

THE ART OF PERSONAL WITNESSING

A Navigator Seminar
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Seminar Outlines

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The Art of Personal Witnessing

Seminar Outlines

Introduction

The joy of witnessing to a friend about Christ and the privilege of seeing a person pass from death to life.

I. You Can Witness Effectively to Individuals

A. Christ promised to make you a fisher of men (Matthew 4:19).

1. You may not be a Peter, but you can be an Andrew:

Illustration - A shoe salesman named Edward Kimball led D. L. Moody to Christ.

Illustration - 7 of the 12 apostles were won through individual work.

2. The command to “follow Him,” and the promise “I will make you fishers of men.”

B. The Lord Jesus, though He taught large groups, is also our example in individual witnessing.

Illustration - 19 times the Lord Jesus taught one person.

C. It is the greatest work God permits men to do, and the hardest.

1. He does all the saving; we help in the seeking (Luke 19:10).

2. Satan bitterly opposes something so effective as individual witnessing.

D. Therefore witnessing is an art to be learned. It takes:

1. Personal preparation and equipping - for a boldness - something to say.

2. Knowledge of how to approach a person who is seemingly uninterested or even hostile to the things of God.

3. Ability to tell the gospel story simply and forcefully.

4. Knowledge of how to care for the one you have led to the Lord.

E. The first question: “Are you following the Lord Jesus?”

1. Do you know the Lord Jesus as your own personal Saviour? (II Timothy 1:12)

2. You must come to have a working knowledge of the Scriptures.

a. Individual witnessing is hand-to-hand spiritual conflict. (II Corinthians 4:3,4)

b. You must use spiritual weapons. (Ephesians 6:17; Jeremiah 23:29)

II. The Place of the Bible in Individual Witnessing

A. Importance of the Bible in Personal Work

1. "Seed to the sower and bread to the eater" (Isaiah 55:10,11)

a. "Seed to the sower"

Illustration - The sower in Luke 8:11

- Born again (I Peter 1:23; Jas. 1:18)

b. "Bread to the eater..." (Matthew 4:4; I Peter 2:2)

2. Only the Bible shows the way of salvation. (II Timothy 3:15)

3. It is the only weapon for this spiritual conflict.

a. The problems are spiritual. (Acts 26:18; II Corinthians 10:3,4)

b. The weapons must be spiritual. (Ephesians 6:17; Matthew 4)

c. Problem: Suppose someone says, "I don't believe the Bible so don't quote the Bible to me."

(1) It is STILL the Sword of the Spirit! Illustration - A swordsman and "I don't believe in swords!" (Jeremiah 23:29)

(1) It is still the Scriptures that the Holy Spirit uses to:

(a) Bring conviction of sin and show the need of the Saviour.

(b) Show them that Christ is the Saviour they need.

(c) Show them how to receive Christ as Saviour.

(d) Answer their difficulties that are hindering them from receiving Christ.

(e) Give them assurance of salvation.

B. One of best ways to come to a working knowledge of the Bible for effective individual witnessing is Scripture Memory.

1. Fills heart with what to say (Jeremiah 20:9)

2. Permits you to speak with confidence (I Peter 3:15; Psalm 119:42)

3. Personal victory (Psalm 119:11)

Unit 3 “Check-Yourself” Test

Memory Verses:

- I John 5:11,12
- I Corinthians 10:13

1. What is one reason why Christians do not witness? _____

2. What does Satan do when defeated at one point? _____

3. What did Satan do when quoting Psalm 91:11,12? _____

4. What happens when our lives and the hidden Word are energized by prayer? _____

5. What verses did the author use to show the true basis of success? _____

Answers To “Check-Yourself” Tests - Unit 3

- 1. They do not know what to say.; 2. He attacks at another.; 3. He left part of it out.; 4. We shall have increasing victory.; 5. Joshua 1:8.*

IV. You Can Memorize If You Know How!

Note: Other reasons for memorizing Scripture

1. Direction finder - Illustration - John 3:16
2. Meditation (Joshua 1:8; Psalm 1:2,3)
3. Commanded (Deuteronomy 6:6,7)

A. You can memorize

1. You have a poor memory? Most people do! Most people we work with have poor memories.
2. Your memory is better than you think. Illustration - Two ladies on a street corner
3. Psychologically you can memorize. Law of association and review
4. Many older people have
5. You must simply apply the rules of memory
 - a. One of these is
 - b. Haven't memorized yet even if you can "repeat" it.
6. Don't have time? It doesn't take time, it saves time! Do it while washing dishes, shaving, etc.
7. Besides, the Lord will help you.

