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| “Principles of Evangelism”  (A Practical Guide for Effective Outreach Evangelism)  by  *Don Wilkerson, Mike Zello, Tim Zello*  **Student Manual** |



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The purpose of this manual is to assist you in reaching out to your mission field. It is a collection of principles, guidelines, practical information, and sample material focused on “how to” evangelize those who normally wouldn’t hear the Gospel without a proactive witness.

Luke 4:18-19 – “The Spirit of the Lord is on me, because he has anointed me to preach good news to the poor. He has sent me to proclaim freedom for the prisoners and recovery of sight for the blind, to release the oppressed, to proclaim the year of the Lord’s favor.” (NIV)

Luke 14:23 – “Go out into the highways and streets and compel them to come in, so that my house will be full.”

Foreword

The enclosed material was done with a team effort by some of our Teen Challenge International staff. If we have inadvertently used material from other Teen Challenge sources, and not acknowledged it, we apologize. It’s been an understanding among Teen Challenge staff that we are free to use each other’s materials if it is not copy written. The same goes for this manual.

This lesson is also one of a series of courses on Teen Challenge training that can be downloaded via the Internet with a study guide. We recommend that every Teen Challenge ministry, or similar ministries, use these internet courses in training of all new staff. There is no fee for this service. For information about this or other online training courses, visit our training website iteenchallenge.org

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**We want your comments**: Global Teen Challenge is interested in getting your feedback on this course. Please email your comments to gtc@globaltc.org or go to Contact Us on our website: iTeenChallenge.org

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Introduction

Evangelism is the heart of Teen Challenge\*. Outreach evangelism is the first phase of the Teen Challenge ministry. Its purpose is to reach the target group upon which the local center desires to focus its ministry.

The primary target groups are drug abusers, addicts, alcoholics, troubled youths and adults. However, some programs do outreaches to gangs, the homeless, prostitutes, street kids, students, prisoners, and victims of AIDS.

The purpose of this manual is to assist you in reaching out to your mission field. It is a collection of principles, guidelines, sample material, and practical information focused on “how to” evangelize those who normally wouldn’t hear the Gospel without a proactive witness.

Many books have been written to form a theological and theoretical basis for evangelism. The following pages are designed to assist you in doing practical outreach.

It is our prayer and hope that this simple but practical manual will challenge you and those involved in your ministry to “go out where the sinners are” and continue to go.

“I simply argue that the cross be raised again at the center of the marketplace as well as on the steeple of the church. I am recovering the claim that Jesus was not crucified in the cathedral between two candles, but on a cross between two thieves, on the town garbage heap, at a crossroad so cosmopolitan that they had to write his title in Hebrew and in Latin and in Greek... at the kind of place where cynics talk smut, and the thieves curse and soldiers gamble. Because that is where He died and that is what He died about, and that is where churchmen ought to be, and what churchmen should be about...”

## Major Ian Thomas

“Whenever you receive a message from me, pass it on to the people immediately. If I warn the wicked, saying, 'You are under the penalty of death,' but you fail to deliver the warning, they will die in their sins. And I will hold you responsible, demanding your blood for theirs. If you warn them and they keep on sinning and refuse to repent, they will die in their sins. But you will have saved your life because you did what you were told to do. If good people turn bad and don't listen to my warning, they will die. If you did not warn them of the consequences, then they will die in their sins. Their previous good deeds won't help them, and I will hold you responsible, demanding your blood for theirs. But if you warn them and they repent, they will live, and you will have saved your own life, too" (Ezekiel 3:17-21NLT).

\* Teen Challenge was originally called “Teenage Evangelism” and two years later was changed to Teen Challenge, which was the name of David Wilkerson’s weekly television program.

EFFECTIVE OUTREACH EVANGELISM IS:

1. Concentrated: A specific area (street, neighborhood, parks, public housing, prison, school, hospital, community) should be targeted rather than a random one time approach. Evangelism teams should not move from neighborhood to neighborhood in which only “decisions” are the goal, but efforts should be concentrated for lasting results. Results take prayer, time, energy, talents, resources, availability, willingness, and determination. The target group should get to know you and this is done over time.

2. Accessible: After an evangelism effort, it is essential that the majority of those who participate in the outreach are available and accessible after the event is over and during follow-up strategies. The people need to know that the workers will not be “here today and gone tomorrow.” In this manner, they will see that people in their community care for their needs.

3. Consistent: Various methods and techniques should be utilized to communicate the gospel. Such things as person-to-person witnessing, music, preaching, testimonies, drama, films, literature, and puppets can relate the “Good News” of Christ’s love and salvation. However, the message has to always remain consistent with the gospel. The method must never obscure the message.

4. Relevant: Outreach evangelism should gear its message to the target group. When music is used it should be culturally relevant. School assemblies and open-air meetings should not be conducted as a regular church service. Everything said and done should communicate hope and the fact that Jesus Christ died in order to bring new life. The presentation should address the lifestyle, language, culture, age, and needs of the particular community in which it is being shared.

5. Practical: This involves relating the message of Christ to the everyday needs of the listener, that Christ will meet us “where we are” and in whatever situation a person is living.

6. Genuine: The testimonies of changed lives should be those that the audience can identify with. They should be real people reaching out to real people.

7. Christ-Centered: The total evangelistic program must be Christ-centered. Everything that is said and done should stress a personal relationship with Christ. Present Jesus Christ as the One who can meet all needs no matter how large or seemingly insignificant, and that change begins with a personal experience with Christ.

8. Follow-Up: Individuals reached who are not candidates to enter Teen Challenge should immediately be involved in a follow-up strategy with a local church. In this way new converts will receive nurturing. It is not enough to strive for “decisions.” The goal must be to make disciples (Mathew 28:28). See Appendix – Follow Up.

Summary: Many we are trying to reach may be suspicious of the motives of outsiders coming into their community. Teen Challenge must work to build relationships and that takes time and persistence.

EFFECTIVE OUTREACH EVANGELISM IS NOT:

1. Defined by a positive response. Our role in evangelism is not to make converts. That is God’s job. Our job is to be a faithful witness as we proclaim the Gospel. “And you will receive power when the Holy Spirit comes and you will be my witnesses” (Acts 1:8 NAS).

2. Defined by an immediate response. We need to be patient in giving people adequate time to make a life altering decision. There is always the danger of pushing someone to make an immediate decision that is not sincere in wanting to follow Christ. Often it takes time for soil to become fertile. “My job was to plant the seed in your hearts and Apollos watered it but God made it grow” (1 Corinthians 3:6 NLT).

3. The sole responsibility of the messenger. The Holy Spirit convicts and guides people to Christ (John 16:8). He brings the spiritually dead to life. We are to share the transforming power of the Gospel that brings hope to the hopeless and changes lives. “The ones who do the planting or watering aren’t important but God is important because He is the one who makes the seed grow” (1 Corinthians 3:7 NLT).

AN EFFECTIVE WITNESS…

1. LOVES GOD

When you love someone it is natural to tell other people about the person you love (1 John 3:1). Jesus prayed, “(Father) I have made your very being known to them – who you are and what you do and continue to make it known, so that your love for me might be in them...” (John 17:26 The Message).

A love relationship with God needs to be built much like you would build a love relationship with anyone else. When you meet people, you start getting to know them by talking, listening, and sharing. You find out the person’s interests, likes, and dislikes. As the love relationship grows, it includes pleasing the other person by doing things for them.

This is much like your relationship with God. We learn to love Him by spending time with Him through prayer and Bible study. As you discover how God loves you and what His plans are for you, your relationship will grow stronger and deeper.

Our motivation for telling others about Jesus should come out of a loving relationship and intimacy with God. It is God’s heart to minister to the hurting and it is out of love for Him that we show compassion to the lost and dying (John 20:21).

2. IS FOUND WHERE HURTING PEOPLE ARE

Christians tend to alienate themselves by only fellowshipping with other Christians. Jesus befriended sinners - prostitutes, alcoholics, criminals, etc. “And I, the Son of Man, feast and drink, and you say, ‘He’s a glutton and a drunkard, and a friend of the worst sort of sinners.’ But wisdom is shown to be right from what is shown from it” (Matthew 11:19 NLT). Jesus did not go to them to be like them, but for them to become like Him.

In order to catch fish, we must go where fish are - ponds, rivers, lakes and oceans. In order to catch sinners, we must go where they are - streets, jails, schools, etc. (John 4:4).

“But a Samaritan, as he traveled, came where the man was; and when he saw him, he took pity on him. He went to him…” (Luke 10:33-34 NIV).

Jesus said, “The poor have the gospel preached to them” (Matthew 11:5). He taught large outdoor gatherings and met many people face to face right out on the streets. He looked them in the eye and often touched them. While today’s mass media techniques have been a popular method of evangelizing the multitudes, Teen Challenge still provides direct witness inside some of our toughest to reach communities.

Dr. Nicholas J. Tavani, Jr., M.D.

3. LOVES PEOPLE

We see others how God sees them. Someone once said, “There is no virtue in love until you can love the unlovely.” “The command we have from Christ is blunt. Loving God includes loving people. You have got to love both” (I John 4:21 The Message). This is not always easy because some people are difficult to love. Loving makes us vulnerable and often uncomfortable. How then do we love the unlovable? We grow to love them by praying, going, and getting to know them.

4. SHARES A CLEAR MESSAGE

Jesus spoke to people using language and illustrations that they could understand and relate to. It is important to be able to apply the truths found in Scripture to those we minister to in a relevant manner. This takes knowing those you are trying to reach and preparation. The apostle Paul said, “...when I first came to you I didn’t use lofty words and brilliant ideas to tell you of God’s message. I decided to concentrate only on Jesus Christ and His death on the cross” (1 Corinthians 2:1-2 NLT).

The word of God is profoundly simple and simply profound!

