

# EVANGELISM BOOKLET

*TRY CHURCH*

*KEEP COMING TO  
CHURCH*

*TRY JESUS*

## **Talking Jesus Report**

[www.eauk.org/resources/what-we-offer/reports/talking-jesus-report](http://www.eauk.org/resources/what-we-offer/reports/talking-jesus-report)

## **Short videos for questions that arise**

[www.solas-cpc.org/category/video/shortanswers/](http://www.solas-cpc.org/category/video/shortanswers/)

[www.thegospelcoalition.org/series/one-minute-apologetics/](http://www.thegospelcoalition.org/series/one-minute-apologetics/)

Please send Testimonies to,

tobias@bartonchurch.org.uk

As we are trying to collect stories of Barton members stepping out. Whether it is successful or not, we would like to hear the brave stories of this family stepping out.

It can be anonymous, and can you say whether you would like it shared or not too.

Thank you

## DESCRIPTION OF EVANGELISM STYLES

### ***Direct Style:***

Examples: *Biblical* - Peter in Acts 2  
*Modern* - Billy Graham

Verse: 2 Timothy 4:2 Preach the word of God. Be persistent, whether the time is favourable or not. Patiently correct, rebuke, and encourage your people with good teaching.

Characteristics: Confident, assertive, direct; has spiritual awareness; has strong opinions and convictions; likes to get directly to important spiritual issues

Cautions: Use tact when confronting people with truth to keep them from becoming unnecessarily offensive; remember love, gentleness, humility [1 Peter 3:15]; be considerate of others with different witnessing styles; avoid accusation, temper, lack of respect, pushiness, being too confrontational, etc.; be sensitive to the Spirit's leading, not your own.

### ***Intellectual Style:***

Examples: *Biblical* - Paul in Acts 17  
*Modern* - Josh McDowell (Evidence That Demands a Verdict)

Verse: 2 Corinthians 10:5 - With these weapons we break down every proud argument that keeps people from knowing God. With these weapons we conquer their rebellious ideas, and we teach them to obey Christ.

Characteristics: inquisitive, analytical, logical; thoughtful about what they believe and why; like to debate what is true; can have deep conversations about spiritual things.

Cautions: Do not substitute giving answers for giving the gospel, and be careful not to become argumentative; have a humble attitude; get thru arguments to essential spiritual issues and to the gospel message.

## ***Testimonial Style:***

Examples: *Biblical* - Blind man in John 9

*Modern* - Corrie ten Boom (The Hiding Place)

Verse: 1 John 1:3 - We proclaim to you what we have seen and heard, so that you also may have fellowship with us.

Characteristics: Clear communicator, story teller, good listener, can make gospel practical and relevant.

Cautions: Beware of talking about yourself but not relating your experience to the other person's life. You need to listen to them first and connect your story to their situation; focus on Christ and scripture, not just on yourself; practice your story, but go beyond it to the gospel.

## ***Interpersonal Style:***

Examples: *Biblical* - Matthew in Luke 5:29

*Modern* - Rebecca Pippert (Out of the Saltshaker)

Verse: 1 Corinthians 9:22b - I have become all things to all men so that by all possible means I might save some.

Characteristics: Warm personality, conversational, friendship-oriented; important for reaching many non-Western cultures; often neglected style in evangelism training

Cautions: Avoid valuing friendship over truth-telling; presenting the gospel may mean causing friction in the relationship, but it must be done; develop interpersonal or counselling skills.

## ***Invitational Style:***

Examples: *Biblical* - Woman at the well in John 4  
(witnessing to the townspeople)

*Modern* - Ruth Graham

Verse: Luke 14:23 - Then the master told his servant, 'Go out to the roads and country lanes and make them come in, so that my house will be full'

Characteristics: Hospitable, relational, persuasive; able to invite others to religious events.

Cautions: Do not always let others do the talking for you; always be ready to explain it (1 Peter 3:15)

## ***Serving Style:***

Examples: *Biblical* - Dorcas in Acts 9  
*Modern* - Mother Theresa

Verse: Matthew 5:16 - In the same way, let your good deeds shine out for all to see, so that everyone will praise your heavenly Father

Characteristics: Others-centred, humble, patient; see needs in others' lives and graciously meet their needs; good style for shy, quiet people; actions can be powerful

Cautions: Actions are not substitutes for words; we must also verbally tell people about Jesus (Romans 10:14)

### *Summary*

Jesus and the apostles used all styles - so be flexible in addition to developing your personal style. Focus on the kingdom and walk consistently and closely with God so you'll be ready to share.