B. How

1. Have a definite plan
 - a. Learn two verses per week
 - b. Be consistent - very important
 - c. Review - every day
2. Some tools to help
 - a. Beginning With Christ
 - b. Going On With Christ
 - c. Navigators Topical Memory System

Note: Next week most important basis of all for effective witnessing.

Assignment

1. Memorize I John 1:9 and John 16:24
2. What to you are the three most important reasons for committing Scripture to memory?
3. Write out briefly your plan for systematically committing Scripture verses to memory.
4. List three of your greatest problems with Scripture memory and how you feel you can overcome them.

Unit 4 “Check-Yourself” Test

Memory Verses:

- I John 1:9
- John 16:24

1. What is one of the best ways to acquire a working knowledge of the Bible? _____

2. How does memorizing Scripture help a person find his directions in the Bible? _____

3. How does memorizing Scripture help us to meditate on the Word? _____

4. Where is the verse that states, “And these words, which I command thee this day, shall be in thine heart”? _____

5. To the person who says, “I can memorize a verse today, but tomorrow I will forget it,” what would you answer? _____

Answers To “Check-Yourself” Tests - Unit 4

1. Memorizing Scripture verses. 2.; 2. One verse will call to mind the contents of the chapter. 3.; 3. We can recall the verse to mind any time during the day.; 4. Deuteronomy 6:6.; 5. “You did not really memorize it; you only repeated it.”

V. The Real Basis for Witnessing (Acts 22:14,15)

Now, most important of all:

A. Personal relationship with Christ (Acts 22:14,15)

1. We speak that we do know” (John 3:11)
2. “...that ye may know that ye have eternal life” (I John 5:13)

B. Personal fellowship with Christ

1. Why?

a. Then he can share what he has “seen and heard” (I John 1:3)

- (1) A personal worker points to Christ.
- (2) What he says is real and alive.
- (3) This is real witnessing!

b. Then there will be boldness (Acts 4:13) “Unembarrassed freedom of speech”

c. Then there will be a Christ-likeness about the personal worker (Acts 4:13; II Corinthians 3:18)

2. How?

- a. Illustration - Getting to know a friend better.
- b. Get time with Christ, daily.

Assignment

1. Memorize I John 1:3 and Acts 4:13
2. Read “Going On With Christ”
3. Write a brief paragraph on how you know that you have eternal life.
4. What are some of the main reasons why you should have a daily time set aside for personal fellowship with Christ?

Unit 5 “Check-Yourself” Test

Memory Verses:

- I John 1:3
- Acts 4:13

1. Whom did God send to heal Saul of his blindness? _____

2. For what three things had God chosen Paul, before witnessing was mentioned? _____

3. What have some said that witnessing consists of? _____

4. According to Acts 1:8, what are we to witness about? _____

5. What will the quiet time do for us in addition to giving us something to say to others? _____

Answers To “Check-Yourself” Tests - Unit 5

1. Ananias.; 2. (a) thou shouldest know his will; (b) see the just one; (c) hear the voice of his mouth.; 3. Taking a good look at the Lord, and telling people what we have seen.; 4. The person ' of the Lord Jesus Christ.; 5. It will give us the boldness to say it.

VI. How to Have a Quiet Time

A. A definite time

1. Early in day is best, if possible...get to bed at night!!
2. Start with 15 minutes a day
3. Be consistent.

Illustration - The weather

B. A definite place

1. Completely alone, if possible. (Matthew 14:23)
2. Away from distractions
 - a. In storage room
 - b. At a park if weather is nice
 - c. In basement

C. A simple method

1. First...the Word. This feeds the soul. (Matthew 4:4)
 - a. Concentrate on Person of Word - motive is to know Him
 - b. Have plan even if you are simply reading
 - c. A study plan if practical
 - d. Note down the blessings in a notebook
2. Prayer
 - a. Confession
 - b. Praise
 - c. Thanksgiving
 - d. Intercession
 - e. Petition

Note: Do you have a time set aside each day for personal fellowship with Christ? This is a must! Nothing will take its place.

