

Transform

YOUR
MINISTRY
BY BUILDING
**RELATIONAL
EVANGELISM**
INTO IT'S

DNA

John Hendee

Dedication

I want to dedicate this book to three men.

I (John Hendee) wrote this dedication. It includes Steve Edwards who is my co-author of the book. Steve helped a lot in the preparation and polishing of this book.

***Steve Edwards** has been a friend for decades. He is a preacher and leader of a successful church planting organization. He is a PRO at using and training others in the use of IAAR. He picked up IAAR (**Titled the 'Peace Treaty' in those days**) decades ago and has been a major user, trainer and proponent of it. He is a hero of mine.

Jim Phillips was an intern of mine decades ago. He learned how to use IAAR and used it successfully in building churches. Jim is a PRO at using and training others in the use of IAAR. He has been a successful preacher and was a leader for years in a church planting organization. He is the one responsible for getting me personally involved in **making trips to Africa for the purpose of training national leaders in IAAR.** What a blessing.

Bruce Logan is an architect who **at the age of 74** took my **on-line course at Hope International University.** His response was overwhelming. **He immediately developed the ONSITE Relational Evangelism course now available internationally.** He has an amazing life story of doing mission and evangelism work. We need tens of thousands of professionals like Bruce to get on fire for reaching the world for Jesus

These three men are true Partners in the cause of training disciples who can **GO** and make NEW disciples.

If you are interested in knowing more about this write me at john.hendee@cox.net

HOW IS YOUR MINISTRY DNA?

Recently I enjoyed watching a video presentation by Dr. John Sanford, a scientist and former atheist. He was talking about living things with declining genes or DNA. As I listened to him I saw a comparison to what can happen in the life of a church or Christian ministry. I'll share that analogy in more detail in chapter one.

In my previous book, TRAINING DISCIPLES WHO CAN GO AND MAKE NEW DISCIPLES, (get it free at www.itsallaboutrelationship.org) I talk about **our** need for focusing on a forgotten, ignored **and/or** often dead topic in many churches; **that of** training Christians **thoroughly in their ability to** effectively share the Gospel with **the people** they know and meet in life. I end the book by **introducing our** online course at **Hope International University designed to** train Christians **in the intentional skill of being prepared to share the gospel of Jesus Christ with the people in their circle of influence**. That book deals more with the WHY for our need to regain this part of the **New Testament (N.T.)** DNA as it relates to evangelism.

In this book, *Transform Your Ministry by Building Relational Evangelism into it's DNA*, I am continuing on to show HOW to develop a strategy to recover and rebuild what has been lost. I've had hundreds take my online course and most of them were positively impacted. I have concluded that for this training to make a dynamic impact on local ministries, a plan needs to be developed on how to incorporate this training on a large scale into the local ministries of the people who have finished the on-line training. Having an individual or a few people from a ministry take the course and be thrilled is a great step in the right direction. We want more! We are dreaming of multiplying the ministry of the few until we see the huge benefits of that training in the lives of dozens if not hundreds of additional people in that same ministry. We dream of an evangelistic heart or evangelism DNA throughout that ministry. This training and resulting impact needs to be reproduced a hundred times over in the life of local churches. That will happen only when we develop and commit ourselves to a focused, clear strategy that includes training all Christians in effective personal, relational evangelism. My goal here is to show a way to incorporate the training of Christians in how to share the Gospel with others into the entire life of a ministry.

Whether that happens or not is going to depend on the attitude of our Christian leaders, who pretty much control what goes on in the life of the ministries they are leading. Only time will tell whether that happens for not.

This book has one ambitious goal, that of assisting any ministry in the development of a clear PLAN to rebuild our New Testament evangelism DNA.

For the King, John Hendee

OUR DECLINING DNA

In a speech of Dr. John Sanford (The Mystery of our Declining Genes; video available at Creation Ministries International; Creation.com) explains what is called Genetic Entropy (GE). He is an expert in this scientific field. GE is the universal tendency of all things toward dissipation, degeneration, decay and death.