5. EXPECTS GOD TO USE THEM

Plan for evangelistic opportunities. Desire God to speak through you, heal through you; deliver through you, save through you, etc.

Do not be fearful or intimidated if you are not from a drug background or if you come from a different lifestyle than those you are endeavoring to reach. Pain, rejection, and disappointment you have experienced in your life are what you have in common.

“Remember, dear brothers and sisters, that few of you were wise in the world’s eyes or powerful, or wealthy when God called you. Instead, God deliberately chose things the world considers foolish in order to shame those who think they are wise. And He chose those who are powerless to shame those who are powerful. God chose things despised by the world; things counted as nothing at all, and used them to bring to nothing what the world considers important, so that no one can ever boast in the presence of God. God alone made it possible for you to be in Christ Jesus...” (1 Corinthians 1:26-30 NLT).

Pray for God to give you opportunities to share your faith and make yourself available. God can and will use anyone who is willing.

OUTREACH EVANGELISM

EARLY PLANNING

1. Target those you are trying to reach and visit where they live or gather.

2. Learn their culture, lifestyle, and needs. What is their typical day?

3. Determine the level of spiritual awareness and general attitude toward Jesus Christ. (See Appendix A – Spiritual Awareness Evaluation)

4. Do they generally make decisions as individuals or do they follow a leader, as is true in strong family-centered communities and among street gangs.

5. Know what is important to them – get to know their customs and values.

6. What other viewpoints existing in the community are competing for their minds (religions/cults, materialism, philosophies, social movements, etc.)?

METHODS OF EVANGELISM

1. Street and Open Air: Personal witnessing, street meetings, stadium/tent crusades, preaching, dramas, puppets, music groups, movies, etc.

2. Prison Ministry: Visitation gospel services, Bible studies, interviewing prospective Teen Challenge candidates, correspondence, Bible and literature distribution, planting a church, Teen Challenge chapter, or Turning Point or other support groups.

#### **3. Turning Point:**Turning Point is a small group support program for people who may not qualify for a Teen Challenge residential program. Its purpose is to offer practical help to those who desire to be free from life-controlling problems. It is structured to help individuals with addictive behaviors and those who are involved in their lives. They gain an understanding of themselves and others, and learn to identify and break addictive behavior patterns.

4. Literature Distribution: Bibles, books (i.e., The Cross and the Switchblade), tracts, Teen Challenge edition of the Book of Hope, and testimonial booklets to spread the Gospel and provide awareness about the Teen Challenge ministry.

5. School Outreach: Assemblies, clubs, and classroom presentation. Often there are opportunities to present the ministry of Teen Challenge to public and private schools. The emphasis is usually on making right choices, moral character development, and substance abuse/prevention. Teen Challenge students give their personal testimonies, sing, perform dramas, and at times have a question and answer session. When permissible, a gospel presentation can be made.

6. Humanitarian Aid: Food distribution, medical care, clothing distribution, personal hygiene care, and disaster relief. “To the poor O Lord You have been a refuge from the storm. To the needy in distress, You are a shelter from the rain and the heat” (Isaiah 25:4 NLT).

7. Children’s ministry: Special programs developed to reach children. This may include Bible story hours, distributing balloons, fixing bicycles, puppet shows, clowns, night care shelters for street children, feeding program, literature, films, and homes for AIDS orphans or abandoned children.

8. Media ministry: There is often the opportunity to share the Gospel and promote the ministry of Teen Challenge via the radio or television. Teen Challenge should take advantage of all opportunities for free airtime. Other possibilities are newspaper and magazine articles.

9. Fundraising events: The following events may serve as a great opportunity to share the Gospel: banquets, golf tournaments, drug awareness campaigns, Teen Challenge product sales, graduation ceremonies, community services, and work programs.

10. Coffeehouse Ministry: This is used as a point of contact for evangelism and referral to Teen Challenge. It can also be used as screening process for intake, follow up for families, a place for Bible studies, Turning Point, and the birthing of new churches.

11. Referral: Incoming phone calls, student testimonies, graduates testimonies, websites, etc.

QUALITIES OF A GOOD STREET WORKER

1. Has a vital relationship with the Lord Jesus Christ.

2. Has Christ’s burden and compassion for the lost.

3. Has a sensitivity not to look at surface problems and circumstances, but to the heart.

4. Exercises flexibility and patience, which enables the worker to love people before they become socially acceptable, physically fit, mentally sound, emotionally balanced, and/or spiritually whole.

5. Is dedicated and persistent.

6. Uses plenty of common sense, discernment, and wisdom.

7. Does not take rejection personal in presenting Jesus Christ. “Then He (Jesus) said to His disciples, ‘Anyone who accepts your message is also accepting Me. And anyone who rejects you is rejecting Me. And anyone who rejects Me is rejecting God who sent me”( Luke 10:16 NLT). “When the world hates you remember it hated me before it hated you … Since they persecuted Me naturally they will persecute you. If they listen to me, they will listen to you also.” (John 15:18,20 NLT).

8. Is led by the Holy Spirit.

PRE-EVANGELISM PREPARATION

1. Submit yourself to God in prayer. Give him your fears of:

1. The unknown. Get out of your comfort zone.
2. Being physically harmed.
3. Rejection.
4. Not having the right words and answers.
5. Failure.

2. Make sure all workers understand the basics of soul-winning and street work.

3. Acquaint workers with your street evangelism strategy and area where you are working.

4. Have appropriate materials such as tracts, Bibles, pencils, paper, follow up cards, etc.

5. If you are distributing Gospel literature, familiarize yourself with it. Make sure contact information for Teen Challenge are on the literature. Have your Bible with you and salvation scriptures marked.

6. Plan on appropriate dress - comfortable shoes and suitable clothing for the area. Always dress modestly.

7. If going to a rough area, leave jewelry and any money or valuables at home. Keep enough money on you to make a phone call in case of an emergency.

8. Carry personal identification on you at all times.

9. Use the toilet (WC) prior to departure.

10. Stay away from right and wrong arguments. Don’t put people on the defensive that you are trying share the good news with. They will harden their hearts and your message will get lost. Who’s right and who’s wrong is not the issue. The issue is that we are all sinners and lost without Christ. It is the Holy Spirit’s job to convict.

11. Be cautious, courteous, and exercise wisdom when using a ready-made crowd such as sporting events, street parties, etc. as an evangelism opportunity.

12. As a general rule, men should work with men and women with women. An exception may be when other workers are present. Also, men should pray with men and women with women.

13. Workers should work in teams of two or three. It is recommended for a man to join a team of two women if in a rough or potentially hostile environment.

14. Why two by two?

a. Jesus sent them out in teams of two (Mark 6:7)

b. One can pray as the other witnesses (Matthew 18:20)

c. If one is in trouble, the other can help (Ecclesiastes 4:9)

15. Leave the results, whether negative or positive, in the hands of the Lord. “I have given you authority to trample on snakes and scorpions and to overcome all the power of the enemy; nothing will harm you. However, do not rejoice that the spirits submit to you, but rejoice that your names are written in heaven” (Luke 10:19-20 NIV).

HOW TO REACT TO THREATS OR ARGUMENTS

Don’t get involved in foolish arguments that only start fights. The Lord’s servants must not quarrel but must be kind to everyone. They must be able to teach effectively and be patient with difficult people. They should gently teach those who oppose the truth. Perhaps God will change those people’s hearts and they will believe the truth. They will come to their senses and escape from the Devil’s trap. For they have been held captive by him to do whatever he wants.

2 Timothy 2:23-26 (NLT)

1. Try to avoid negative confrontation if at all possible, either physical or verbal.

2. Be willing to walk away or ignore them. “If anyone will not welcome you or listen to your words, shake the dust off your feet when you leave that home or town” (Matthew 10:14 NIV).

3. Don’t react in kind (abuse for abuse, etc.). “A soft answer turns away wrath” (Proverbs 15:1 NIV).

4. Pray! Ask God for courage, strength, and wisdom – Spirit-filled common sense.

5. Don’t take any threats lightly. However, don’t let the devil intimidate or scare you off either. You are under God’s protection. “Don’t be afraid of those who want to kill you. They can only kill your body; they cannot touch your soul. Fear only God who can destroy both body and soul” (Matthew 10:28 NLT).

6. A strong negative reaction may be a reaction to you personally (your appearance, style of communication, etc.) In that case, move away or let another worker “substitute” in your place.

7. Always use common sense. Don’t stray off alone into dark alleys, abandoned buildings, etc.

8. Be prepared to die for your faith.

SOME COMMON MISTAKES

1. Going into an evangelism effort without appropriate prayer time.

2. Thinking that handing out tracts, witnessing, holding street meetings, etc. is enough to reach your community. This is just the beginning. There must be involvement with people on a deeper level. Consistent visitation and spending time with them will build a relationship and earn their trust.

3. Approaching people with a “holier than you” or “know it all” attitude. Be humble. A proud attitude projects the idea that they should listen to you because you are better than them. Speaking to them as if you are doing them a favor will turn them away. This often happens unintentionally so all the more reason to be conscientious and careful in your approach and method of communication.

4. Not being properly prepared for what you will meet culturally, spiritually, etc. Be prepared to face people and situations that will shock you and be spiritually ready to confront evil spirits and demons because you will be going to areas hostile to Jesus Christ and places where the devil has had free reign…until now!

5. Not sticking with the basics and getting sidetracked with discussions on religion, philosophy, prophesy, politics, or external issues such as drinking, smoking, etc. Always bring people back to Jesus in your conversation. Make Him the focal point. He is Who they need.

6. Using Christian clichés: “Are you saved?” “Born again”, “Repent”, etc. (If they are used, explain their meaning.)

7. Being apologetic for what God has kept you from. Be yourself, give your testimony. Everyone has a testimony.

8. Focusing on religion, race, or color.

9. Neglecting your personal hygiene and appearance, assuming that it doesn’t affect people’s reaction to your witness.

TALKING TO STREET PEOPLE

1. Encourage them. Give them hope. “But now, Lord, what do I look for? My hope is in you. Save me from all my transgressions…” (Psalms 39:7-8 NIV).