Assignment

1. Memorize Matthew 6:33 and Philippians 4:13
2. Set aside 15 minutes a day for a Quiet Time.
3. For your own benefit write down where and when you plan to have your daily quiet time.
4. What do you intend to do during that quiet time? (Be specific in your answer.)

Unit 6 “Check-Yourself” Test

Memory Verses:

- Matthew 6:33
- Philippians 4:13

1. Who was the king who signed a decree to cast into a den of lions anyone who prayed to someone other than the king? _____

2. What time of the day did the author suggest for the quiet time? _____

3. What is the secret to getting up earlier in the morning? _____

4. How should we begin our quiet time? _____

5. Where do you find some of Paul's intercessory prayers for others? _____

Answers To “Check-Yourself” Tests - Unit 6

1. Darius.; 2. Before breakfast.; 3. Getting to bed earlier at night.; 4. With the Word of God.; 5. Philippians 1, Ephesians 1 and 3.

VII. The Power for Witnessing - The Holy Spirit (*Acts 1:8*)

Illustration - Peter

The Apostles (*Acts 4:31,33*)

A. This is a spiritual ministry (*Ephesians 6:12*)

1. Person outside of Christ is spiritually dead (*Ephesians 2:1*)
2. Person outside of Christ is blinded by Satan (*II Corinthians 4:3,4*)

- person may be ever so brilliant in other things...business...science...

B. It is God Who must work a miracle.

1. Of course we are unqualified in our own strength.
2. But God needs a spokesman - That's YOU, the personal worker
3. Therefore a personal worker must be filled with the Spirit

Illustration - *John 15:26,27*. Are you filled with the Spirit?

C. What is involved in this?

1. Confession of all known sin (*Psalm 66:18; Acts 24:16* i.e. "acknowledge")
2. A complete surrender of the will to follow Christ (*Matthew 4:19; Luke 9:23*)

Illustration - Young lady giving herself in marriage

Illustration - A soldier who wants to keep his job

3. By faith depending upon the Person of the Holy Spirit
 - a. To guide you to the right person to help

Illustration - Mendenhall in London, 11 alcoholics

- b. Guide you in the use of the right Scripture
- c. That the Word through you will not be in word only, but in Power (*I Thessalonians 1:5*)
- d. To point the needy soul to Christ (*John 16: 14*)

"He shall glorify me..." says Christ.

Note: In witnessing you can only go so far...a point comes where you step back and the Holy Spirit does His work in the heart.

Application:

1. Do you have any known sin unconfessed?
2. Have you surrendered your will to Him?
3. Step out by faith, depending upon the Holy Spirit to guide and give you power to witness to the saving grace of Christ.

Assignment

1. Memorize Acts 1:8 and Ephesians 5:18
2. Review daily all the verses you have learned thus far and quote them to someone word for word.
3. List three main reasons why the personal worker must be led by the Holy Spirit.
4. What must be true in a person's life if he is to be Spirit-directed?

Unit 7 "Check-Yourself" Test

Memory Verses:

- Acts 1:8
- Ephesians 5:18

1. What two truths are seen in Acts 1:8? _____

2. Acts 4:29 records the prayer of the apostles for boldness in speech. Was this boldness granted? If so, what verse proves it? _____

3. What verse states the Lord will not hear us if we have unconfessed sin in our lives? _____

4. What does it mean to "deny self"? _____

5. Have you surrendered your will to Christ? Are you willing to step out on faith and depend upon the Holy Spirit to guide you in your witnessing? _____

Answers To "Check-Yourself" Tests - Unit 7

1. (a) Promise of power, and (b) assurance that on receiving that power, we shall be witnesses for the Lord.; 2. Yes (Acts 4:31).; 3. Psalm 66:18.; 4. To say no to ourselves, and yes to Him.; 5. Your answer.

