

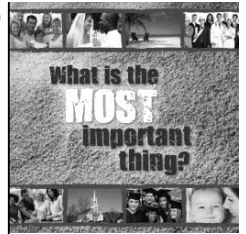
Two Lesson Witnessing Workshop

Most Important Thing Version

Leader's Manual



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Leader's Manual

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Introduction



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Purpose of the Two Lesson Witnessing Workshop

The purpose of this training is to equip believers with the “basics” of using their salvation story along with using “The Most Important Thing”(MIT) tract to share the gospel. The Two Lesson workshop is a wonderful introduction to personal witness training. Additionally, participants in the Two Lesson workshop would benefit greatly by participating in the One-Day workshop. The One-Day workshop provides for a more intensive time of training along with an evangelism opportunity/witnessing experience of some kind.

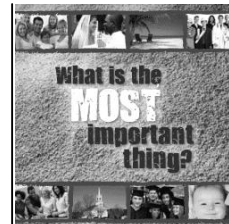
A time for an evangelism opportunity/witnessing experience is not included in this schedule, however, it should be highly encouraged that all participants share their salvation story along with the MIT tract in the next two weeks.

The Two Lesson Workshop Leader

The Two Lesson Workshop leader should be someone who has a passion for the lost, be a good teacher, and is a personal soul-winner. If at all possible it should be the pastor. If that is not possible, the leader should be someone who has a passion for and experience in personal evangelism.

The leader will need copies of the Leader's Manual and will need to have studied and reviewed each section carefully. **A key requirement for the Two Lesson Workshop leader is the ability to share his or her salvation story and to be able to share that story in the context of the MIT tract.** Therefore, the leader needs to have prepared his or her salvation story and to have studied and practiced using tract in preparation for the teaching sessions. In the teaching session the leader will be expected to concisely share his or her salvation story and to be able to show the class how to share the gospel by using a witnessing tract.

Introduction



Notes

Preparing for the Two Lesson Witnessing Workshop

1. Read through all of the teaching material.
 2. Duplicate copies of the personal story/testimony worksheet and give to all participants before the workshop. A goal would be to distribute it at least one week in advance.
 3. Make sure listening guides are available for all participants.
 4. Order enough Most Important Thing tracts for each participant to have at least three each.
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Two Lesson Witnessing Workshop *Sample Schedule*

Lesson One Section One—Introduction

Purpose of Section:

To communicate the biblical mandate for personal witnessing and the claim that Jesus is the only way to salvation.

Section Two—How to Begin a Witnessing Conversation

Purpose of Section:

To help the witness understand how to begin a witnessing conversation

Lesson Two Section Three—Your Salvation Story

Purpose of Section:

To help the believer understand the importance of a personal salvation story, how to develop it and share it with an unbeliever

Section Four—Using the Most Important Thing Tract

Purpose of Section:

To learn how to use the MIT tract in a witnessing conversation

Section Five—Immediate Follow-up: W.A.L.K.

Purpose of Section:

To help the witness understand the importance and process of immediate follow-up

Introduction

Leader's Manual



Notes

Training Materials to be Duplicated

Each participant will need a copy of the Listening Guide for each of the sections. They will also need a minimum of three witnessing tracts. Participants should be encouraged to bring their Bible to the training.

Training Equipment and Room Arrangement

Set up the training room for a productive teaching environment. Since participants will be writing and using handouts, have an adequate number of tables and chairs. If you are using PowerPoint, make sure you have a screen or white blank wall at the teaching end of the room. A table at the front of the room for laptops, overheads, materials, and so forth will be necessary. If you need a lectern, secure one before the training. If the crowd is large, you may need to arrange for a sound system and microphone.

Have water and mints placed on each table along with extra pens or pencils. All duplicated and ordered materials should be easily accessible.



Leader's Manual

Section One

Notes

Welcome!