2. Don’t focus on their sins. They are well aware of them. They need an answer to break the bondage of sin.

3. Talk to them – not at them.

4. Listen intently to what they are saying.

5. Don’t give answers to questions you don’t have the answer for. Simply say, “I don’t know, but I will try to find out.”

6. Speak on a level that they can understand. For example, “Would you like to live the next ten years of your life the same way you lived the last ten years of your life?”

7. Be genuine. A streetwise person can spot a phony a mile away. Don’t be emotional. Don’t patronize. Don’t be manipulated. Don’t make promises you can’t keep.

8. Don’t give away money. Money will be used to buy drugs or alcohol. If they want money and you are moved by compassion, give them food or offer to take them to a place to eat.

9. Be friendly. Be joyful. Be enthusiastic. After all, it is good news that we are sharing.

WHEN PRAYING WITH PEOPLE

1. Ask if they would like to pray. More important than praying “for” someone is helping them pray for themselves and praying “with” them.

2. Lead people through a “sinner’s prayer.”

3. Don’t touch the other person unless it is acceptable to them. If you are not sure, ask the person if you can put your hand on their shoulder while you pray.

4. Don’t speak in tongues. This only distracts and frightens those you are praying with.

5. Don’t get too emotional or loud. Again, this frightens and distracts people.

6. Keep your prayers short.

7. Leave most of your time to talk with the individual. Make sure the person you are praying for understands the basics of what’s going on.

TYPES OF PEOPLE YOU WILL ENCOUNTER

1. The Uninformed – They never heard about Jesus.

“How can they call Him to save them unless they believe in Him? And how can they believe in Him if they have never heard about Him? And how can they hear about Him unless someone tells them? How will anyone go and tell them without being sent? That is what the Scriptures mean when they say, ‘How beautiful are the feet of them who brings good news’” (Rom 10:14-15 NLT).

2. The Misinformed – Those who have been given wrong information about who Jesus is.

“Then Philip ran up to the chariot and heard the man reading Isaiah the prophet. ‘Do you understand what you are reading?’ Philip asked. ‘How can I,’ he said, ‘unless someone explains it to me?’ So he invited Philip to come up and sit with him” (Acts 8:30-31 NIV).

3. The Informed – These are people that have heard of Jesus but are not living for Him. They may know Scripture, the salvation message.

“Not everyone welcomes the good news, for Isaiah the prophet said, ‘Lord who has believed our report?’ Yet, faith comes from listening to this message of good news – the Good News about Christ” (Romans 10:16-17 NLT).

THE BASICS OF SOUL WINNING

The basics are the minimum truth a person needs to know to become a Christian. The essentials of the Christian message are:

1. God’s purpose - God, who created all things, loves you and has a plan for life.

“So God created people in His own image; God patterned them after Himself; male and female He created them” (Genesis 1:27 NLT).

“For God so loved the world that he gave his one and only Son, that whoever believes in him shall not perish but have eternal life” (John 3:16 NIV).

“‘For I know the plans I have for you,’ declares the Lord, ‘plans to prosper you and not to harm you, plans to give you hope and a future’” (Jeremiah 29:11 NIV).

2. Man’s need

3. God’s provision

4. Man’s response

HOW TO PRESENT THE SALVATION MESSAGE

I. STEPS FOR LIFE-TRANSFORMATION

A. Give them HOPE and assurance that with God’s help they can change.

“If we confess our sins to Him, he is faithful and just to forgive us and cleanse us from every wrong” (I John 1:9 NLT).

“Therefore, if anyone is in Christ, he is a new creation; the old has gone, the new has come!” (II Corinthians 5:17 NIV).

B. Offer His HELP.

“Lord, help! They cried in their trouble and He rescued them from their distress. He led them straight to safety, to a city where they could live. He led them from the darkness and deepest gloom. He snapped their chains. He spoke and they were healed – snatched from the door of death” (Psalms 107:6,13,14, 20 NLT).

C. Let them know they can receive complete HEALING from their sickness of sin.

“Oh Lord my God, I cried out to you for help, and you restored my health. You brought me up from the grave, Oh Lord. You kept me from falling into the pit of death” (Psalm 30:2,3 NLT).

“Jesus replied, ‘I assure you that everyone who sins is a slave of sin. A slave is not a permanent member of the family but a son is part of the family forever. So if the Son sets you free you will indeed be free’” (John 8:36 NLT).

II. ROMANS ROAD

1. Our Sin: “For all have sinned and come short of the glory of God” (Rom. 3:23).
2. Our Consequence: “For the wages of sin is death, but the gift of God is eternal life through Jesus Christ our Lord” (Rom. 6:23).
3. God’s Answer: “But God demonstrates His own love for us in this, while we were yet sinners Christ died for us” (Rom. 5:8).

D. Our Response: “Therefore, I urge you brothers, in view of God’s mercy, to offer yourselves living sacrifices, holy and acceptable to god, which is your spiritual worship. Do not conform any longer to this world, but be transformed by the renewing of your mind. Then you will be able to test and approve what God’s will is, His good pleasing and perfect will” (Rom. 12:1,2).

III. THE ABC PLAN

This plan consists of getting the prospect to:

ADMIT they have sinned and fallen short of the glory of God and His plan for their life. Rom. 6:23

BELIEVE on the Lord Jesus Christ for salvation. Acts 16:31

CONFESS Jesus as their personal Lord to both the soul-winner and to others as well. Rom. 10:9,10

IV. RELATIONAL APPROACH

We have all been hurt by other people. When someone hurts you over and over again you don’t want to be in that person’s presence anymore because being with that person is so painful. Our relationship with God is just like our relationship with people, except we are the ones guilty of hurting God. We have hurt Him over and over again because the things we have done wrong in life, our sins. “There is a problem – your sins have cut you off from God. Because of your sins He has turned away and will not listen any more” (Isaiah 59:2 NLT).

Because of our sins we deserve to die and there is nothing we can do worthy enough to get us back in His presence. “The soul who sins is the one who will die. The son will not share the guilt of the father, nor will the father share the guilt of the son. The righteousness of the righteous man will be credited to him, and the wickedness of the wicked will be charged against him” (Ezekiel 18:20 NIV).

But God loved us so much that He sent His only son, Jesus, to die for us and pay the penalty for our sin so our relationship with Him can be restored and so we can go to heaven (John 3:16). “For the wages of sin is death, but the gift of God is eternal life through Jesus Christ our Lord” (Rom. 6:23).

And there is even more exciting news. Jesus not only died but He rose again from the dead and God has promised to us the same power that rose Jesus from the dead so we don’t have to live in bondage to sin, feeling guilty for everything we have done bad in life, and out of God’s presence. “Since you have been raised to new life with Christ, set your sights on the realities of heaven where Christ sits at God’s right hand in the place of honor and power. Let heaven fill your thoughts. Do not think only about things down here on earth” (Colossians 3:1-2 NLT).

We can have a relationship with God because Jesus died and rose again. The Word of God says that if you confess with your mouth and believe in your heart that Jesus died and rose again that you will be saved and that you can have a relationship with God (Romans 10:9-10). God will help you and if you pray and read the Bible you will learn how to live a productive and joyful life.

You can begin your relationship with God right now and start a new life beginning today. Would you like to ask God to forgive you and tell Him that you believe in what Jesus did for you? Do you want to repeat a prayer after me or pray on your own? Let’s pray.

V. CONCLUSION

Pray that God will give you divine appointments to share your faith. Go where opportunities will arise, and pray that the Holy Spirit will help you be sensitive to recognize opportunities. And remember, effective evangelism takes practice. The more practice the more comfortable you become in leading someone to Christ.

PRACTICAL HELP FOR METHODS OF EVANGELISM

STREET AND OPEN AIR MEETINGS

The philosophy of a street or open air meeting is as follows: Every part of the street meeting, from the canvassing of the neighborhood and inviting people to the meeting, to the actual service itself (the music, songs, testimonies, drama, puppets, etc.) should be viewed as setting the table for the main course, “preaching the Word.”

This is the point of confrontation – the others only build up to it!

Marshall Shelly, the Editor of Leadership Magazine, writes that Billy Graham is the most listened to preacher in history – more than 80 million have heard him in person, hundreds of millions more via TV, satellite, radio, and film. Billy learned his preaching at street level. In the 1930’s, his early sermons were in jails and on the street corners of Tampa, Florida. While preaching outdoors he had to put up with sneering spectators or worse. One time he was punched by an enraged bar owner who felt than an evangelist preaching on the streets in front of his tavern was bad for business.

Street level preaching means communicating courageously and clearly. What has set Billy Graham apart has always been his clear preaching and simple message: The world’s problem, and yours, is sin. Repent of your sin, accept Jesus as your savior, and you will be saved.

I. ATTRACTING A CROWD

A. Music – when workers are canvassing the neighborhood and inviting people during the setup relevant Christian music should be played over the speaker system until the service begins. This alerts the neighborhood that a meeting is taking place and helps those who have been invited find their way to the meeting. When a crowd gathers the pre-recorded music can be turned off and live music can begin.

B. Puppet Shows – Often a child’s parent or guardian will come if the street meeting has children oriented events and/or gifts.

C. Helium Balloons – Balloons are an inexpensive and excellent way to attract a crowd to your street meeting. When helium balloons are given away in the beginning of a street meeting they quickly spread throughout a neighborhood. Balloons can be inscribed with “Jesus Loves You” and/or the name of your ministry, etc.

D. Testimonies – Should be by people who your audience can relate to and ought to be brief (between 3-5 minutes). Keep testimonies limited to two or three per street meeting.

