**HOPE INTERNATIONAL UNIVERSITY**

**COURSE:** Relational Evangelism

**PROFESSOR:** John Hendee

**HOW TO SET UP OR OFFER THE IAAR TO PEOPLE**

**Goal:** Find out if there is need and interest. If there is, how to offer to take them through the IAAR.

Get to “If you would be interested”.

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| PROSPECTS; Get their info!!!  Services  Events, activities  Holiday’s, concerts, dramas,  Special groups;  Home groups  Sports  Celebrate Recovery  Women’s, men’s  Etc. | A phone call?  An at the door drop in?  Assign trained people to sections of sanctuary as greeters? Lunch card? Dessert? |  |
| NEWER BAPTIZED; Campaign | Go back and teach all of them. |  |
|  | Offer to go with them to those they know. Offer to train them. |  |
| PARENTS OF KIDS WHO ATTEND  S.S.  Youth groups  Scouts  Sports  VBS  Camps/retreats/events | Contact them; Like to meet you.  Glad you child/teen is attending.  FORM  Offer IAAR “We always like to let parents know what their kids will be hearing while they are with us. We find most parents like to know that too. We don’t want you to be surprised by anything. We don’t have anything to hide and want to have your confidence.” |  |
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| PEOPLE WHO LEFT THE CHURCH | Some of them can be won back.  Staff meeting: “I don’t know them.”  Elder conversation: “I think I’m too close to her.”  Do you know why they left?  Has anyone visited them, tried to get them back? |  |
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| IRREGULAR ATTENDERS  Crisis, problems, hurt, angry | Go to them. Ask, listen, offer.  Is there some way the church can help? How about IAAR? They were probably never taught well. | You aren’t there to: Convert, share Gospel, give testimony, tell why you have the best church in town. OFFER THE IAAR. Come back.  Take a nice gift pack?  Bible, dvd, tickets, cookies |
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| FRIENDS/FAMILY  Work associates/neighbors | How to bring up IAAR with those you have known. | I’ve know you for some time, but…. |
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| RELIGIOUS PEOPLE ANY CATEGORY | FORM; Kennedy question | Ask, listen, offer |
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| UNBELIEVERS/UNSURE/SEARCHING  Prospects/family/friends | FORM; Kennedy question | Ask, listen, offer |
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| ATHEISTS/AGNOSTICS/SKEPTICS | FORM; ask, listen, offer  Since becoming an adult…..  Or version 2 of Kennedy Question. “According to your understanding…” | Don’t be scared of them. They have been blinded by the prince of this earth. |
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| PEOPLE IN COUNSELING/PROBLEMS | I understand this is a tough time for you. I have faced some tough times too. I found something that has really helped me….. |  |
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| THE NEVER ENDING TRAINING | I’m taking a course and I have to practice the lessons I’m learning with people I know. |  |
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FOLLOWING UP ON PROSPECTS/VISITORS TO THE CHURCHES SERVICES/PROGRAMS

GET THE INFO ON THEM!

MAKE A PHONE CALL IF YOU HAVE THEIR NUMBER.

* + Hi. Could I speak with \_\_\_\_\_ please. Hi Steve, this is John Jones. I attend First Christian where you visited Sunday. I wanted to phone you and let you know we are really glad you got to visit. Was Sunday your first visit? Let them answer. Often it was just the first time they filled the card out.
  + How did you find out about First Christian? (Let them answer.)
  + Well again we are glad you got to visit. I wanted to see if it would be possible to come by some evening just for a short get visit to get to meet you? (Let them answer.)
  + If “YES”, set it up.
  + If “Well, not yet.” Answer, “How about if I call you back in a few weeks and see if a visit would be of interest to you then?.” (Let them answer.)
  + If “No we aren’t interested” then respond by, “Well we are glad you got to visit. If you discover down the road you would like someone to come by just indicate so on the card on Sunday or call the office. It was good talking to you. Thanks.”

If you don’t have their phone number but you do have an address, mail them a letter; all do that. Try and stop by to leave a welcome packet or gift with them. You can’t get in some places

ON A FORMAL VISIT TO THE HOME OF PROSPECTS FOR THE CHURCH, YOU ARE NOT THERE TO:

* SHARE THE GOSPEL
* CONVERT THEM
* SHARE YOUR TESTIMONY
* TELL THEM 10 REASONS WHY YOU HAVE THE ONLY BIBLICAL CHURCH IN TOWN

Most plans of evangelism suggest you do one or more of those on the first visit or contact. We don’t. That is why most Christians don’t like doing personal evangelism and most non-Christians don’t like it being done to them.

SETTING UP THE STUDIES WITH SOMEONE, ANYWHERE …

How to start. This can work if you are visiting them in their home, you meet them someplace out in public, work, a meeting etc. You can often start a conversation within 15-30 minutes following FORM.

This is a good way to break the ice and get acquainted with just about anyone, anywhere. Ask questions about:

F family;

*How long have you lived here; where are you from; do you have family in area?*

O occupation;

*What line of work are you in? How long have you done that? How did you get started in that?*

Some may be going to college or an institute. What are they studying?

R religious background;

*What is your religious background?* (Just listen. No comments are needed.)

M message; We are working toward this M-message. Our message is to offer them to go through the IAAR lessons if they need them and are interested. Our goal is to get to the point of offering them “If You Would Be Interested… “

**THE KENNEDY QUESTIONS.** They are called that because they were created by a man with the name Kennedy. They are TWO GREAT QUESTIONS TO USE. I have used these hundreds of times and they are really effective. Ask them gently and respectfully. I haven’t had anyone act offended by being asked these questions. But if someone isn’t interested in answering them or talking more, drop it. There is an old saying, “You can lead a horse to water but you can’t make him drink.” There is a trick to that though. Someone once said “Yes, that is true, but no one said you can’t salt his oats.” Well, these questions are sort of like salting the oats. They can reveal or create a thirst to know more about God and life with Him.