Purpose of Section:

To communicate the biblical mandate for personal witnessing and the claim that Jesus is the only way to salvation

Enlist someone to read Matthew 28:18-20 .

Ask:

What does this passage clearly tell us to do?

Answers:

Go and tell, make disciples, teach, baptize, make believers, and so on.

Say:

This passage tells us to be a witness for Christ . It is the biblical mandate . It expresses the marching orders of the church and every individual that has been saved . This is the “Great Commission” passage .

Thank you for making a commitment to be present at this training. It reflects your desire to be obedient to the cause of Christ.

Enlist someone to read Acts 4:12 .

Ask:

What does this passage say about salvation?

Say:

It is only through Jesus, there is no other way to salvation but through Christ .

Ask:

So, if we have been given a commission, and if there is no other way to be saved other than through Jesus Christ, how should these two verses affect the way we live our Christian lives?

The answer:

We should be obedient to the commission of Christ and to seek to share with others the good news that salvation is available through Him.

Lesson One

Leader's Manual

Section One



Notes

Say:

This is an issue for many believers. They want to be obedient in this area, but they do not know how to share. Today you will learn a simple process to share the gospel.

Lead your class to make this commitment:

To the best of my ability, and with the Lord's help, I will share Christ as opportunities arise.

Say:

If this expresses your desire, sign your name on the line as a confirmation of your commitment .

Close this section with prayer that each individual present will follow through on this commitment.

“We do not need to fear going anywhere to share the gospel. The success we seek is not our own. It is not determined by our worth or abilities. We seek Christ’s success, and that success is determined by His will and authority.”
Gene Mims, Kingdom Principles for Church Growth

Section Two

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Notes

How to Begin a Witnessing Conversation

Purpose of Section:

To help the witness understand how to begin a witnessing conversation

Say:

In any witnessing conversation it is very important to be natural. Just be yourself and allow your own unique personality to come out in the conversation. Smile and enjoy people with whom you will have an opportunity to share. Remember, you are reflecting the life and love of Jesus Christ!

Ask:

When you are in a conversation with someone, what areas are typically discussed?

Answers:

hobbies, interests, things you have in common, backgrounds, work, family members, current issues, religion

Starting a witnessing conversation is really no different than starting any other conversation! You are seeking to build a relationship!

Say:

To assist you in starting a witnessing conversation, use the simple acrostic **F. I. R. E.** to help keep you on track.

Remember: Seek to build a relationship.

Using F.I.R.E.

F: Stands for Friend question

You are making a friend or becoming a better friend.

Say to your friend: "Tell me something important about yourself today."

Or: "What's the most important thing I need to know about you today?"

If using the cover of the tract ask: "Do any of these pictures on the cover of this booklet represent something that is most important to you?"

"Almost every day, we come to evangelistic turning points. We make the choice whether to help rescue these people from danger or to walk the other way."

—Lee Strobel, Inside the Mind of Unchurched Harry & Mary

Lesson One

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Two Lesson Witnessing Workshop

Section Two



Notes

I: Stands for Important question

Ask the Important question:

“What is the most important thing that has ever happened to you?”

This is not necessarily a spiritual question. It is a value question. You discover what is valuable to them. It could be many things, including spiritual things. For them the valuable thing will be the most life changing thing.

R: Stands for Religious question

Ask the Religious question:

“What is the most important thing God has done for you?”

What you are hoping they say something like: “My salvation,” but that may not be the case. Often unbelievers will mention a difficult time in their lives God saw them through.

A follow-up question may be: “How did God do this?” Sometimes they will not know what to say. If they do not give a true salvation response, then ask the next question in F.I.R.E.

E: Stands for Eternal question

Ask the Eternal question.

What do you think God requires for a person to have eternal life?

If they do not give a strong “faith” answer, then you will want to share the CROSS gospel presentation. You will want to make sure you get some kind of answer from them on this question because at the end of the presentation you will ask them to remember this answer. Even an “I don’t know” is a proper answer. They must agree to something, even if they agree they don’t know.