E. Giveaways (for example: bread, Bibles, food, etc.) – Giveaways are an expression of love, always attract a crowd, and can be used as a good incentive to attend a street meeting. It is good to distribute salvation tracts along with a giveaway. Giveaways should be distributed only after the street meeting is completely over, after the altar call and follow up cards have been filled out. Otherwise, people will come for the giveaways and leave without hearing the good news.

II. FACTORS IN CONDUCTING AN EFFECTIVE STREET MEETING

A. Keep the street meeting flowing. Dead time will lose people. The entire street meeting should last no more than one hour.

B. Alternate activities…singing, puppets, testimony, singing, testimony, preaching.

C. Everyone involved must be prayed up (both for the people you are reaching and for themselves as they reach out).

D. Good and relevant live music (solo or group). Contemporary music will often attract more people.

E. Testimonies that people can relate to

F. Appropriate Literature – “worth keeping.” Literature should be a tool or a potential end in itself; able to give enough information that the person can respond by making a commitment to Christ.

G. Evangelistic Preaching – simple and short. A street meeting sermon should be no more than 10-15 minutes.

H. Adequate planning and training so the meeting does not become a service for Christians.

I. Know your audience – their environment, needs, fears, prejudices, etc.

J. Have counselors on hand to speak with those that show an interest.

K. A follow-up strategy to bring new students into the program or to get those who are not Teen Challenge candidates into a local church.

L. Have Christian workers intermingled among the crowd to set the level of attention and to bring people to the altar.

III. BASIC NEEDS OF A STREET MEETING

A. Good location (go where the “least of these” are).

B. Electrical outlet or generator.

C. Proper permits, such as street, park, sidewalk, sound, etc.

D. Sound equipment.

E. Follow-up cards for counselors to fill out and Bibles to be given to those that respond.

F. Always make sure your literature and street meeting lets people know where you are from. (Ministry’s address, phone number, director or pastor’s name, if cooperating with a local church). This can be done on literature by stamping the inside of Bibles or back of tracts.

G. A checklist of items needed (See Appendix B).

There is a difference between preaching and testimonies. Each has a specific function in a street meeting; both are needed.

Testimonies – tell what God has done for an individual personally. Unbelievers can relate to them and believers can be encouraged. They should be short and to the point. Testimonies are used to “set the stage” for preaching God’s Word. They are not a substitute.

Preaching – should be short and to the point. It is not the expounding of a heavy theological subject; rather it is a simple message on what God can do for the unsaved in their present situation.

IV. SUGGESTED ORDER OF SERVICE

A. 1-2 hours prior to actual service assemble workers for prayer, orientation, and instructions.

B. Bring workers to a oneness of spirit and purpose by sharing your goals for this meeting and how you plan to reach them.

C. Begin to canvass area, sharing with and inviting people to meet (door to door is a good way to cover area). Invitation flyers are a good idea.

D. One hour prior to meeting, begin to set up equipment. (If possible, play pre-recorded music through the sound system while you are setting up.)

E. Start meeting on time.

F. Have group play a few songs to attract audience.

G. Have pastor or representative from your ministry M.C. (Tell them who you are and why you are there.)

H. Group play 2 or 3 songs (10 min.)

I. Testimony or drama (3 to 5 min.)

J. Group play 1 or 2 songs (3 to 6 min.)

K. Testimony or drama (3 to 5 min.)

L. Group play one song (3 min.)

M. Preaching and invitation (10 min. maximum)

N. More music (optional)

During the street meeting, a number of workers should be positioned near the stage to keep order, to take care of any problems, and to minister to those who are responding.

It is important that workers set a good example and not talk or move around during the service. They should try to keep everyone’s attention in the crowd towards whoever is singing or speaking. If workers are talking and moving around those who came to attend the meeting will do the same or be distracted and lose interest.

V. COMMON MISTAKES

A. Thinking that conducting a successful street meeting just happens; therefore, little time is spent training workers, getting good music, making sure you have proper equipment and literature, getting to know your neighborhood, formulating a specific strategy and planning out the actual meeting.

B. Not having a “watchful” attitude; getting so caught up in the activity of conducting a street meeting that we overlook those who are being convicted, need prayer, etc.

C. Choosing a poor location.

D. Poor handling of disruptive people. If someone disrupts the meeting, have two of the workers quietly, lovingly, take him/her away from the crowd and talk to them.

E. Not preparing to cover equipment if it rains.

DOOR-TO-DOOR WITNESSING

Many organizations have built their success on going door-to-door. It is a New Testament principle. In Acts 5:42, “daily in the temple and house to house they ceased not to preach and teach in the name of Jesus.” In Acts 20:20-21, “how I did not shrink from declaring to you anything that was profitable, and teaching you publicly and from house to house, solemnly testifying to both Jews and Greeks of repentance toward God and faith in our Lord Jesus Christ.” Several other times in the New Testament, there was outreach plus fellowship in

people’s homes i.e. Zaccaeus, Paul.

I. THE APPROACH

1. Decide beforehand who is to be the “silent partner” and who is to be the “active witness.” Be sure you keep by this agreement when you get inside. Unless the active witness asks for help, the silent partner should not interrupt the guided conversation of the active witness.
2. Identify yourself. Example: “My name is \_\_\_\_\_\_\_\_\_\_\_ and this is \_\_\_\_\_\_\_\_\_\_, We are Christians from the Teen Challenge ministry located \_\_\_\_\_\_\_\_\_\_, and we are here for a number of reasons:

1. We are going to each residence in the area to pray with people. Do you have any needs you would like for us to pray for? If you have a few minutes we would love to pray with you that God would help you.

I have found this to be the easiest way for an invitation inside the home and for people to open up. Hurting people usually welcome prayer and those without Christ are hurting.

If the individual shares a need or many needs, you can ask them if he/she is a Christian? If they say “yes” then ask them, “How do you know?” If they don’t give an adequate answer tell them what God’s Word says about how we can know that we are a Christian. You may begin by sharing with them that a Christian simply means to be a follower of Christ. In order to follow Christ we must first believe in Him. Tell them the good news. Lead them in a sinner’s prayer. Then, pray with them over the needs they shared.

If they say no (or that they are of a different faith), then tell them that you can pray with them but that God would probably not hear their prayers and that you can tell them how they can be sure that God would hear their prayer. The Bible says in Isaiah 59:1-2 that “our sin has separated us from God and because of this God will not hear our prayers.” But I have good news…proceed to share with them how to restore their relationship with God. Lead them in the sinner’s prayer. Pray with them.

When the person is sharing their needs listen carefully, have good eye contact, and empathize. Be sincere when praying for the needs and be specific. Remember names, circumstances, etc. This will show the person that you really do care and more importantly God loves them.

2. Also to give you a Bible (or tract).

3. To invite you to an event. (Explain) This is the perfect time for a testimony and a soul- winning conversation.

1. Bring books or tracts in hand pre-stamped with ministry’s contact info.
2. Bring your Bible and have key verses prepared so you don’t have to scramble for the reference.
3. If the door to a large apartment is locked, ring the manager’s bell or one of the apartments tenants and see if they will allow you entrance to give away books.
4. Make sure you go to every door, if time permits, so no one will miss the opportunity to receive the Lord.
5. If they are in need of Teen Challenge give them the contact information of the intake counselor for the program. If they are not in need of Teen Challenge refer them to a good local church.

II. WHILE YOU ARE AT THE DOOR

1. Remember that you will not be expected – this is a surprise visit. Do not invite yourself in.
2. Do not startle people by moving toward them suddenly or talking loudly or excitedly. Approach them softly and smile.
3. If it is dark, stand in the light or identify yourself.
4. As you speak, center your attention on the individual.
5. Show a caring attitude.
6. Don’t try to look into their home or look at anything that might distract or be perceived as threatening. Your first impression should show that you are trustworthy.

III. AS YOU ENTER THE CONVERSATION

1. Silent Partner’s Job
2. He makes sure the active witness and the person to whom they are witnessing are seated together, so that they may look at the Bible together.
3. The silent partner watches for any interference or disturbance that would distract the person being witnessed to, and tries to take care of the situation. He may quietly play with the babies or small children. If another adult if interrupting, the silent partner should begin talking to him and lead him to another place. There he/she can witness to this person, too.
4. The silent partner should pay close attention to the conversation. He/she watches closely as the partner looks around the room, soon the person being witnessed to follow his eyes and loses interest in what the active witness is saying.
5. Though he/she looks attentive, the silent partner is silently praying the entire time his/her partner is witnessing.
6. The silent partner should not enter into the conversation unless his partner asks him/her, or if asked a direct question. The active witness may also have the silent partner pray for the needs of the individual or pray the sinner’s prayer with the individual.
7. There are no “permanent” silent partners! Be sure to take turns, alternating at each house. No excuses here for being too shy … if you are saved, you are saved to tell others. God will give you boldness, but He can only help you when you step out in faith!
8. Active Witness’ Job
9. Remember your purpose. You are not there just to help someone to pass time. You will be asked in at times and some people will want to talk to you about anything and everything. Keep your focus.
10. Share Christ/pray with them
11. Give book
12. Give invitation to crusade (printed or verbal)
13. At this point, if the person appears interested in spiritual things, take their name and address on a follow up card, explaining that you or someone from your ministry or church would like to visit again or send a card.

VI. WHILE ON THE PREMISES

1. Be courteous (don’t point out that the house is a mess, etc.)
2. Be careful of their property.
3. Wipe your feet, close the door, etc.

VII. HANDLING REJECTION

Don’t be defensive or discouraged. Disappointment and grief is natural and identifies us with Christ. After all, He was rejected. There are usually three reactions to the gospel:

1. Acceptance
2. Rejection
3. Apathy

Whatever the reaction:

1. Give them the Bible or tract. This is a witness in its self.
2. Give them an invitation to the Crusade.

Approach: “This is something you can read in the privacy of your home. It will explain how you can accept Jesus into your heart, or maybe you would like to come and hear ‘speaker of crusade.’”

