



A GOOD ACRONYM TO REMEMBER IS SALT

S stands for: Start a conversation

- i. You need what is called an entry point into the conversation
- ii. Look for a conversational item
 - a. Sports
 - b. T-Shirt with a vacation destination
 - c. If you have small children, you might relate to others with small children
 - d. The weather. Example: “Is it ever going to stop raining?” “Were you effected by last night’s tornados?”
 - e. Current events
- iii. There is no pressure in starting a conversation. You are just looking to see if God opens a door.
 - a. I want to encourage you to begin to cultivate and practice the art of starting conversations.

A stands for: Ask open-ended questions

- i. Most of the time people are open to talking about the things they love
- ii. You want to avoid asking questions that require a “yes” or “no” answer
- iii. An example might be: “Have you ever had a chance to go to a Houston Rockets game?”
- iv. Or: “What was your favorite part about Jackson Hole, Wyoming?”

L stands for: Listen

- i. It is important to be a good listener
- ii. If we are truly listening, our body language should show it. We should not be distracted by our phones, or watch, or other activities surrounding us
- iii. Be intentional to make sincere eye contact with the individual in which you are engaged
- iv. I shouldn’t only listen to speak. I should genuinely listen (Proverbs 18:2 and James 1:19)
 - a. Show forth authenticity and sincerity in your listening. The one you are speaking with is not a project. They are a person.

T stands for: Tell your Story

- i. Through building an intentional connection, look for an opportunity to testify about Jesus.
- ii. The best way to share Jesus is through a personal testimony
- iii. Look for an entry point that shows where Jesus met a need in your life that relates to that person in some way.
 - a. Talk about key events that led to your salvation. Maybe a family member passed away that caused you to evaluate your situation. Or, maybe someone was sick with a life-threatening illness. Were you in a car accident where your life flashed before your eyes? Maybe the ENT at the scene told you, “I’ve never seen someone survive such a wreck. Or the police officer said, “You are lucky to be alive. This is a miracle.” Maybe you went through a devastating divorce or a broken relationship. Were you about to lose your home or your job? Did you have a child facing difficult situations, such as addiction, that caused you to evaluate yourself?
 - b. Did these circumstances point you to the path where you received Christ? If so, it is a key point in your testimony of how you came to Christ and a great entry point.

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FRIENDSHIP EVANGELISM (CONTINUED)

- B. Look for ways to engage these individuals
 - i. You may be in the seed planting stage by consistently showing joy and offering hope and encouragement to that person
 - ii. You may need to ask questions that endear the person to you
 - a. When is their child's birthday?
 - b. When is their birthday?
 - c. When is their anniversary?
- C. Bless them on the days that are important to them
 - i. What would happen if you took your coffee barista a gift card on her birthday?
 - ii. Would your neighbor be more open to you if you helped him with a fallen tree limb, or brought his trash can back up to his house regularly?
 - iii. Taking a genuine interest in the person builds the foundation needed to share the gospel when the time comes.
- D. Do not put any undue pressure on yourself.
 - i. Be encouraged that through these acts of kindness, you are indeed part of the process
 - a. You may be in the seed stage. Part of the seed stage might be that you are the first Christian that has ever acted kindly to this individual
 - b. You may be in the watering stage. This is the stage where someone has sown seed in some form or fashion concerning their need of Jesus. It may be incomplete. It may be flawed. But there is some evidence of the person knowing Christ in some form or fashion.
 - c. It may be some time before the harvest comes. Do not be discouraged in this stage of compassionately praying and intentionally caring for individuals

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CONVERSATIONAL EVANGELISM

- A. Acts of kindness are still a good entry point in conversational evangelism
- B. You want people to take notice of your care and concern
- C. Some ideas that allow for conversation:
 - i. Open a door for someone
 - ii. Purchase a load of laundry at the laundry mat and ask if you might pray for them
 - iii. Fill up gas tanks at the local gas station
 - iv. Give out bottles of water outside of a business
 - v. Hold a public cookout
 - vi. Create a "Be Blessed Card" and bless people by purchasing their meals or coffee. Your card should include your church information
 - vii. When going door to door, take a practical gift like a nine volt battery. Say something like, "We want you to have this in case of an emergency. Please know that our church is here."
 - viii. Take a hygiene kit to a family who is attending a loved one in the hospital.
 - ix. Set up a public prayer station
- D. In conversational evangelism, where you perform one of these random acts of kindness, be encouraged that you are sowing and watering into the process of people receiving Christ.

1 Corinthians 3:6-7 New King James Version (NKJV)

6 I planted, Apollos watered, but God gave the increase. 7 So then neither he who plants is anything, nor he who waters, but God who gives the increase.



1 WHEN YOU THINK OF EVANGELISM, WHAT COMES TO MIND?

- A. Do you think of someone standing on the street corner proclaiming the Gospel?
- B. Do you think of someone who opens up their Bible and confronts people in their sin?
- C. Because of these ideas, evangelism may seem intimidating and not something we see ourselves doing
- D. Rest assured, these styles are not adopted by the majority of the body of Christ



2 "I PLANTED, APOLLOS WATERED, BUT GOD GAVE THE GROWTH." 1 CORINTHIANS 3:6

- A. We use this verse in a more general way by saying, "Some plant, others water, but God gives the increase."
- B. This principle may be applied to any area of ministry, but especially evangelism
- C. In most cases, a process is needed in Evangelism for an individual to come to Christ
 - i. It takes the average person 7 to 10 times in hearing the Gospel message before they respond.
- D. Ask the congregation: "How many of you received Christ the very first time you heard about Jesus?" (I have found that anytime I ask this question, it is less than 10%). If the findings are consistent, communicate to the audience: "If 90% of you did not receive Christ the first time you heard the



3 FRIENDSHIP EVANGELISM

- A. Your My Five is an excellent place to start in friendship evangelism
 - i. These are people on your My Five List.
 - ii. These are people that you come into contact with on a consistent basis that is an addition to your My Five List a. For example: your coffee barista, your son's soccer coach, your waitress in a restaurant you frequent, a neighbor



INTRODUCE THE MY FIVE CARDS

- A. Hand out the My Five cards to the congregation
- B. Have the people pause and write down five individual names of those they commit to pray for every day.
- C. They may want to write those names down in their bible to remind them each morning to pray.
- D. Once the My Five card is filled out, hand it in to the ushers.
- E. The staff will write down the names and agree in prayer with each congregant's My Five.