Ask: May I share with you may experience with eternal life? If yes, then briefly share your **story**.

Have them to practice using F.I.R.E with a partner and pray. *This is end of Lesson One.*

“When sharing your faith, it’s better to mention spiritual matters early instead of later in a conversation.”

*—Jimmy Kinnaird,
RELAY: Sharing Your
Faith Your Way*

Section Three



Notes

Your Salvation Story

Purpose of Section:

To help the witness understand the importance of their personal salvation story and how to develop and share it with an unbeliever

Say:

A salvation story is one of the most basic tools that can be used for witnessing. A salvation story is the account of your life before you made a commitment to follow Jesus, how you came to know Him personally, and how He has changed your life .

A salvation story is divided into three areas:

1 . My life before I became a follower of Jesus Christ

This section includes what your life was like before you became born again. Loneliness, lack of purpose, searching for meaning, and/or no hope may all be part of your story. It culminates in the discovery that each of us are in need of a change and a recognition that humankind's most basic problem is sin.

2 . How I came to realize my need for Jesus Christ

How did this occur in your life? What were the circumstances leading up to it? Was it in a worship service that you came to know Christ? How did you discover that God loves you and that Jesus died for your sins? When and where were you when you received Jesus as your Savior? This part of your story communicates the circumstances and events surrounding your life-changing encounter with Christ.

3. What my life is like now that I am a follower of Jesus Christ

The last part of your story communicates how your life is now different. How has Jesus fulfilled your needs indicated in part one?

An excellent model of a salvation story and its use is found in Acts 22:3-16.

Acts 22:3-5

Describes Paul's life before Christ

Acts 22:6-13

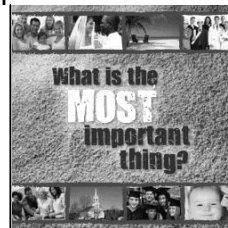
Describes how Paul came to know Christ

Acts 22:14-16

Describes how Paul's life was changed

“A personal testimony is difficult to refute. The experience has happened to you. You are a specialist on your own story. The antagonistic Pharisees had no defense for the simple, forthright testimony of the blind man who had been healed.”

*—Darrell W. Robinson,
People Sharing Jesus*



Notes

Characteristics of a Salvation Story

Say:

Your personal testimony is very important:

It has **authority**

No one can refute it; it happened to you!

It **communicates**

It is a wonderful resource to communicate the reality of how Christ has changed your life!

It **relates**

Everyone alive has a spiritual void that can only be filled by a personal encounter with Jesus Christ.

It is **powerful**

God can use your story/testimony to impact lives and to reveal the life and love of Jesus Christ to a lost and dying world.

Say:

What if you accepted Christ at a very young age?

Notice the box in your notes on the far right column

- *Focus on a defining moment in your life when your faith was tested and affirmed*
- *Focus on how Christ has protected you*
- *Focus on the direction your life could have gone*
- *Focus on what Christ saved you from*

Show sample of early age testimony.

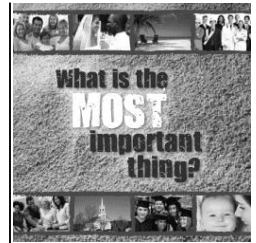
Leader, take a moment and share with the class your own personal story in three minutes or less.

“God custom-designed you with your unique combination of personality, temperament, talents, and background, and He wants to harness and use these in His mission to reach this messed-up world.”

*—Bill Hybels
Becoming a
Contagious Christian*

Section Three

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Notes

Writing Your Salvation Story

Give your class the following Instructions for writing their salvation story .

Leader, if the participants have already written out their story/testimony before this section, encourage them to review and evaluate it in light of the suggestions below.

Use the Personal Story Worksheet to write out your story.

Be brief. Your story should be no longer than three to five minutes.

Be specific, but leave out unnecessary details.