If rejected, be graceful and leave! Evangelism is not judged “well done” by positive responses. Remember a spiritual work must be done in the heart of that person before he will ever respond to the Lord. This work is accomplished by prayer, but also by Divine action on the part of the Holy Spirit.

Our responsibility is to faithfully proclaiming the message and spiritually parenting those that respond. Although not all will be converted, this does not mean we failed as evangelists (I Cor. 3:5-7). Some believe and some do not – this is evangelism!

LITERATURE DISTRIBUTION

I. LITERATURE: Should be geared to your target group.

You should know your tools – literature, Bible, tracts, etc., plus be confident in it. Read it over a number of times until you are able to share about it confidently. Keep your literature clean.

II. MATERIALS: These are some suggestions of things to have with you:

1. Map of area, if unfamiliar.
2. A pen and small notebook, to record names of people needing follow-up, interest or decisions. Soul-winner report sheets.
3. A pair of comfortable walking shoes.
4. A supply of literature.
5. Literature should be relevant to who is receiving it
6. Easy to comprehend.
7. Clearly explain God’s plan of salvation
8. It should contain your ministries contact information.

III. PERSONAL FACTORS

Be neatly dressed and attractive

1. People judge by appearance.
2. This may determine whether they will accept the literature.

Be friendly and happy.

1. A smile can be important in getting people to accept literature. It is hard to resist.
2. People are already unhappy and unfulfilled.

Be bold and at ease.

1. People sense fear.
2. People need and want what we have, whether they know it or not.
3. We should hand out literature like we are giving away ten-dollar bills. (The Gospel is the “good news” the power of God unto salvation to all them that believe!)

Let the person feel like he/she is doing you a favor.

1. Many people will not admit need, but will help you in your need to share this literature or message with them.
2. Always say, “Thank you”

IV. SUGGESTIONS FOR PRESENTING TRACTS AND/OR LITERATURE

A. Here is something for you to read when you get home. Thank you.

B. Would you be so kind as to read this when you get some time? Thank you.

C. Have you received one of these yet? Yes – no – whatever it is, then tell them about your mission and give them literature.

D. Here is a free book for you sir or madam. Thank you.

E. On the street – It’s free!

F. Take literature to them.

1. Don’t expect people to come to you or ask you for literature.
2. Hand them literature.
3. When they refuse, you may say:
4. “It’s free,” or “It doesn’t cost anything.”
5. “Go ahead and take it, it will only take a few minutes to read.”
6. “You can take it – it doesn’t weigh much!” (laugh)

Never force a tract on them. Say, “Thank you” anyway.

Be sure you are using good literature!

V. DISTRIBUTION LOCATIONS – Once you are ready to go, where do you go?

1. Door to door in your designated area.
2. Airports, rail or bus stations.
3. Market places, malls, etc.
4. Street corners.
5. Hospitals, prisons, plus other institutions.
6. Universities and schools.

Wherever you go, make sure it’s legal.

PRISON MINISTRY GUIDELINES

1. *Religiously follow all the rules and regulations of the Institution*--regardless of whether they might seem unfair or unrealistic. The worker is entering into another world that operates by its own rules that make sense if you know the system, but might not seem to otherwise. The rules may also change without advance notice. Always remember that you are a guest of the Institution.

2. *Never assume anything.*Ask questions to those in authority. There may be a lot of “buck-passing” (passing the responsibility on to someone else), but eventually the question will get answered.

3. *Take nothing into the prison-take nothing out.* Check all literature, books, everything at the check-in desk. Never let an inmate pressure workers into mailing a letter or taking anything out for him/her.

4. *Treat inmates as individuals—not as inmates.*  Don’t talk to them in a condescending way. If they sense they're being treated as less than individuals or feel they are being patronized, they will back off and not be receptive. Or they will try to manipulate the novice.

5. *Be neutral with the correctional guards/officers –* Being too friendly with them will create suspicion among the inmates. This will hinder you in earning the inmates trust.

6. *After a first visit, ask the inmate if he/she wants future visits.*  It should be up to him/her, not you. He or she may refuse at first, but then change their mind later.

7. *Keep appointments*. If unable to be there when promised, inform the inmate, and include when the next visit is planned.

8. *Be honest and realistic.*  Don't treat the inmate as a child, or agree with everything he/she says, yet try to express opinions without being disagreeable. Turn his/her bitterness, anger, or complaints into opportunities for spiritual advice. Some of them have never been told “the truth in love.”

9. *Listen and learn.* Be sure to listen carefully to the chaplain and inmates. Even in the inmate's darkest moments of bitterness and self-pity, there is something to learn from him/her.

10. *Help the inmate face his/her past, present, and future realistically.* Accepting the past involves accepting responsibility for crimes committed. Don't allow him/her to defend himself/herself. Many inmates are convinced they were “framed” on the case for which they are doing time, but even this would not have happened, had they not been leading a criminal lifestyle. Help the inmate face his/her responsibility to deal with his present, including prison life, and what he/she can do while incarcerated to prepare for his/her future (such as enrolling in classes or taking full advantage of other services offered). Ask him/her to talk about the future and help him/her plan realistic and achievable goals.

11. *Encourage attendance at prison chapel services.* An inmate may avoid chapel services, because he/she doesn't like the chaplain or feels strange in a worship service or has some personal reason for not going. Explain to him/her that your ministry is being coordinated with the chaplain and the chapel services, and that the inmate will help himself/herself and the worker by attending.

12*. Go prepared.* Voluntarism should not mean sloppiness or an excuse for going into the prison untrained and unprepared. Inmates deserve the same treatment as people coming to an outside church, Sunday School, or Bible class.

13. *Be faithful and be patient.* Working with prisoners is a difficult task. Their lives have been shaped and warped by years of very negative influences. It will take time and patience to have a positive effect on some people. Inmates “doing time” are forced to have patience, while you can seek patience from God.

HOW TO GIVE A GOOD TESTIMONY

1. A TESTIMONY is the evidence, witness, first-hand authentication of a fact. It is a public profession of religious experience. Everyone has a testimony not just those with an addictive background.

II. COMPONENTS OF A TESTIMONY

1. Share of a part of your life story in order to relate and help someone who has a similar problem. For example, addictive behavior, victim of abuse, loneliness, divorce, etc.
2. Describe your salvation from sin and how God delivered you!

3. Tell the circumstance that drew you to Christ and a specific experience with God through salvation that exemplifies His character.

III. EXAMPLES FROM SCRIPTURE

1. Luke’s account of Paul’s conversion. Acts 9:1-22
2. Paul testifies – His public confession before men as to his conversion. Acts 22:1-21

IV. GENERAL TIPS

1. Describe your old sinful life as dead. “Therefore, if anyone is in Christ, he is a new creation; the old has gone, the new has come” (2 Corinthians 5:17 NIV)!
2. Be sincere, joyful, and enthusiastic when describing your new life.
3. Share how God’s word has impacted your life and changed you. For example, if you were…
   1. In bondage. “He whom the Son sets free shall be free indeed” (John 8:36).
   2. Were lonely. “I will never leave you nor forsake you” (Deuteronomy 31:6).
   3. Were materialistic. “What does it profit a man if he gains the whole world and loses his soul?” (Mark 8:36).
4. Give the listeners hope. Draw a comparison between your old and new life. “God turned my selfishness into generosity. He turned my cursing into praise. He took away my shame, anger, and resentment and gave me peace, love, and forgiveness. He took away my pain and gave me joy, etc. If God did it for me, He can do it for you.”
5. Keep a pure motive - so others might know Jesus.
6. Keep it relevant.

V. BE PREPARED WHEN SHARING YOUR PERSONAL TESTIMONY.

Take the time to write and edit your testimony. (See Appendix C: Guidelines for Preparing to Give Your Testimony). Rehearse sharing your testimony by practicing in front of a mirror. Adequate preparation will help you avoid the following:

1. Preaching. Keep your fundamental purpose of telling what Christ has done for you personally. Do not preach at people.
2. Making statements that reflect negatively on the church, other organizations, or people.
3. Using words that are meaningless to non-Christians. For example, terms like sanctified and redeemed. Explain their meaning if used.
4. Being long-winded, repetitive, and using unnecessary words.
5. Using fillers (i.e. – umm, “you know,” etc.).
6. Glorifying your former depravity. Do not be proud of your past sins.
7. Being too general or too specific about your past. Explain how the Devil tried to “kill, steal, and destroy (John 10:10)” your life.
8. Apologizing for what Christ has kept you from. Many believe that if they haven’t been saved from horrible lifestyles, their testimony is lacking in power. The ability of Christ to keep you from falling into sin is actually the most powerful of testimonies.
9. Being dishonest. Share the truth. It is what sets people free. “Then you will know the truth, and the truth will set you free” (John 8:32 NIV).

VI. WRITE YOUR TESTIMONY (START FROM THE BEGINNING) (See Appendix D: Sample Testimonies)

1. Where did you grow up as a child?
2. What was your family life like?
3. Give examples of how your environment growing up affected you?
4. When did you first start using substances?  What caused you to start using drugs?
5. How and why?  What substances did you use?
6. What type of emotional state were you in?
7. Describe how your addiction progressed?  At the peak of your abuse how much substances were you using?
8. What did you do to support your habit?  Describe.
9. What do you regret the most?
10. Did your “friends” or others ever victimize you? What happened?
11. Were you ever in an abusive (physically, emotionally) relationship?  Describe.
12. Where did you live while you were in bondage to substances?
13. How did your addiction affect your family?
14. What do you think could have prevented you from substance abuse?
15. When did you realize you needed help?  What finally caused you to get help?
16. How did you hear about Teen Challenge?
17. What did you experience in Teen Challenge?
18. What is your life like now?  Please describe.
19. What has God restored in your life?

