfect plan that you spend your whole time in elaborating on but never carry out.

## **2. A THOROUGH HOUSE TO HOUSE VISITATION SHOULD BE MADE BY DISTRICTS**

What I mean by thorough house to house visitation is that every habitation in the district should be visited. This is the true way to begin a country pastorate. In a town where there are other churches than your own you can invite the Methodists to the Methodist church, Congregational people to the Congregational church etc., but you should not be too sensitive about calling on people that do not belong to your own flock. Better to call upon someone that belongs to some one's else flock, than to leave someone neglected. Surely if your own church is the only one in the vicinity, you should visit every habitation in that part of the country. It will take time; you will have less time for general reading and for study than if you did not do this work, but you are in the ministry to win souls, and not primary for the glorification of your intellect. You must spend and be spent; you must make full proof of your ministry. Just so in the city, you should yourself visit every family, or else get every family visited. It is not the man who can preach good sermons who succeeds; it is the man who gets hold of the people. In district visitation, it should be borne in mind that people are constantly moving, and need to be visited very frequently.

In an evangelistic campaign, one of the first things that should be done is to have a house to house canvass of every house and habitation anywhere within reach of the church, or churches, where the meetings are to be held. Every family in the town or district where you are working should be visited. That means not merely that someone should go to the door with a dodger in his hand which he hastily gives to the first person who comes to the door, it means that someone should go into every house in the town. Visitors should be sent out two by two to go to every house and deal with the people personally about their salvation. If it is a union meeting it is well that the two should be of a different denomination. There should be a through house to house canvass of every city at least once a year, covering the entire city. This is easily accomplished when the churches unite in the work.

## **3. SELECT HOMES FOR REGULAR VISITATION**

In some communities you must visit every home regularly, and where you cannot do it yourself, you can see that it is done. In other communities it is wise to visit only part of the homes regularly.

How shall we select the homes?

- a) By thorough canvass  
As you go around visiting from home to home you will find some homes that should be visited regularly, and others that it will not do to visit regularly. Do not be too hasty in concluding that it is of no use to visit a certain family. For instance, do not conclude because a family is Roman Catholic it is of no use to visit them regularly. Every one of much experience knows that some of the “hopeless” families are those which turn out best in the long run.
- b) Select persons who do not attend church  
Every person who does not attend church should be visited. Not merely the members of your church should be visited regularly and systematically, but those who do not attend at all should be visited.
- c) The parents of the children who attend the Sunday School  
You have a good excuse and a wide opening in visiting the parents of the children who attend your Sunday School. Of course there may be exceptions. There are sometimes children attending Sunday School whose parents do not know that they are attending, and who would be angry and opposed if they did know. In such cases the parents should not be visited, or if they are visited, nothing should be said to them about the children attending the Sunday school.
- d) Parents of children you get hold of on the street  
Talk to the children as you go about the street, and if you find children that do not attend Sunday School anywhere, go and visit their homes, go and deal with their parents, and gather the whole family into the church of God.

When Mr. Moody was engaged in Sunday School work in Chicago, he was constantly picking up children on the street and getting them into the Sunday school, and afterwards getting into their homes. One day on the street he met a little girl with a pail. He asked her if she went to Sunday School. She said she did not. He then gave her a hearty invitation to his school, and she promised to go, but she did not keep her promise. He at once began to watch for that girl. Weeks after he saw her on the street. He started for her, and

she broke into a run and he ran in pursuit. Down one street and up another she went, the eager missionary running behind her. Finally she shot into a saloon and he followed. On she went up a back flight of stairs and Mr. Moody still in close pursuit. She dashed into a room and under a bed. He followed and pulled her out by the feet and had a talk with her. Her mother was a widow with several children; her father had been a drunkard. Mr. Moody had a talk with the mother and called again and again, until at last the whole family was won for Christ, and became prominent in the work of the Chicago Avenue Church. There are many families that you can get hold of in no other way than by such persistent pursuit.

- e) Funerals afford a good opportunity to get hold of a family  
Almost anybody wants a minister to conduct a funeral. When you once get an entrance into a home this way, do not let go of it. I do not know how many families I have gotten hold of by being invited to conduct a funeral in the home. Do not consider your work done when the funeral has been conducted, just consider that an opening for further work.
- f) Weddings also afford good opportunities for getting into homes  
When you conduct a wedding do not be satisfied when the \$5.00 is safely deposited in your pocket. You have gained an opening into another family, another opportunity to winning a family for Christ, follow it up.

#### **4. KEEP BOOKS**

Be just as systematic and thorough as a man in business. Have your families classified alphabetically and by streets. Keep an accurate record of when you called last and the result of your call. If one has a large parish, the card system of indexing is better than the use of books.

#### **5. ALWAYS REMEMBER TO PRAY BEFORE STARTING OUT**

If there is any work that requires wisdom, it is house-to-house visitation, and God alone can give the wisdom that is necessary.