Try to avoid Christian lingo and words that the hearer may not understand.

Stress that even though Christ has changed your life, you are still not perfect.

After the class has had time to write out their personal story (or if they have already written it out before the class) give them time to share their stories with their partners.

Lesson Two

Leader's Manual

My Story/Testimony

Worksheet



Notes

1. My life before I became a follower Jesus Christ:

2. How I came to realize my need for Jesus Christ:

3. What my life is like now that I am a follower of Jesus Christ:

Transition: All this began the day I discovered God loved me because of the cross. The word CROSS tells us how a person can have forgiveness and eternal life. May I share this with you?



Using the Most Important Thing Tract

Purpose of Section:

How to use the Most Important Thing tract in sharing Christ.

Say:

Tracts have been a valuable witnessing resource for generations. They can be used with little preparation. You don't have to memorize a lot of Scriptures--which you may forget if you're nervous or distracted, and the printed message helps you stay on target to make the most of a brief witnessing encounter.

The effectiveness of tracts is enhanced by the hear/see/do principle: "I hear, and I forget. I see, and I remember. I do, and I understand." Reading a tract with unbelievers and asking them to respond in appropriate places allows unbelievers to listen, to see and to interact. The more senses used, the more the message is reinforced.

Tracts also allow you to present a witness when time or availability would otherwise hinder. Leaving a tract in a waiting room, placing one in the hands of a busy salesclerk, mailing one to a friend in another state, are all ways to witness when an opportunity might otherwise not be a present.

Before You Use The Most Important Thing Tract

Say:

Read the tract several times. Be thoroughly familiar with its contents. Practice reading it until you can do so smoothly and comfortably. Know the contents well enough to put parts of it into your own words. Understand the sequence of the presentation and learn to anticipate what is presented on each new page.

The CROSS Presentation of the gospel follows these major points in the presentation of the gospel:

- The **person** and **work** of Jesus Christ
- Man's universal problem with **sin**
- The **end** result of man's sin
- God's **solution** to the problem of sin
- Man's **response** to experience the benefits of God's solution

Two Lesson Witnessing Workshop

Section Four

Lesson Two

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The Scriptures used to support these concepts are familiar ones, or ones you can easily learn. Once you're acquainted with the format of the MIT tract, you'll feel comfortable and confident using it to help you introduce others to Jesus. Practice using the tract with a Christian friend or family member. Ask them for feedback on ways you can improve your presentation.

Leader:

Demonstrate how to use your witnessing tract with a member of your class.

You may follow this model:

1. On back of tract, place your church label over the back of the track for local contact information. If no label, write church or personal contact information you deem appropriate.
2. If you have not already used the FIRE questions to engage in spiritual conversation you may direct their attention to the cover of the MIT tract. There are eight pictures that represent important things in people's lives. You can ask the person which, if any of these represent what is most important in their life.
3. Open up the tract and ask the question on page one, noting possible answers. Do the same thing for the questions on pages 2 and 3 as well.
4. As you go through the booklet, stand or sit beside the person so that you and he/she can see it together.
5. If the person gives an answer to the question on page 3 that is not a proper faith answer of trusting in Jesus Christ, then check the option selected or write his/her answer down in the space given. This is very important later.
6. There is an icon on the left side of the booklet representing each of the letters in CROSS. The gospel presentation is on the right. Hold the booklet so that the person can see the icon on the left page as well as the text on the right.