FOLLOW-UP

Evangelism and follow-up are two steps in the disciple-making process.

Follow-up is the spiritual work of grounding a new believer in the faith, resulting in personal stability, growth, and spiritual reproduction. The need for follow-up is dictated by our Lord’s command to make disciples, not to just settle for decisions. Dr. Robert Coleman states in his book, Meet the Master, “all children of God start as newborn babes in Christ.” They need parental care to grow up in their faith.

In planning for outreaches Teen Challenge should always make prior arrangements with local churches or ministries for following up on new converts. It may be necessary for Teen Challenge to train people to do follow up. Effort should also be made to involve churches and other ministries in the planning an outreach. Help them grow and utilize their resources.

There are a number of types of follow-up plans and programs. Teen Challenge follow-up consists of determining who is a candidate for our residential discipleship program. Those who do not fall into this category should be referred to local churches, prison chaplains, Turning Point groups, coffeehouses, etc.

As responsible soul winners we must do all that we can to follow up. When it is not possible we must trust that the Holy Spirit will continue to guide them. “But when he, the Spirit of truth, comes, he will guide you into all truth” (John 16:13 NIV).

Acts 2:42-47, gives us a pretty good picture of what needs to take place following conversion. From this account of Scripture, we ought to help a new convert…

1. Receive assurance of salvation and acceptance by God.
2. Develop a consistent devotional life.
3. Understand the basics principles of the Christian life.
4. Become integrated into the local church.
5. Develop relationships with Christian people.
6. Learn to share his faith with others.

Two types of follow-up:

1. Personal – This is follow-up by an individual with a new convert.
2. Corporate – This could be a group of people providing an atmosphere where new Christians will feel welcome and be assisted as they grow in Christ.

Follow-up do’s

1. Contact the new convert as quickly as possible. Generally speaking, the majority of those that made decisions for Christ who are followed up within 48 hours respond positively.
2. If possible, contact the person personally.
3. Make sure they have a Bible (preferably one that is easy to understand).
4. Provide follow-up literature.
5. Make sure they are referred and encouraged to go to a good church.
6. Pray for them regularly (John 17:9).
7. Familiarize yourself with a follow-up strategy and carry it out.
8. Stick to the Word of God. Only use personal experience to confirm the Word.
9. Love and accept people as they are, before they become physically fit or spiritually whole.

Follow-up don’ts

1. Follow up with someone of the opposite sex unless a very large age difference, especially in home visits.
2. Count on someone else to do the job.
3. Exploit new converts by giving them a public platform too soon (Proverbs 16:18).
4. Try to convict or condemn new converts. Be patient in their spiritual growth process (1 Corinthians 3:6-7).
5. Do not talk condescending to a new convert (Philippians 2:3).
6. Make any promises you cannot keep.

Practical follow-up ideas:

1. Determine if they need residential care or a local church fellowship.
2. Provide contact information for available help.
3. If residential care is needed establish a method for processing Teen Challenge candidates into the program.

a. Coffeehouse

b. Turning Point or other non-residential Christian discipleship programs

c. Church attendance

d. Assign reading material

e. Consistent phone calls or visits

f. Immediate intake interview

1. For all those who do not need residential care, give their follow up cards to a local church.

APPENDIX A

Spiritual Awareness Evaluation

Spiritual Reproduction

### ACTIVATION

### Incorporation in Church

### FOLLOW UP

Reevaluation

### HARVESTING

### Change of Allegiance

### Problem Recognition

### Positive Attitude Toward Becoming Christian

### SEED SOWING & WATERING

Understanding of Gospel Implications

### Knowledge of Gospel Basics

### No Awareness

Adapted from “What’s Gone Wrong With The Harvest?” By James F. Engel and H. Wilbert Norton Zondervan Publishing 1975APPENDIX B

STREET MEETING CHECKLIST

Leader \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Date \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Time \_\_\_\_\_\_\_\_\_\_\_\_

Location \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Community Contact Person \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Phone \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Number of People Needed**

1 \_\_\_\_\_\_\_\_\_\_ Secure permit from authorities/community

1 \_\_\_\_\_\_\_\_\_\_ Garden Rake

\_\_\_\_\_\_\_\_\_\_ Broom (to clean site)

\_\_\_\_\_\_\_\_\_\_ Trash bags

2 \_\_\_\_\_\_\_\_\_\_ Generator

\_\_\_\_\_\_\_\_\_\_ Gas can (5 gallons, filled)

\_\_\_\_\_\_\_\_\_\_ Funnel

\_\_\_\_\_\_\_\_\_\_ Oil

2 \_\_\_\_\_\_\_\_\_\_ Public Address System (P.A.)

\_\_\_\_\_\_\_\_\_\_ Amplifier

\_\_\_\_\_\_\_\_\_\_ Speakers

\_\_\_\_\_\_\_\_\_\_ Microphones

\_\_\_\_\_\_\_\_\_\_ Microphone Stands

\_\_\_\_\_\_\_\_\_\_ Microphone Cords

\_\_\_\_\_\_\_\_\_\_ Tape/CD Deck

\_\_\_\_\_\_\_\_\_\_ Gospel Music Tapes/CDs

\_\_\_\_\_\_\_\_\_\_ 3-prong Adaptors

\_\_\_\_\_\_\_\_\_\_ Plug Adaptor

\_\_\_\_\_\_\_\_\_\_ Table for P.A. System

\_\_\_\_\_\_\_\_\_\_ Extension Cords

\_\_\_\_\_\_\_\_\_\_ Tools (to repair equipment)

1 \_\_\_\_\_\_\_\_\_\_ Spotlights

\_\_\_\_\_\_\_\_\_\_ Spotlight Stand

3 \_\_\_\_\_\_\_\_\_\_ Puppet Stage

\_\_\_\_\_\_\_\_\_\_ Poles

\_\_\_\_\_\_\_\_\_\_ Curtains (2 safety pins)

\_\_\_\_\_\_\_\_\_\_ Puppets

\_\_\_\_\_\_\_\_\_\_ Scripts

\_\_\_\_\_\_\_\_\_\_ Music Tapes

\_\_\_\_\_\_\_\_\_\_ Props

\_\_\_\_\_\_\_\_\_\_ Extra safety pins (for scripts)

**Number of People Needed**

2 \_\_\_\_\_\_\_\_\_\_ Fliers

\_\_\_\_\_\_\_\_\_\_ Tracts (with contact information)

\_\_\_\_\_\_\_\_\_\_ Decision Cards

\_\_\_\_\_\_\_\_\_\_ Pencils

\_\_\_\_\_\_\_\_\_\_ Fliers advertising TC or church services

\_\_\_\_\_\_\_\_\_\_ Bibles

\_\_\_\_\_\_\_\_\_\_ Children’s Literature

\_\_\_\_\_\_\_\_\_\_ Follow-up literature for new converts

3 \_\_\_\_\_\_\_\_\_\_ Transportation

\_\_\_\_\_\_\_\_\_\_ Vehicles gassed

\_\_\_\_\_\_\_\_\_\_ People Drivers 1. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

2. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

\_\_\_\_\_\_\_\_\_\_ Equipment Driver 3. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1 \_\_\_\_\_\_\_\_\_\_ Photos

\_\_\_\_\_\_\_\_\_\_ Photographer

\_\_\_\_\_\_\_\_\_\_ Camera

\_\_\_\_\_\_\_\_\_\_ Film

\_\_\_\_\_\_\_\_\_\_ Batteries

1 \_\_\_\_\_\_\_\_\_\_ Preacher’s Name: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

2 \_\_\_\_\_\_\_\_\_\_ Music (& instruments) 1. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

2. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

3 \_\_\_\_\_\_\_\_\_\_ Testimonies 1. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

2.\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

3. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1 \_\_\_\_\_\_\_\_\_\_ Songs 1. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

2. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

3. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

4. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

5. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

6. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

\_\_\_\_\_\_\_\_\_\_ Ministering Guests/Team

Leader’s Name \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Phone Number \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

\*All equipment must always be in good working order. Repair when necessary!

APPENDIX C

GUIDELINES FOR PREPARING TO GIVE YOUR TESTIMONY

*"It is a proof of your faith. Many people will praise God because you obey the Good News of Christ - the gospel you say you believe - and because you freely share with them and with all others." 2 Cor. 9:13 (NCV)*

1. Before you start writing, pray and ask God for help and the words to share.

2. Write out your testimony as you plan to say it, word for word. A 10-minute testimony would work out to 4 pages, typed, double-spaced.

**PART I: WHO ARE YOU?** (1/4 page max)

If appropriate, include family history and/or church background. Avoid naming religious denominations since this may alienate some listeners.

**PART II: THE PROBLEM** (1- 1 1/2 pages max)

Describe your attitudes and actions before the problem/crisis occurred. Give an explanation of your trial and/or crisis, with an emphasis on how you felt.

**PART III: THE SOLUTION** (2 pages)

What did your journey look like? (i.e., your healing, actions you took, help from a support group or friend, impact of scripture, etc.). Describe changes in your attitudes and actions since placing this situation in God's hands.

**PART IV: THE OUTCOME** (1/2 page max)

Give a snapshot of your ministry and life today, including your future plans.

3. Practice reading your testimony to the point that you can look up occasionally and get eye contact with the congregation.

4. Bathe your testimony in prayer, and continue to pray even after you are finished. Often Satan attacks directly after a spiritual victory.

5. Read your testimony from your typewritten sheets. Have a spare copy of your testimony at hand in case your original gets lost during the morning.

APPENDIX D

SAMPLE TESTIMONY – “SPILLED BLOOD”

BY TIM ZELLO

A bullet tore through my shirt, ripped into my chest and stopped just 7 millimeters from my heart. Blood spilled onto the street where I fell. I was dying, scared, and alone.