#### **6. INTRODUCE YOURSELF THE BEST WAY YOU CAN**

It is impossible to lay down rules about this. It often takes almost infinite tact to get into a home, and quite as much tact to keep

there after you get in. Frequently it is necessary not to let it be known in first coming to the home that you are there on a religious errand. Proceed to win the confidence of the people. Be very courteous. Do not notice any rudeness on the part of the people you are visiting; leave your pride at home, and no matter what insults are offered you, let them pass unheeded. Remember that you are there not to serve your own interests, nor to spare your own feelings, but as a ambassador of Jesus Christ, and to win souls to Him. If you keep your eyes open, an opportunity will afford itself for doing some kindly thing that will open the hearts of the people to you, and win their confidence. A young lady got into one home by offering to do the washing of an overworked woman. It was hard work, but it won that woman and her husband, and child to Christ. The woman who was thoroughly worldly, became a very active Christian, and the husband who was a drunkard is now in heaven. The child has grown up into a fine young man.

Take an interest in the things the people you are visiting are interested in. One minister got an entrance into the home of a surly farmer by proving that he could plough. Be sure to notice the children. Children are worth noticing anyway, and there is no surer road to the confidence and affection of the parents than by showing attention to the children.

#### **7. AS SOON AS POSSIBLE OPEN THE SCRIPTURES**

Very frequently it is not wise to begin this at once. It must be led up to. When the time comes, the Scriptures should be thoroughly applied. Use them to convince of sin, to reveal Christ, to bring to a decision, to lead to entire consecration, and to instruct in the fundamental duties and truths of Christianity. It is astonishing how little the average man or woman really catches of a plain sermon. If there is to be thorough indoctrination in fundamental truths it must be done largely in the houses.

# STUDIES IN PERSONAL EVANGELISM

## CHILDHOOD CONVERSION

### INTRODUCTION

- 1) Children are born sinners (Ps. 51:5)
- 2) But even younger children may be converted  
E.g. Matthew Henry was converted when he was 4 years old
- 3) In Evangelizing Children, we have 2 main channels for conveying the Gospel  
(2 Tim. 3:14-15)
  - a) Our lives (2 Tim. 1:3-5)  
Timothy was saved through the lives of his mother and grandmother.
  - b) Biblical Instruction  
Teach the whole Bible for relating the character and nature of God, and the drama of redemption.  
  
Teach the Gospel itself  
My son, pay attention to what I say, listen closely to my words [hearing];  
Do not let them out of your sight (seeing), keep them within your heart  
[memorizing, meditating]; for they are life to those who find them and  
health to a man's whole body. (Prov. 4:20-22)
    - i) Help them hear it....
    - ii) Help them see it....
    - iii) Help them retain it....
- 4) What do we look for and encourage as indications of the work of God in our children?
  - a) Conviction (Jn. 16:8-11), (Acts 2:37), (1 Cor. 14:14-25)
    - i) Sin
    - ii) Righteousness
    - iii) Judgement

Note: It is concerning the “awakened” child that we feel our greatest fears. We fear either leading the child to a premature confidence that they are converted (Jer. 6:14); and we fear, on the other hand, leaving them to an unhealthy despair.

- b) Revelation (1 Sam 3:1-10) especially v7+8 (Mt 11:25-27)  
(Jn. 6:67-69), (10:16, 26-27)



A great desire to read and to love God's word.

c) Regeneration (Eph 2:4-5), (Ezek 16:1-6), (Jn. 3:3-8)

Evidenced in at least 3 ways:

i) Repentance and faith (conversion)

It is often difficult to tell the difference between an "unawakened" child and a converted child.

ii) An awakened child may deal in some degree with repentance and faith over and over again, seeking assurance. The exact date of their conversion will likely be unknown.

iii) Little confidence should be put in the praying of a prayer or an emotion, walking the aisle, etc.

iv) The principle issue for the well nurtured awakened child is assurance that he has been given life from God.

d) Therefore our response to the child's hopeful conversion should always be positive, encouraging and sincere. Help the child see the basis upon which he can have assurance of new life. Say something like this: "I'm thrilled that you are repenting and trusting in Christ. More than anything we want to know that God has really changed your heart. The way we will know is if you continue repenting of sin and trusting in Christ and if you act like a true Christian...that is, you have a new heart that loves to obey God. Sometimes we do not know that until we are in a place where it really costs us to be a Christian. Let's see what God does. We'll watch and pray about it. As questions come up, we will talk about them."

e) Often it is difficult for the child to know until the child faces the choice between his peers and Christ. (Lk. 14:25-35)

(a) Obedience (1 Jn. 3:4-10), (James 2:14-19)

(b) Perseverance (1 Cor. 15:1-2), (1 Ptr. 1:6-7)

## SUMMARY

Finally:

- ❖ LET YOUR CHILDREN BE HONEST...HEAR THEM
- ❖ DON'T BE PARALYSED WITH FEAR, BUT TRUST GOD
- ❖ PRAY