It is always good to prepare the people before asking these questions: “I’d like to ask you a question that is pretty deep. It makes you stop and think.”

“Have you come to the place in your life where you could say for sure that if you were to die today that you would go to heaven?”

If their answer is “No” or “I’m not sure, or I don’t think so,” or “How could anyone know?” then ask, “If you could be sure, would you want to be?”

If their answer is “Yes,” then continue with, *“*If you would be interested I would be glad to get together with you and share these four lessons that will explain it all. Then it will be up to you what you want to do about it.”

Who do you know or occasionally meet that would fit in this category for you?

WITH PEOPLE WHO ARE ATHEISTS, AGNOSTICS, SKEPTICS, ETC.

You need to ask them R at some point. You have to be open and alert. Listen and show sincere interest in what they are saying. You might be one of the few or the only person who has ever shown interest in them and this subject. There are several questions you can ask. Don’t attack, run down, etc. Just listen.

*How did you come to this belief or religion?*

*What are a few of the major teachings or concepts of what you believe?*

*How does this impact or help your life?*

*What do you have to do to maintain this belief, faith?*

*What do you believe happens when you die?*

*How do you know that is what will happen?*

After hearing their story you can respond with one of the following:

1. I’m curious. Since you have become an adult have you ever had the chance to sit down and hear a good presentation of what Christianity is all about?Most haven’t. If they haven’t I make them an offer.

“If you would be interested I would like to share four presentation with you that will show what is at the heart and center of it, what it is all about. There is no pressure to get you to do something you don’t want to do. You still might not believe it but you will know what it is all about.” OR, another option is to say/ask;

2. I’m curious.Atheists, agnostics.

Remember FORM

When I get to R and find out (if I didn’t already know) I will ask a few probing questions. I don’t attack their faith, beliefs or lack of them. I don’t go off into an apologetic defense of the FAITH. I will ask them a little about their beliefs, whatever those might be:

* How long have you believed that?
* What lead you into those beliefs?
* How do you beliefs work in your life?
* What do you believe happens when a person dies?
* What do you base that belief on?

There are a couple different approaches I have successfully used with them. All of them are not interested but I have quite a number of friends who are ex-atheists who went through the IAAR and accepted Jesus. I have a friend who is building a new congregation of young people, most of whom were acclaimed atheists that he has taken through the IAAR.

So here is offer number 1:

Since you’ve become an adult have you ever had the opportunity to sit down with someone and hear a serious presentation of what Christianity and Jesus are all about? (99 percent of the people I will meet have not. So I’m pretty confident what their answer will be; NO, or not really). “If you would be interested I would be willing to get together with you over the coming weeks and share four 30-minute presentations that give an excellent explanation about it all. I normally do one a week just to spread it out. It would be a lot to do at one time. They aren’t about church or religion. They are just about what God has done and asks for from mankind. There is a lot of messed up thinking about that subject. This clearly lays it out. They aren’t high pressure. I’ll just show you what it says, leave a copy with you and go on my way till the next week. If you have questions we can discuss them, too. Would you be interested in that?” I often follow that up with, “In the end you still might not believe it but at least you will know what it is all about.” This approach has worked with many.

Here is approach number 2:”

“What do you believe the Bible says a person has to do to go to the heaven it talks about and thus have eternal life?” Most all of them get it wrong. They often say something like, “You have to keep the 10 commandments, go to church, be good, keep the Golden Rule.” When I hear that my response is, “That is interesting. That is what many people think. You might be interested in knowing it doesn’t say that. In fact, if it said that I probably wouldn’t be a Christian. The truth is no one can count on having eternal life that the Bible talks about through those ways. IF YOU WOULD BE INTERESTED, I would be glad to get together with you and share four 30-minute presentations that will clearly show you what it is all about. You might be surprised. There is no pressure put on you to do something you don’t want to do. In the end you still might not believe it but at least you will accurately know what you don’t believe. What you believe now is wrong and inaccurate. Would you be interested?” At times I even add, “If we get started and at any point you don’t want to continue just tell me and we will quit.” In 30 years of doing this that only happened once.

Not everyone we make the offer to will want to.

Not everyone we share them with will accept Jesus.

Not everyone who accepts Jesus will stay with Him.

BUT APPROACH WE MUST!

BUT MAKE THE OFFER WE MUST!

“I don’t believe in the Bible, God. Etc.”

Then your response is:“Okay, then let me ask you this, according to your understanding, what does the Bible say a person has to do to go to the heaven it talks about?” Most often people will have a wrong response. Most will say something like “Go to church.” “Keep good morals, the golden rule or the 10 commandments.” My response to that is:“Ah, now, the interesting thing is that is not what it says. If you would be interested, I would be glad to take you through four lessons (give a simple summary). I won’t be trying to pressure you to do something you don’t want to do. In the end you still might not believe it, but at least at that point you will know what you don’t believe. Right now you are rejecting it for something that it doesn’t say. Would you be interested in that?”

"X, I understand what you're struggling with. I've faced something similar in life, and I've found some answers that have really helped me get through those times and have a greater sense of purpose and joy in life. If you'd be interested, I share what I learned with others through four simple studies that take about 35-40 minutes per week, once a week for our weeks ..." I've found this to be very successful with all kinds of people I already know or are already acquainted with.