Dr. Sanford points out that Genetic Entropy is painfully obvious.

It is happening to everything around us. Our cars wear out, our houses will eventually fall apart, our bodies are wearing out and in the end there is nothing we can do to stop it.

Mutations are mistakes at a genetic level. They say that there are at least 100 new mutations (mistakes or errors) per person per generation. That leads to the observation one scientist made that we are obviously inferior to the 'caveman'.

Dr. Sanford declares that our mutations are passed on to our children. We are all 'mutants' he jokingly points out.

As I was listening to him I started seeing and drawing comparisons to what can happen in the church. I would call it 'spiritual entropy'. As one looks at what Jesus and the apostles did and taught in the beginning, it becomes clear that spiritual ENTROPY began early in the history of the church due to the erring teachings and practices of misguided men. Just look at what the N.T. writers had to deal with in distortions and errors being propagated in the name of Jesus. Look at the major divisions and false teaching in the global church today and it becomes quite obvious that something is disintegrating. Spiritual Entropy.

Our physical mutations get passed on to our descendants in the physical realm. It happens in the spiritual realm too. We can easily pass on our errors without even knowing it. In many if not most cases we justify and defend our erring concepts, methods, models and practices.

I'm going to limit my observations to one specific area in the DNA of the church. I address it in my previous book. If you haven't read it I recommend you do so. It is brief, to the point and FREE. Go to www.itsallaboutrelationship.org. Look under 'Free Books' in the menu at the top. **Click on** *Training Disciples who can Go and Make NEW Disciples*

I originally had a different title for that book before I changed it to what it is now. I should not have changed it. The previous title was "The Question Most Church Leaders Hate to be Asked, but Seldom Are." In private conversations that statement always draws interesting responses. First, it was "Well, what is the question?" Then there was silence. Most people appeared to want to change the subject.

Church leaders are asked a lot of questions about their ministries. The most common questions sound something like: how many people did you baptize last year, what was your average weekly attendance, how many staff members do you have, are you building a new facility, etc. Few, if any leaders are asked the following question.

“How many of your people did you train last year to be able to GO and effectively share the Gospel with those they know and meet in their life?”

I remember sharing the ‘original’ title with a preacher in San Diego. As I finished saying what the question was, he shouted out, “ZERO! And we have to change that.” I wanted to hug him for his honesty and humbleness.

Generally speaking very few Christian leaders are training God’s people to “always be prepared to give an answer to everyone who asks you to give the reason for the hope that you have” (1 Peter 3:15). It is alarmingly amazing. Can you imagine the owner/President of any commercial enterprise REFUSING to train the company sales people in the skills of how to GO and how to COMMUNICATE the correct information about their primary product?

It’s a sad situation. We have experienced Spiritual Entropy. We have lost a lot of the DNA of the early church and we are passing on the mutation. We’ve replaced personal training with programs. We still use the words ‘evangelism’ and ‘outreach’, but we have altered the meaning of the words.

I’ve even had preacher friends tell me NOT to use the word evangelism because it has taken on such a negative image in the church. I understand what is being implied. Just dropping the word because some in the church are critical of it or turned off by it because of past bad experiences is unnecessary.

While we can’t fix or replace all the DNA damage being done to our bodies, we CAN repair and fix the damage done to the DNA of the church as it relates to training our people to GO and do what we have been commanded to do.

I want to share here what I’ve called attention too many times. It concerns a report based on interviews done with leaders of the Southern Baptist church before their annual summer convention a few years ago. I was stunned as I read what they were saying about themselves.

The title of the article was: DECLINE OF THE LARGEST EVANGELICAL DENOMINATION

Four things jumped out at me as I read the article. Here is what the leaders said about themselves. I was so proud of them for their honesty. Rather than trying to cover this up and deny it, which wouldn't help repair the problem they said:

1. We have lost our passion for evangelism. (And I thought, 'You aren't the only ones.')
2. Everyone loves talking about evangelism as long as someone else is doing it. (And I thought, 'You aren't the only ones.')
3. We are launching a \$5,000,000.00 nationwide campaign. (And I thought, 'That isn't going to fix the problem!')
4. Our preachers are not teaching their people how to share the Gospel with those they know. (Wow. And I thought, 'You aren't the only ones'. I'm impressed you have so clearly identified the problem. You need to talk with me. There is a solution for the catastrophic problems that have led to your observations.')