My name is Ricardo Heilbron. I am the oldest of 5 children (all with different fathers) and was raised in Cape Town, South Africa, by a single alcoholic mother. When I was 13 years old, I met my father for the first time and found out he was a hard-core drug addict and alcoholic. I was heartbroken and devastated. I tried to numb the pain by smoking and drinking and looked for acceptance in a local gang called the Wonder Kids. It wasn’t long before I left home and moved in with my gang boss.

For three years I was in this gang but the emptiness inside was still there and things only got worse. I was 16 years old when the biggest South African gang leader was murdered and I found myself wanting to be part of something bigger. So, I joined the 28’s, the largest gang in Cape Town. Initiation into the 28’s required that I either ‘spill blood’ by killing a rival gang member or ‘sell’ myself by letting a male gang member have sex with me.

My job was selling drugs; mandrax tablets, dagga (marijuana), and crack. It wasn’t long before I began using them regularly and got addicted. Violence came with the turf. I was stabbed in the back at school and then expelled for being a gang member. I started selling drugs fulltime and a year later was arrested and sent to Pollsmoor prison. It was not long after getting out of prison when I was shot in the chest with a 357-magnum pistol. I thought it was all over for me-I was a dead man.

But my life wasn’t over. In fact, God used that bullet which Satan tried to destroy me with to begin transforming my life. Satan wants to steal the great things that God has planned for you just as he has tried to *kill, steal, and destroy* my life! (John 10:10). He does not want you to know how much God loves you. He will try to take your family, your friends, and even your very life. His goal is to keep you from knowing God and will do anything in his power to keep you from understanding truth.

The devil is a liar and a deceiver. He used drugs and alcohol to steal my mother and father. He stole my education and good health. He convinced me that murdering, selling myself, using drugs and alcohol, and joining a gang for acceptance and protection was the answer and would help numb my pain. As I bled on the street, struggling to stay alive, Satan was trying to take my life but there is a power stronger than Satan.

I woke up in the hospital, God had spared my life even though I did not deserve it. While recovering a nurse kept inviting me to church. I didn’t want to go, but she was a beautiful lady who helped me so I couldn’t refuse her and when I got out of the hospital I went to her church. That day I prayed, and accepted Jesus! But I was still living with the gang and that night I smoked dagga again. I was scared to tell them what had happened because the only way out of the 28’s was for one of the members to kill me or my mother, or rape one of my sisters.

After 8 years in the gang dealing and using drugs, I wanted out*,* but could not find a way. That’s when I cried out to God, “Lord, I want to change and serve you but I can’t do it here. I need to get out of this place of bondage and go somewhere I can serve You.” The next morning God woke me up very early and I heard a loud and clear voice in my head say, “LEAVE NOW AND I WILL MAKE A WAY.” I didn’t understand but I obeyed the voice. Although I was still wounded by the bullet that remained lodged next to my heart, I jumped over the wall and ran away to escape the gang. As I was running down the road, a car pulled up beside me. I knew the man inside and he said, “You need to get away from that place. Get in. I know a place where you can get help!” and he drove me straight to Teen Challenge of the Western Cape.

At Teen Challenge God radically changed my life. After one year I graduated and now work as a staff member helping to rescue others who feel trapped. Because I turned my life over to Jesus, He has set me free from gang life, addiction to drugs, and the bondage of sin. Once I sold my soul looking for acceptance but today I am sold out to Jesus! He accepted me and has given me peace, joy, and love. The bullet is still inside my chest but has miraculously moved away from my heart. Now I share my story in schools, prisons, churches, community groups, and with anyone who will listen. My only desire is to be used of God because of what he has done for me. I am no longer trapped in gangs because I have been cleansed from my sins and set free by spilled blood; the precious blood that Jesus shed on the cross. He can also set you free if you ask Him!

**SAMPLE TESTIMONY**

**MESSAGE THEME: What on Earth Am I Here For?**

*(Actual testimony given at Saddleback Church, September 22, 1996)*

Hi everybody. My name is John Harper and I'd like to share how my search for a purpose in life led me to a number of dead ends, and produced a lot of frustration and hurt until I turned to God's purpose for my life.

Unlike many people, my search for a life purpose began with the church. I was raised in a good Christian home and we went to church every week. As a child, many adults in my church predicted I would take over for Billy Graham when he retired!

But as I grew older I turned away from having a relationship with God to performing a religion for God. I set out to be the one person in the world who would never let God down. Trying to do everything by the book, I married a good Christian girl from a good Christian home and entered a theological Seminary. But God became nothing more than an intellectual exercise. I knew ABOUT him but I didn't KNOW Him. I graduated from seminary with a Masters Degree and a 3.8 GPA but also with a major case of clinical depression. Entering therapy, I discovered that much of my demand for perfection could be attributed to an over-active inner parent. My image of God was that he was unpleasable.

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After failing to find peace and purpose in intellectual religion, I turned next to the business world with the same level of intensity. I quickly earned the adulation of my company and celebrated my first year of success on the French Riviera. I remember standing on a beautiful wood deck the night of the awards banquet, overlooking the Mediterranean and thinking: "Man, have I arrived or what?" I was New account Salesman of the Year for my region, I had money rolling in, and my peers were telling me I was on my way to the good times. I thought: "This is what life is all about!" I felt I could never get God to give me a standing ovation, but now people were doing just that. What more did I need?

But that feeling of success and accomplishment faded quickly and I began to look to an illicit affair to fill the hole in my heart. Riding high in 1984 with plenty of money, a beautiful home in Anaheim Hills and surrounded by women who were openly available, I began to commit adultery after nine years of marriage. In spite of all my material success, I was still coming up empty. I had no real purpose for living. But true to form, I found excuses for everything. My lousy excuse for being unfaithful to my wife was because she was not "attractive" enough. I also created excuses to justify my divorce.

Next in my search for purpose, I tried partying and pleasure. I found a gorgeous girlfriend who looked good on my arm and went into party mode. Alcohol and cocaine were the order of the day. So what if I had to declare bankruptcy! That was my ex's fault for taking me to the cleaners. Excuses and alcohol always gave me a way to deny the pain and deny what I had become: totally self-centered and egotistical.

In spite of all the hurt and the heartache I caused in her life, that gorgeous girlfriend became my wife and is to this day. In 1993, our daughter was born. My little girl made me start to realize that I was not the center of the universe. I thought: at least my family should give me my purpose for living! But I still continued to drink and act like an irresponsible adolescent.

Finally, in early 94, my wife told me enough was enough. That was my wake-up call. I knew I had to get my life together or I was going to lose both of them. I stopped going to bars, but I continued to drink at home. Drinking allowed me to pass out every night and perpetuate the denial of my emptiness.

Looking back now, in spite of my reluctance to turn to God for my purpose, God remained faithful to me. He was waiting for me to come home. At my wife's urging, we started coming to Saddleback in March of this year, just six months ago. Every Sunday, always nursing a hangover, the music would move me to tears (and it wasn't because of the throbbing headache!). Pastor Rick would touch my heart with observation from the Bible about God's love and forgiveness. In all my attending church and seminary- I'd never really grasped the truth that I MATTERED TO GOD.

One Sunday, Doug Anderson was standing in this very spot sharing his story. Like me, he was functional alcoholic. His story, and the ministry of this church, made me start to hope again that a relationship with a God of love could give my life some real purpose.

June 11th, 1996 was my first day of sobriety. I came to Saddleback's Celebrate Recovery meeting with a feeling that there was no place else to go. What I found was a bunch of men that had nothing but love in their hearts. On Day Eight of my recovery, I wrote this in my journal: "I am still searching for a God that I know is there. Perhaps my God is too small, perhaps He is not there. I fervently hope that is not true because I have no where else to go." I'd tried everything else.

I knew my drinking was just a symptom of my real problem. I was in a life and death search for the God who could make sense out of my life. Then on June 26th, Pastor John shared a Bible verse that finally cut through all of my denial. It was Psalms 46:10: "Be still and know that I am God!" I knew God was saying to me: "Stop trying to maintain the facade and stop making excuses for your life. This is why I died for you. Be still, relax and accept My gift of freedom."

I finally came home to my Abba, my Daddy in heaven. I finally began to understand that God's purpose for my life all along was to simply have a relationship with Him. I was made to be loved by God. On July 21st, my wife and I decided to join this Saddleback family. The next Sunday, we were baptized together by Pastor John. I want to say that when we were baptized my wife has never looked more radiant in all of her life! It was such a happy day. The following day, we dedicated our little girl to God.

Today, I stand before you grateful that God has given me 103 days of sobriety. (Yes, I'm counting the days. I'm still obsessive compulsive!) But I am alive again! And I am amazed at the peace I feel as I learn to let go of my own control and allow God to direct me. I am committed to living the rest of my life as a purpose-driven life. You can expect me to be here each week for this series. It could not come at a better time. If you've been searching, like I was, and finding only dead ends, I encourage you to open your life to Christ, and let him help you discover and fulfill God's purpose for your life.

**APPENDIX E**

THE POWER OF YOUR STORY

Our testimony is our “story.” Everyone has one---not just former addict’s, prostitutes or gang members. No one involved in outreach evangelism to addicts and others with serious life controlling problems should feel they do not have an adequate witness for Christ just because they have been Christians all their lives---or did not come from a severely troubled past.

The following material addresses this issue and is taken from a book entitled PERMISSION EVANGELISM by Michael Simpson.

“One of the saddest things I have encountered in training Christians to share their faith is the child convert who believes that his or her grace story is less valuable in the evangelism process than that of the adult convert. Without considering their words, some have actually told me they wished they had not accepted Christ until later in life so they would have a more powerful story to tell to the unbeliever.