# EVANGELISM STYLES QUESTIONNAIRE

Directions: Record your response to each statement according to whether you think it applies to you...

3 - Very Much

2 - Somewhat

1 - Very Little

0 - Not At All

1 In conversations, I like to approach topics directly, without much small talk or beating around the bush

2 I have a hard time getting out of bookstores or libraries without getting a bunch of books that will help me better understand issues being debated in society.

3 I often tell stories about my personal experiences in order to illustrate a point I am trying to make.

4 I am a "people person" who places a high value on friendship.

5 I enjoy including or adding new people to activities I am involved in.

6 I see needs in people's lives that others often overlook.

7 I do not shy away from putting a person on the spot when it seems necessary.

8 I tend to be analytical.

9 I often identify with others by using phrases like "I used to think so too" or "I once felt the way you do."

10 Other people have commented about my ability for developing new friendships.

11 To be honest, even if I know the answers, I am more comfortable having someone "better qualified" explain Christianity to my friends.

12 I find fulfilment in helping others, often in behind-the-scenes ways.

13 I do not have a problem confronting my friends with the truth even if it risks hurting the relationship.

14 In conversations, I naturally focus on the questions that are holding up a person's spiritual progress.

15 When I tell people how I came to Christ, I've found that they've been interested in hearing it.

16 I would rather delve into personal life issues than abstract theological ideas.

17 If I knew of a high quality outreach event that my friends would enjoy, I would make a big effort to bring them.

18 I prefer to show love through my actions more than my words.

19 I believe that real love often means telling someone the truth, even when it hurts.

20 I enjoy discussions and debates on difficult questions.

21 I intentionally share my mistakes with others when it will help them relate to the solutions that I have found.



22 I prefer getting involved in discussions concerning a person's life before dealing with the details of their beliefs.

23 I tend to watch for spiritually strategic events to bring people to (such a Christian concerts, out-reach events, seeker services).

24 When people are spiritually closed, I have found that my quiet demonstrations of Christian love sometimes make them more receptive.

25 A motto that would fit me is: 'Make a difference or a mess, but do something.'

26 I often get frustrated with people when they use weak arguments or poor logic.

27 People seem interested in hearing stories about things that have happened in my life.

28 I enjoy long talks with friends.

29 I am always looking for a match between the needs and interests of my friends and the various events, books, etc., that they would enjoy or benefit from.

30 I feel more comfortable physically assisting a person in the name of Christ than getting involved in religious discussions.

31 I sometimes get in trouble for lacking gentleness and sensitivity in the way I interact with others.

32 I like to get at the underlying reasons for opinions that people hold.

33 I am still amazed at how God brought me ta faith in Him and I am motivated to tell people about it.

34 People generally consider me to be an interactive, sensitive, and caring kind of person.

35 A highlight of my week would be to take a guest with me to an appropriate church event.

36 I tend to be more practical and action-oriented than philosophical and idea-oriented.

Now transfer your responses to the grid and total each column:

Direct		Intellectual		Testimonial		Interpersonal		Invitational		Serving	
01		02		03		04		05		06	
07		08		09		10		11		12	
13		14		15		16		17		18	
19		20		21		22		23		24	
25		26		27		28		29		30	
31		32		33		34		35		38	

The higher the number, the more you relate to that evangelism style.

This material is based on Becoming a Contagious Christian by Mark Mittelberg, Lee Strobel & Bill Hybels. 1995. Zondervan.

# THE ENGEL SCALE

“The Engel Scale” originates with James F Engel, from the book *What’s gone wrong with the harvest?*, published by Zondervan in 1975. The insight into evangelism that is generally drawn from the Engel scale is that all people go on a journey or process on their way to conversion and then on into discipleship.

There are multiple different phrases people have used to describe each stage or number in the process. In general, they follow this basic pattern:



A strength of the Engel scale is that it helps us to realise that our approach to evangelism can be informed by and adapted to how much understanding or interest a person has in the Christian faith. Consequently, if we can try to gauge where a person is on the scale it becomes possible to contextualise our conversation or message in a way that will hopefully be more effective.

As with any number system, this gauge is only a guide, but we hope it helps you understand the different steps to faith people might be on.