Notes



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7. You may use this explanation of the icons. The “C” icon of the cross of nails represents the painful death Christ died on the cross. The “R” icon is a serpent in the shape of an “s.” This represents temptation and sin that goes all the way back to the very first two humans. We are helpless in our sin. The “O” icon of the separated heart represents death. The outcome of a physically separated heart is death. A person spiritually separated will face ultimate brokenness and separation from God. The “S” icon is the bread and wine of the new covenant Jesus made with us before God. He was our substitute for sin. He gave his body and his blood for us, in our place. The last “S” icon is a three stemmed plant. This plant represents what is necessary on our part to respond to God’s offer of forgiveness of sin and eternal life: Repent, believe and receive. These three are represented in the three branches.
8. As you read through the booklet, point to the words with a pen or finger.
9. Have the other person read the scripture verses out loud.
10. Have the person answer questions posed in the tract. For example, on page 5 the question at the bottom of the page: “Why did Jesus die on the cross?” or the question in the middle of page 11 “How would you feel about this person?” This reinforces the point in their mind because they have verbalized their thinking. It also gives you a clue to their understanding and interest in the presentation.
11. Read the question at the top of page 14 and ask them how they answered that. Then ask if they would like to now trust Christ alone for forgiveness and the free gift of eternal life. (All of this is written on the page.)
12. Have them sign their commitment at the bottom of the page.
13. Show him/her the W.A.L.K. portion of the tract and ask them to read over this sometime today.
14. Fill out the “Most Important Decision Form” and separate from the tract.
15. You will want to leave the tract and an unmarked tract behind. You may even leave two or three tracts to share with their friends and family.

Now, pack some tracts in your jacket, purse, car, desk--anywhere you can grab one quickly when a witnessing opportunity presents itself.

Lesson Two

Section Five

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Notes

Immediate Follow-up: W.A.L.K.

Purpose of Section:

To help the witness understand the importance and process of immediate follow-up. If you have the wonderful privilege of leading someone to Christ, the necessity for follow-up falls squarely on your shoulders! Make this a priority. Evangelism and discipleship are two sides of the same coin.

Once a person has accepted Christ, congratulate them! Tell them this is the greatest decision they will ever make! The old has passed away, and they have become a new creation in Christ!

I Peter 2:2 refers to new believers as babies.

What are some of the immediate needs of a new believer?

Answers may include: Bible study, baptism, discipleship, friends, a Sunday School class, a church home .

Say:

Immediate follow-up is critical . It begins at the point of conversion . Just like taking care of the needs of a newborn, God expects you to attend to the needs of the new believer .

**“Follow-up procedures are not complete until the convert has been taught to study God’s Word, to pray, to live the Christian life, and to walk with Christ.”
D. James Kennedy,
Evangelism
Explosion**

Section Five

Lesson Two

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Notes

There are four disciplines new believers need to practice as they begin their new lives in Christ. These are listed in WALK starting on page 17 of the tract. These areas need to be reviewed with the new believer.

- **W** in **WALK** is for **Who** needs to know: A person who would support their decision, a church who would celebrate their decision and a person who needs to make this decision.
- **A** in **WALK** is for **Assurance** of salvation: The new believer needs to be sure that their salvation is real and true.
- **L** in **WALK** is for **Learn** the Bible: The new believer needs to begin an steady intake of God's Word, the Bible.
- **K** in **WALK** is for **Kneel** in prayer: The new believer needs to immediately begin an active practice of prayer.

As you leave the person, make sure the person has a Bible and information about your church. Leave them the tract and other tracts. Encourage them to share their experience and the tract with someone they know who needs Jesus. Pray with them and for them.

Lesson Two

Section Five

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Notes

Ongoing Follow-up Until Assimilation

Say:

Every effort should be made to assimilate the new believer into the life and ministry of the church . Make sure you have correct contact information and provide that information to your church .

- Continue weekly contact with the new believer, providing him or her with Bible study materials, such as Beginning Steps, or other resources for new believers.
- Enroll the person in your Sunday School/small group ministry.
- Visit with the person in his or her home.
- Be sensitive to the spiritual needs of other family members in the home and share Christ with them.
- Provide the person transportation to your church, if needed.
- Sit with him or her in Sunday School/ a small group and worship and introduce the new believer to other Christians.

Put into practice what you have learned to do by sharing Jesus with someone you know who needs Him!