The life-long Christian needs to rediscover the wonder of God's enduring work of grace in his life Why the Wrong Emphasis? After hearing countless people share their faith, I've recognized that the typical structure for telling a personal story of salvation is skewed. About 80 percent of the story focuses on the "before" period—what life was like before accepting Christ as Savior. Another 15 percent of the emphasis is given to the process—how the individual came to Christ and the mechanics of asking Christ into your life. That leaves only 5 percent for grace—the transforming power of God in your life since becoming a Christian. This pattern also reflects many of the commonly taught methods of evangelism. What it most painfully ignores is that part of the story that is most appealing to the lost—grace and resulting hope for the future. After all, our call is not to always be prepared to give an answer for the sins of our past, is it?

What is it in your story that will reach the masses seeking spiritual answers to life's questions? There is one aspect in every Christian's story that is sure to connect with anyone seeking truth, and it is all you need to tell. It is the story of grace. "

Your experience with God is as individual as you are, and consequently, so is your understanding of grace in your life:

(1) Because you are communicating your personal grace experience, there is nothing to memorize or debate. Explaining the hope that is in you requires only humility and obedience to the Holy Spirit's leading to change- lives.

(2) Because the grace in you is the reflection of God's Spirit, your wisdom and eloquent speech are not necessary to make the message attractive to the lost. God wants to be your wisdom and be your speech. Step away from the mirror, and let The Holy Spirit be reflected in you.

*Now the Lord is the Spirit, and where the Spirit of the Lord is, there is freedom. And we, who with unveiled faces all reflect the Lord's glory, are being transformed into his likeness with ever-increasing glory, which comes from the Lord, who is the Spirit.* (2 Cor. 3:17-18)

(3) Ignorance of grace is the one common denominator between every single person who does not have a personal relationship with Jesus Christ. All unbelievers—Mormons, Hindus, Muslims, atheists, and agnostics—lack the spiritual understanding of grace that only the Holy Spirit can provide. You may regularly run across an antagonist who can quote Bible chapter and verse better than you, or debate the latest scientific theory, but you will always have a leg up. You will always have something that you understand about God that they do not.

(4) Your experience of grace is true and irrefutable. Someone can argue the intellectual conclusion you came to, but he can't effectively argue your internal change nor the outward proof in the way your life is being lived. Your experience is true if you say so, and there is evidence of the presence of God in your life. The positive results that have occurred because of your relationship with God force the unbeliever to consider that God exists. You are the living proof. All that remains is for you to learn to articulate your grace story in a way that emphasizes God's work of grace in your life.

What Is Your Story?

Think of your life like a roadmap of your country. What you really need to initially communicate is where your journey started, where it got off track, how you found your way to the right path, and what has happened since. A couple of major detours along the way are critical to know if you have had them, but what you want are single lines, not every mistake you ever made. You are selling the value of the destination, and they need to believe their path, although different, can lead to a similar, yet uniquely personal place.

Create a template with your story—one that the unbeliever can later follow in telling you his story—by mapping out your life in a very focused way:

You started in \_\_\_\_ (your childhood); traveled through \_\_\_\_\_ and \_\_\_\_\_ (your life experiences); received new directions that you listened to because \_\_\_\_\_\_ (how/why you began seeking truth); that new road was \_\_\_\_\_\_\_\_ (what was your process); and you found yourself\_\_\_\_\_\_ (what happened once you were saved). Use the worksheet in the back of the book (appendix C) to help you out-line the elements of your story.

Although there are many ways to say it, here are the basic facts you should cover:

1. God created you for a relationship with him.

2. Your sins separated you from God.

3. God sent Christ to pay the penalty for your sins.

4. You believed and put your trust in Christ's death and resurrection.”

**APPENDIX F**

**ARTICLE ON RESULTS OF TC OUTREACH**

##### THE HARVEST IS GREAT

**"Teen Challenge Hits the Streets"**

**by**

**Dr. Nicholas J. Tavani, Jr.**

Jesus said, "The poor have the Gospel preached to them." (Matthew 11:5). He taught large outdoor gatherings and met many people face to face right out on the streets. He looked them in the eye and often touched them. While today's mass media techniques have been a popular method of evangelizing the multitudes. Teen Challenge still provides direct witness inside of some of our toughest-to-reach communities.

Over the past two years Rev. Mike Zello has mobilized Christians, many of them young people, as a part of a summer neighborhood gospel outreach. Last year's converts are often this year's enthusiastic volunteers, along with seasoned believers from all walks of life. Rev. Zello is Director of Washington, D.C.'s 21-year old Teen Challenge Ministry to drug-addicted and troubled youth. Together with his wife Kay, this dynamic duo began pastoring a church called New Life Assembly, which God raised up as a result of previous street meetings.

This past summer instead of concentrating on street corners which represent hotspots of drug dealing and prostitution activity along Washington's corridors of corruption. Rev. Zello discovered that people "doing business" there were too busy working to stop and think. He established a witness they would hear ... he went to where they live!

Many come from less than affluent sections of town. Fifty-two thousand of the city's poorest people live in Federal Housing Projects. A majority are black. The vast majority are unchurched. And Jesus died for all and loves them each and everyone.

The people are hungry, physically and spiritually. Hundreds of loaves of bread and Thomas' English Muffins, donated by a food chain and a local muffin distributor, were given out door-to-door, along with announcements of that week's meeting. Hundreds of Bibles (donated by the American Bible Society) were distributed to interested individuals during meetings. Even this supply went fast. Over 20,000 tracts, some donated and some purchased, were handed out in the neighborhoods. A personal witness with prayer and follow-up accompanied these actions. People were encouraged to read the Scriptures daily.

Street ministry is hard work. Prayer, planning and perseverance were keys to this summer's success. On June 15, 1984, over 65 people attended an all-night prayer meeting in a tent set up on the twenty-acre future site of New Life Assembly's much-needed sanctuary and family life center. A similar prayer meeting four years ago gave birth to their young congregation, which has met for Sunday and Wednesday services at Oakcrest Elementary School on Hill Road, just off Central Avenue in Capitol Heights, Maryland.

Construction on the church will begin this spring. Bus and van transportation is provided for those who attend the three weekly services and weekly youth activities. During a special Sunday morning service, volunteers were led by God's Spirit to sign up for various phases of the outreach. They met near the church at the Teen Challenge induction center at 6900

Central Avenue on the day of the street meeting for instruction and prayer. Street meetings were conducted in the poorest and most densely populated neighborhoods within a five-mile radius of the center, which made follow-up and transportation to the church possible. All staff and students of Teen Challenge were assigned responsibilities including contacts, equipment, transportation, etc.

They "pre-evangelized" targeted neighborhoods with free bread and a friendly smile, along with gospel tracts and flyers. Anticipation gave way to realization that another street meeting was under way.

The children's puppet ministry attracted a squealing crowd of kids who sang along with the gospel puppets. Roving clowns helped out one night. Gradually, other family members including teenagers arrived in time to join in the live music led by Don and Evelyn Wood, praise and worship leaders at New Life Assembly.

Rousing choruses with guitars, drums and tambourines were followed by special music ministries, which included "Souls of Fire," a band from Oral Robert's University, "New Direction Youth Choir" from Bethel Assembly in Hagerstown, "Joy Ministries" from Cornerstone Assembly in Bowie, Rev. David Lawrence, and singers Donna May, Debbie

Wood, and Kathy Zello from New Life Assembly. The outreach ministry welcomed participation from area church groups and visiting Bible college students.

Powerful preaching of the Word of God highlighted the evening outdoors. Pastor Mike Zello's clear Biblical message was most often directed to the uncommitted. The need for repentance and new life in Jesus was stressed time and again, and dozens of people responded. Each one was counseled and prayed with. Cards were filled out to facilitate follow-up and announcements of church bus pick-ups were distributed.

Often the film version of "The Cross and the Switchblade" was shown at dark followed by another altar call. Anointed guest speakers included English evangelist Eric Delve, Bob Stradoff, Acie Gearhart, and Mike Zello, Jr.

Much of the audience was made up of women, children and teen-agers. Apartment dwellers heard the Good News amplified through loudspeakers. Favorable comments from local residents included one lady who said, "Please come back. This is what our community needs." She wanted Mayor Barry to know. Another remarked, "People are listening, including the drug pushers." One young mother said she was "reclaimed for Jesus" after Brother Mike preached on the Lost Sheep, Lost Coin, and Lost Son (Luke 15:11-32). She had a praying Pentecostal mother who she couldn't wait to call.

Mrs. Vivian Ruff in of Eastgate Development in Southeast Washington also attended the meeting. She spoke to Mrs. Elizabeth Sims and Miss Donna May, both members of New Life Assembly. After hearing the Gospel and praying with these women, Mrs. Ruff in and her eleven-year old son Calvin both committed their lives to Christ. I felt a great load come off my chest! I felt peace," remarked Mrs. Ruffin. She was given a Bible and began attending services with transportation provided for her and her three sons. "I have given up drinking hard liquor. I think the services are beautiful and I love everyone. I feel like they're part of my family," she said.

Mrs. Ruffin has begun writing poems to express her joy.

"Thank You God for helping me,

For showing me peace and harmony,

Thank You God for what You've done,

Thank You God for your wonderful Son."

A police helicopter hovered overhead one evening until they were sure it wasn't a riot going on. The outreach ministry peaceably assembled all summer and added precious souls to the Kingdom. New Life fellowship has grown by more than fifty members. Several hundred personal decisions for Christ were made on the streets, thousands heard the message of Jesus preached aloud, and multiplied thousands received gospel literature.

Jesus Christ, "the Way, the Truth, and the Life," is setting people free in the streets and tenements of Washington, D.C.! "If the Son therefore shall make you free, ye shall be free indeed." (John 8:36)

APPENDIX G

RECOMMENDED ADDITIONAL READING LIST

1. The Master Plan of Evangelism, Robert Coleman

2. How to Give Away Your Faith, Paul Little

3. Permission Evangelism, Michael L. Simpson

4. The Soul Winner, C.H. Spurgeon

5. Within a Yard of Hell, Don Wilkerson

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