VIII. Lay the Groundwork for Witnessing

A. Start praying

1. Ask Lord for wisdom about who.

Illustration - Phillip and the eunuch

- Usually your friends, neighbors & business associates

2. Start praying for them.

a. Breaking down of indifference or hostility Illustration - Electric eye

b. Preparation of soil of the heart (John 16:8)

c. Liberation from power of Satan (II Corinthians 4: 3,4)

3. Pray specifically - by name. Be definite with God.

4. Pray for courage to speak for Christ (Acts 4: 29,31)

B. Getting the opportunity

1. Be alert for opportunities - people are hungry (Proverbs 14:13)

- Those closest to us sometimes have the greatest need.

2. Be friendly to all (Luke 15:1)

a. Without jeopardizing testimony

b. No "holier than thou" attitude

3. Live the Life! You are to be the salt of the earth. What is salt for? "To make people thirsty," (John 4:10)

4. Demonstrate sincere interest in the person (Acts 10:38)

a. Ask God for real love.

b. Be willing to show love.

(1) Visit

(2) Cookies

(3) Helpful at time of difficulty - sorrow.

5. Remember, in fishing, you must go where the fish are! Count no opportunity too small.

Application: Will go into the approach next time. In the meantime, start a prayer list of people for whose salvation you will pray regularly.

Assignment

1. Memorize Acts 4:29 and I Peter 3:15
2. Start a prayer list of unsaved friends for whom you are going to pray regularly.
3. List what you consider to be the three most effective means to get an opportunity to witness.
4. List some specific ways that you can go about getting an opportunity for individual witnessing with someone that you know.

Unit 8 “Check-Yourself” Test

Memory Verses:

- Acts 4:29
- I Peter 3:15

1. Give an example from the Scriptures of the way God prepares certain hearts to hear the gospel. _____

2. What should we ask God concerning unsaved friends? _____

3. Can you describe the condition of people around us today? _____

4. Where do we find Christ's answer when He was criticized for eating with sinners? _____

5. What must we do to make opportunities for witnessing? _____

Answers To “Check-Yourself” Tests - Unit 8

1. Ethiopian eunuch (Acts 8); 2. That their hostility or indifference to the gospel might be broken down and that they will be delivered from Satan's power.; 3. Unhappy and seeking spiritual satisfaction.; 4. Mark 2:17.; 5. Demonstrate sincere interest in people and show love for them.

IX. The Approach

A. Get going!

Exodus 4:12 - "Go"

Mark 16:15 - "Go"

John 1:41,45 - "Find"

You must get going

Even forego some Christian fellowship (Luke 5:31,32)

Be on the "lookout" for opportunities

Illustration - Business man in Seattle

B. Study the person

Note: There are two people to know: Christ and the person to whom you wish to make Christ known.

Note: You don't have to know all the answers!!

C. Win confidence

1. His interests

Illustration - D. L. Moody played tennis all afternoon with a young man who expected to be buttonholed.

2. Honest and sincere commendation Illustration - Bellhop's mustache

3. Thoughtful service and courtesies (Acts 10:38)

4. The power of a simple testimony (Psalm 107:2)

a. Illustration - John 9:25

b. Suggest you write out your personal testimony

Assignment

1. Memorize Mark 16:15 and Psalm 107:2
2. Write out in brief your own testimony, so you could give it in five minutes,
3. What two persons must we know in order to witness effectively?
4. What thoughtful services or courtesies might you render to some non-Christian friends of yours?

X. Telling the Story

A. Getting the opening to tell the story

- 1. Use an appropriate Gospel tract.
- 2. Ask permission to speak to them about Christ.
- 3. Say “May I tell you about something that has meant more to me than anything else in life?”

Note: This is why we suggested you get your testimony clearly in mind.

- 4. Here be courteous ... and straight forward!
 - a. Always be courteous. (II Timothy 2:24)
 - b. At the same time, don’t be devious. Come straight to the point.
 - c. And ... **STICK TO THE POINT.**

B. Some Do’s and Don’ts in Telling the Story

- 1. Don’t pre-suppose a negative response. Assume a positive response.
- 2. Bring them face to face with the **PERSON OF CHRIST ...** stay off unnecessary doctrinal issues.
- 3. As soon as you are into the interview **USE YOUR BIBLE.**
- 4. Don’t try to force ... you can’t force the Spirit’s work!
- 5. **NEVER, NEVER ARGUE.**
- 6. Keep it simple.