Long ago I wrote a book titled, Smart Fishing. It told about some of the story of the growth we experienced at Central Christian Church in Mesa, Arizona over the 17 years I worked there. A couple years ago a friend asked me what I would change in the book if I were to re-write it today. It was a great question. There is still a lot of good material in the book but one thing came to my mind immediately as I thought about his question. It has to do with what I would have 'done' differently more than what I'd 'write' differently.

Without a doubt I would have pushed much harder in the process of multiplication and reproduction of trained Ambassadors. I worked at training a lot of people back in those days, but I could have trained hundreds more. I just didn't have a big enough vision of it all. It was obvious that having people trained in how to go and effectively share the Gospel was one of the instrumental factors in the growth of Central. The growth of the church would have been even greater then and today if I'd had a bigger vision to be relentless in training more and more people in 'It's All About Relationship'. So rather than rewriting that book, I'm building the vision in this book. Let's move on and I hope you can catch the vision.

Following is a Podcast by Thom Rainer. You can see more detail on his web site.

HE NAILS IT.

[10 Questions to Diagnose the Evangelistic Health of Your Church –Rainer on Leadership #305](#)

Podcast Episode #305

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[I, John Hendee, have made comments in blue following what Thom writes](#), as quoted below

Evangelism in the church is waning, so today we cover 10 questions you can use to determine the evangelistic health of your church.

Some highlights from today's episode include:

- **Relational evangelism without a gospel presentation is not really evangelism.**
 - I enlarged his first line here to emphasize what he is saying.
 - In my Relational Evangelism course at **Hope International University** using 'It's All About Relationship' material, we train people HOW to 'relate' to others with the goal of sharing the Gospel and then HOW to share a Gospel presentation over 4 weeks in their home.
 - Once you move people to an outward focus, they stop thinking about themselves as much. But they have to be equipped to reach out or it is not likely to happen. You will only move them when you have equipped them to share the Gospel. And you don't have to 'reinvent the wheel' in how to do this. We have a proven model and method. While working **both in the United States of America and in South America** we observed that the number of people 'making decisions or announcing them on Sunday was in relation to the number of people we were doing IAAR studies with during the week.
 - Many people don't pray for lost people by name because they don't know anyone outside their holy huddle. I've had many Christian leaders (pastors, college profs, mission agency leaders) tell me they spend **the vast majority of** their time with Christians.
 - We should be praying for eternal issues as much as (if not more than) temporal issues. **Absolutely!**
 - Becoming evangelistic requires getting outside of your comfort zone. We show how to do that in our Relational Evangelism course. It is not street evangelism. One student wrote that learning our method was like finding the "secret sauce" in her Christian life. **Properly equipped people worry little about their 'comfort zone'. 'Worry is hardly in their vocabulary!**

- When you're a good evangelistic leader in a church, you're probably leading outwardly. **Please take out the word 'probably'! Every good evangelistic leader leads by example.**
- Small groups should be one of the most evangelistic tools a church has. **Actually ALL ministries in the church should be evangelistic and have people in their area trained in Relational Evangelism. They all have different contacts/prospects. We need to be equipping every leader in our Sunday Schools, home groups, sports & music ministries, Celebrate Recovery, youth and children ministries, etc.**
- The priority of the leaders will become the priority of the church. **The lack of relational evangelism at the top of the priority list of our leaders is why personal evangelism is 'waning in the church.' There is good news. We can change our ways. When we train our leaders in relational evangelism, their entire lives will be transformed. Yes, they will lead by doing (a great need in relational evangelism). But it will lead to so much more than that. Their entire inner spirit will be renewed. Their decision-making in every area of life will become bold in an endearing way. We are talking 'recapturing our first love'!**

The 10 questions we cover are:

1. **Are members more concerned about the lost than their own preferences and comfort? Members who have never been equipped in relational evangelism tend to remain committed to their own preferences. Members properly equipped and prepared in relational evangelism are far more likely to look past their own comfort with concern about the lost.**
2. **Is the church led to pray for lost persons? Leaders equipped for relational evangelism do pray for lost persons. The equipping leads to the praying. No training normally will mean little praying for the lost.**
3. **Are the members of the church open to reaching people who don't look or act like them? Members who thoroughly understand the gospel and who have also been equipped in relational evangelism are far more open to this.**
4. **Do conflicts and critics zap the evangelistic energy of the church?**
5. **Do small groups and Sunday school classes seek to reach lost persons within their groups? Are they trained how to do that?**
6. **Is the leadership of the church evangelistic? Including elders and staff? If they aren't trained, probably not. Once equipped, everything changes.**
7. **Do the sermons regularly communicate the gospel? But it can't be limited to the preaching. Most unbelievers in our communities are never in our buildings and are not listening to our sermons.**
8. **Are there ministries in the church that encourage members to be involved in evangelistic outreach and lifestyle? It shouldn't be SOME ministries. It should be all of them.**
9. **Have programs become ends in themselves rather than means to reach people? People reach people. Equipped, committed people reach people.**
10. **Is there any process of accountability for members to be more evangelistic?**

Amen and amen Thom!!

Thom S. Rainer, President and CEO of LifeWay Christian Resources, and who previously served at the Southern Baptist Theological Seminary for twelve years where he was the founding Dean of the Billy Graham School of Missions and Evangelism, wrote this article originally published at ThomRainer.com on June 8th, 2016, that made several intriguing points. Among his greatest joys are his family; his wife Nellie Jo; three sons, Sam, Art and Jess; and nine grandchildren. Dr. Rainer can be found on Twitter@ThomRainer and at facebook.com/Thom.S.Rainer

My response to all this is as follows;

IF your people are not trained/equipped in an effective method and model of personally sharing the Gospel, they will not share the Gospel, regardless of how often and strongly you preach about it.

Okay, I have to add number 11 to Thom's list.

11. Do you have a training program to help equip your people how to GO and respectfully reach out to people with the goal of sharing the Gospel with them, 'out there', in their homes or at a restaurant or someplace 'on their turf'?

I heard of a preacher who met with the youth leaders of the church where he was preaching. They had built a large facility for the youth. At the beginning after they opened the pricey new facility the youth attendance swelled. Everyone was excited. Sometime later the attendance dropped dramatically. In talking to the youth workers the preacher asked them, "Why aren't you more evangelistic?" After all, I'm guessing he was thinking they spent a lot of money on that facility 'to do evangelism' and reach lost kids.

I wasn't even there but I knew the answer to his question. They were not more evangelistic because they had not been trained how to be so. Building a building does not make it happen. Preaching a sermon will not make it happen. There must be a well planned, effective, intentional plan on how to train those youth workers on how to personally reach out to the visiting youth (or youth they knew in the community) and lead them to Jesus. 'Build it and they will come' was not the model of the early church. It doesn't work very well these days either. There are hundreds of proof cases for that.

Leaders who are NOT teaching/training/equipping their people in both how to GO and how to effectively SHARE the Gospel with the people they know and meet in life could be compared to A: Drill sergeants who have their recruits study the military manual for fighting, meet for challenging speeches to motivate them, sit in class after class to study how to fight and how to use their weapons; but, they never train them for live combat. Oh sure, they talk about live combat a lot; they can take their weapons apart and reassemble them fast; they can quote

great sayings of great generals of the past; they learn about the history of warfare and how the soldiers of old fought so valiantly; but, they are not training them how to go and successfully and confidently engage the enemy in battle.

B: Sports coaches who teach their players the history of the game, give them inspiring motivational speeches, and have them memorize the play book, study the opposition well; but never prepare them for going on the court or field and take on other teams. They never 'scrimmage'. Oh, they love the game, know the history of the game and can quote sport statistics, but the players never play the game on the court or field because they do not know how. They know ABOUT the game, but they don't know HOW to go onto the field and play against the opposing team.

