

Personal Evangelism:

How to Find Contacts

and

Initiate Bible Studies

Prospecting

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It is quite possible and probable that many times we have overlooked opportunities to teach the gospel simply because we fail to recognize those opportunities. Would you have thought Saul of Tarsus to be a good prospect? The woman at the well? The Philippian jailer? The adulterous woman? We say the gospel is for ALL – do we really mean it?

When you make a list of prospects, don't try to "project" what their reaction will be or what the "probable result" will be. You really don't know!

➤ **Some Possible Prospects**

- Visitors, spouses of members, other relatives, members' friends, neighbors, new residents.
- Dating couples, business associates, clerks, tellers, young people, shut-ins, door-to-door contacts, etc.

➤ **Persuasion Is Needed** (Acts 2:40; 17:4-5; 26:28; 28:24; 2 Cor. 5:10-11)

- Get this and get it good: There will rarely be anyone who will not need *some degree of persuasion* to obtain a Bible study. It would be nice if "fish would jump into the boat as I hit them in the head with an oar," but they just don't.
- Remember, in most cases your prospect is in one of the three S's: Sincere, Saved, Satisfied.
 - He generally is honest in saying this. We must never give the impression that we doubt his sincerity.
 - Make absolutely certain you are not "giving up" too soon just because the prospect may be a little negative. You & I might be a little negative under similar circumstances.

**Slightly edited*

Finding Prospects to Teach

And He said to them, "Go into all the world and preach the gospel to every creature." (Mark 16:15)

1. Relatives who are non-Christians (John 1:35-42).
2. Friends (John 1:43-46; Acts 10:24).
3. Visitors to our services (I Cor. 14:23-25; James 2:1-4).
4. Non-Christian spouses (I Peter 3:1-2).
5. Our older children and young people (Acts 10:2; 11:14; 16:15, 31, 34; 18:8; I Cor. 1:16; 16:15).
6. Former members who no longer attend (Gal. 6:1; James 5:19-20).
7. Neighbors (John 4:28-30, 39-42).
8. Dating couples.
9. Fellow co-workers.
10. New residents in town.
11. Door-to-door contacts.
12. Newspaper ads.
13. Sports, organizations and clubs.
14. School (fellow students/teacher/cafeteria employee/janitor, etc.).
15. Barber/hair-stylist, doctor/dentist, mechanic, grocery store, etc.

ALL are prospects unless proven otherwise.

WHO?

“I’m Gonna Convert Somebody Someday.”



GONNA

is not in the dictionary

SOMEBODY

is not in the phone book



SOMEDAY

is not on the calendar

GET SPECIFIC!!

Getting Started In Personal Evangelism

Who?

- We need to get a number of people clearly in mind.

- 1.
- 2.
- 3.
- 4.
- 5.

“Someday, I’m gonna convert somebody” – is too vague! Get specific!

Pray For Them

- I Timothy 2:1; Romans 10:1-3; Colossians 4:2-3; 2 Thessalonians 3:1

Get to Know Them

- Out of genuine interest and concern for these precious souls, find out as much as you can about them.
 - Family, work, religious convictions, member of a church, hobbies, general interests?
- Regarding religion, what have you discussed with them in the past?

Think About Tools

- Tracts, Correspondence courses, Home study classes, CD/DVD sermons
- Worship services at the congregation: regular times and meetings
- Familiarize yourself with ALL of these so you can interest others in them, too!

Plan Your Work

- Decide what approach you are going to make to reach this precious soul.
 - 2 Timothy 2:24-26; Colossians 4:5-6; I Peter 3:15

Work Your Plan!

-Do It! Don’t Delay!

- John 9:4; Ecclesiastes 9:10; James 4:17; I Corinthians 3:5-6

Your Personal Prospects List:

Prospect (Friend)	Religion	Possible Obstacles
1.		
2.		
3.		
4.		
5.		

Always keep a prospect list current! Have a weekly, monthly, and yearly goal. Keep a list of names and add to it. Check off as you teach or find they are not ones who are open right now. Keep praying and try again later.

Now Narrow the List Down to One or Two People
List their names below and begin praying for them today!

1.	2.
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*** Soul Winning ***

“...and he who wins souls is wise” (Prov. 11:30).

Name of Prospect _____

Street Address _____

City _____ State _____ Zip _____

Telephone _____

Suggestions for winning this person to Christ:

Submitted By: _____ Date: _____

How to Initiate a Bible Study

1. Look for opportunities in ordinary situations (John 4:6).

- a. While you are at work.
- b. When you are shopping at some store.
- c. When you are conversing with one of your neighbors.
- d. When you are at the gym exercising.
- e. Your server at the restaurant.
- f. While making visits at the nursing homes.

2. Start the conversation with a spiritual goal in mind (John 4:7).

- a. Where do you attend church services?
- b. Do you believe the Bible is the inspired Word of God?
- c. What do you think about all the religious division that exists?
- d. What do you believe about baptism?

3. Keep your message plain and simple (John 4:7-15).

- a. Seek a common foundation (I Corinthians 9:19-23).
- b. No matter the audience, the apostles started at the place where those who were listening could relate (compare Acts 2 with Acts 17).
- c. To accomplish this goal we must properly evaluate our prospect and learn what topic and method best suits his/her needs.
- d. If we do not start where they truly are then it will be much more difficult to show them the way.

4. Remember, everyone is a prospect unless prove otherwise (Mark 16:15).

- a. The every creature concept also crosses all religious or irreligious barriers. We must ignore all social, racial, and economic barriers.
- b. No matter how moral or immoral a person may be, they are still a prospect for the gospel.
- c. Sorcerers, fornicators, adulterers, homosexuals, drunkards, thieves, atheists and agnostics, doctors, religious and political leaders (Acts 8:9-12; 13:12; 17:17-19; I Cor. 6:9-10; Col. 4:14; John 3:1-5).
- d. Look back over the 2nd page in this lesson: Finding Prospects to Teach

5. Just ask and invite.

- a. Philip said to Nathanael, "Come and see" (John 1:46).
- b. The Samaritan woman said to the men of her city, "Come, see a Man who told me all things that I ever did. Could this be the Christ?" (4:29)

- c. Philip asked the Ethiopian eunuch, "Do you understand what you are reading?" (Acts 8:30)
- d. Cornelius "had called together his relatives and close friends" (10:25).
- e. "Would like to study the Bible together?"
- f. "Hey (Bonnie), I just wanted to let you know that our church offers a great Bible correspondence course. And it's completely free!"
- g. "Hi (Matt), I wanted to invite you to our services where I attend. We have some great adult Bible classes going on right now. In fact, we have Bible classes for all ages."
- h. "Hey Steve, we are having our week-long gospel meeting this coming Sunday. And I was really hoping that you would come visit us. We've invited a special guest preacher to come present some Bible lessons."
- i. We must "seek" if we are going to help save the lost (Luke 19:10).

Invited Anyone Lately??

Consider the results of a survey by The Institute for American Church Growth. They asked over 10,000 people this question: "What was responsible for your coming to Christ and this church?" Their responses:

2% - I had a special need.

3% - I just walked in.

6% - I like the minister.

3% - I liked the programs.

1% - I visited there.

5% - I liked the Bible class.

5% - I attended a gospel meeting.

75% - A friend or relative invited me.