C. Above all...be sure you tell them the **GOSPEL.** Note: Many things that supposedly are gospel preaching, are not.

What is the Gospel? (I Corinthians 15:3,4)

Assignment

- 1. Memorize I Corinthians 15:3,4 and II Timothy 2:24
- 3. What are some reasons why argumentation does not work in individual witnessing?
- 4. How far do you think you should go in trying to answer the “pet doctrines” of cults, etc.?

Unit 10 “Check-Yourself” Test

Memory Verses:

I Corinthians 15:3,4

II Timothy 2:24

1. When handing a tract to others, what should our actions and attitude reveal to them? _____

2. What is a key passage regarding courtesy in the Christian's life? _____

3. Does courtesy and gentleness mean we are to use a devious back-door approach? _____

4. Does conviction of sin come from the arguments we set forth? If not, from where does it come?

5. Who is our example in keeping the message simple, in easy-to-understand language? _____

Answers To “Check-Yourself” Tests - Unit 10

1. That we are personally interested in their eternal welfare.; 2. II Timothy 2:24,25.; 3. No.; 4. No, from the Holy Spirit.; 5. Christ.

XI. The Story to Tell

A. The condition of the lost (Ephesians 2:1; Acts 26:18; II Corinthians 4:3,4)

B. The ONLY remedy is the gospel (Romans 1:16)

C. We are to preach the gospel, not our opinions.

1. In simplicity
2. Without argument
3. In the power and conviction of the Holy Spirit

D. What is the gospel? (I Corinthians 15:3,4)

1. The fact of sin (Romans 3:23)

Illustration - The two men jumping a chasm

2. The penalty of sin...DEATH (Romans 6:23; Romans 5:12)

a. God hates sin because it robs us of so much; therefore, He decreed that the penalty should be DEATH.

b. The penalty is not to live a good life; go to church regularly.

c. Either YOU must pay that penalty, or someone must pay it for you.

3. Christ paid the penalty.

a. ONLY Christ could (Acts 4:12)

- (1) No sin of HIS own
- (2) Worth more than all who ever lived

b. Christ did. (I Peter 2:24)

4. But...we must accept.

a. We may know the facts, but we must appropriate HIM.

Illustration - A nice dinner. You must eat to benefit.

b. How do we take HIM for ourselves?

John 1:12 - "Them that believe on His name."

Believing involves more than intellectual assent.

It involves "receiving Him." Receiving Him involves REPENTANCE. One cannot be saved without repenting. To repent means to change one's mind about God, about sin, etc., and TURN from it in faith to God.

John 1:13 - “not of blood” (not by inheritance); “nor of will of flesh (self effort); “nor of will of man” (trusting some man)

“Yes, I want to turn from things and receive Christ, but how do I receive Him?” Answer: Rev. 3:20

Note: What happens to them now?

Assignment

1. Memorize Romans 3:23 and Romans 5:8
2. Enroll in Topical Memory System.
3. What are some things that characterize the condition of a person outside of Christ?
4. Write out in your own words how you would lead a person to Christ.

Unit 11 “Check-Yourself” Test

Memory Verses:

1. Romans 3:23
2. Romans 5:8

1. To what facts has Satan blinded the unsaved man? _____

2. Regarding the four points of the gospel, what point does Romans 3:23 support? _____

3. Must the penalty for our sins be paid? _____ How is it paid if we accept Christ as Saviour?

4. Does a person become saved by admitting he is a sinner and that the penalty of sin is death? _____

5. What verse could you give to show we are not saved by inheritance, self-effort, or by trusting some human being? _____

Answers To “Check-Yourself” Tests - Unit 11

1. The facts of the gospel.; 2. The fact of sin.; 3. (a) yes, (b) by Christ.; 4. No.; 5. John 1:13.

XII. Caring for the New Christian

A. Assurance - How do I know?

1. Doubt will come.

Illustration - I've asked many Christians about this.

2. Two reasons

a. Trust in feelings

b. Don't realize that Bible says you can know for certain.

B. Begin follow up immediately.

By follow up we mean giving spiritual care ... individually.

1. Infants need IMMEDIATE CARE

a. Born into God's family as a baby

b. Baby needs to be fed, protected, and trained

c. Therefore, every baby needs a parent (I Corinthians 4:15)

d. God commits the baby to the parent Illustration - My children...committed to God

e. What happens to the converts? Depends on whether we take our responsibility as parents.

f. Personal worker gives "first bottle of milk" - "Beginning With Christ."

2. Satan attacks immediately...doubt...temptations, etc.

C. How?

Assignment

1. Memorize II Peter 3:18 and I Corinthians 4:15

2. Review twelve weeks of notes

3. List some evidences that we might expect in the life of a person who has made a sincere decision for Christ.

4 Are we right in assuming that when a convert does not go on he was insincere? State reasons.

Unit 12 “Check-Yourself” Test

Memory Verses:

II Peter 3:18

I Corinthians 4:15

1. If a person comes to know the Lord on Tuesday night, when should we begin our follow-up?

2. Is it common for young Christians to have doubts about their salvation? _____

3. What is the second reason that Christians often lack assurance of salvation? _____

4. If we are unable to contact the new Christian by a visit or phone call, what can we do? _____

5. How should a Christian read his Bible? _____

Answers To “Check-Yourself” Tests - Unit 12

1. The same night.; 2. Yes.; 3. Failure to realize it is possible to “know” we have eternal life.; 4. Write a letter.; 5. Consistently and consecutively.

XIII. Continuing the Care of the New Christian

A. Pray daily for the one you counseled.

B. Contact that one within 48 hours.

1. Preferably by visit

Note: There may be some instances in which this might not be wise. Look to the Lord to lead you.

2. Telephone call for a word of encouragement.

3. Write a letter.

Illustration - Mrs. Mendenhall's letter.

C. What to do?

1. Encourage them to memorize the verses of "Beginning With Christ," then enroll in Topical Memory System.

2. Encourage them to read the Bible.

3. Encourage them to become active in a good Bible believing church.

4. Visit with them regularly and pray with them.

5. Help them to have a daily quiet time.

6. Encourage them to share with others what Christ has done for them.

D. Remember

1. God wants this new Christian to grow and in turn become an effective witness.

2. Therefore, you must give him continuing personal help.

Assignment

1. What are some things you might do personally to encourage and help a new Christian?
2. As you look back over the weeks you have been memorizing Scripture, list some of the outstanding results that have come to your life from these passages.
3. What have been the greatest blessings to your own life as a result of your daily quiet time?
4. Enroll in The Navigators *Topical Memory System*.

Unit 13 “Check-Yourself” Test

Memory Verses:

- Review all the verses you have learned in this seminary and quote them to someone word for word.

1. What verse shows the necessity of desiring the milk of the Word if we expect to grow in the Christian life? _____

2. Is it true that even though Satan blinds the minds of the unsaved, he no longer troubles them after they receive Christ as Saviour? _____

3. What particular attack of Satan can be met by using I Corinthians 10:13? _____

4. What verse assures us God has made provision for failures of His children? _____

5. If the first three assurances discussed in the text are to meet the attacks of Satan, what is the fourth assurance for? _____

6. How does I Peter 5:8 describe Satan? _____

7. Are most of God's promises which have to do with growth and fruit-bearing conditional or unconditional? _____

8. Even though we feel too weak and inadequate to live a victorious life, what verse in II Corinthians will be an encouragement to us? _____

9. What is the strongest force in the universe? _____

10. Why should a Christian attend a local church? _____

Answers To “Check-Yourself” Tests - UNIT 13

1. I Peter 2:2.; 2. No.; 3. His attacks are where he tells us we are too weak to stand against temptation.; 4. I John 1:9.; 5. For our needs in future warfare, witnessing and personal needs.; 6. As a “roaring lion” seeking whom he may devour.; 7. Conditional.; 8. II Corinthians 12:9.; 9. Love.; 10. For instruction and fellowship with other believers.