Drill sergeants are not drill sergeants very long when they take the above approach. Sports coaches are not coaches very long when they take the above approach. They are fired.

Folks, we can fix this. The question is, Do We Want To?

Ministry leaders in the New Testament of the Bible were commanded and called to:

Equip the saints for the work of the ministry (making new disciples). (Ephesians 4:12)

Prepare Christians to be able to give the reason for their faith (I Peter 3:15).

Train Christians to know how to carry out their task as Ambassadors for Jesus (II Corinthians 5:18).

We need to start training and equipping Christians both in how to reach out to the people they know and meet in life (their circle of influence) and how to share the gospel of Jesus Christ verbally with gentleness and confidence.

You can learn more about it on my web site under Training in the menu at the top. www.itsallaboutrelationship.org

Relational Evangelism using 'It's All About Relationship' (IAAR) course is one way to do just that. **As a critical component of the course, students 'play the game'. They are trained in what to share. They are trained in how to earn the 'right' to share. Then they get up close and personal experience. First they 'scrimmage' with their teammates (fellow Christians). Then they share the gospel with people they know who have yet to commit their lives to Jesus, under the supervision of their 'trainer'.**

You can read about **this approach** in "Training Disciples to Go and Make NEW Disciples." I'll detail what Relational Evangelism is a bit later in this book.

Relational Evangelism is **NOT** the only way to do evangelism but it is a proven model and method. Look at what one pastor wrote in 2017 after taking the course. 'It's All About Relationship' is the evangelistic tool we train people to **use** in the Relational Evangelism course. Listen closely.

At first, all the books we've read, all the seminars we've attended, all the DVDs we've watched, and all the experts we've spoken with, made the process of "sharing our faith" sound very complicated. It's hard to believe all the different ways you can say the same thing, making what we have to say seem like a formidable task. But it's analogous to lying in bed at night, awake at 2:30 AM, because of trying to remember everything we have to do in the next 3 days just to keep the world revolving. At 2:30, the list has grown to 56 things, and the urgency has grown to an apocalyptic degree. We grow weary of fighting it, so we get up, turn on the light, find some paper and a pen, and we write down those 56 things. To our happy surprise, there aren't 56 things in reality, there are just 7, but we have recycled them 8 times over in our sleepy heads. What a relief!

There IS a lot of material in this IAAR class, but what it does for us is it gives us literally everything we need to know to be both effective and efficient in sharing the Gospel. It takes us from sermon data, to classroom information, to organizing knowledge, to actionable intelligence, and into a Spirit-driven understanding so that in a vast majority of settings and situations we can clearly share the Gospel. In fact, the presentations are so comprehensive in their content, it allows us that precious understanding that allows us to "drive in from different angles" and "arrive using a different set of directions."

The details of the IAAR have been redeemed by the Holy Spirit to actually give us a sense of "I can do this." It is organized in such a way that it is easier to remember and retrieve, which simplifies the process. It sounds counterintuitive, but so does the Gospel of Grace and Mercy. When we reach the level of understanding something, we reach the level of being able to teach it. It finds its home as inside our DNA as it is inside our mind.

There are dozens of testimonies from students on how taking this online training has impacted their lives: pastors, associates, missionaries, elders, ministry leaders, Christians from all kinds of professions. You can see some of them at the end of this book.

Here are some recent endorsements we have received for RE and IAAR.

Endorsements for IAAR from 3 Global leaders in Evangelism

Josh McDowell

"It's all About Relationship" is a personal evangelism tool that provides a strategic framework for sharing the Gospel with others in a non-confrontational but comprehensive and respectful way. If you are one of the many who needs to be equipped to share the Gospel, this is a powerful tool that is easy and effective to use."

Josh has spoken in over 80 countries and 700 Universities around the world. Author of More than A Carpenter and many other books.



Dr. Robert Coleman

"I am glad to see how Relational Evangelism, and It's All About Relationship utilizes so many of the concepts I believe and teach. It will help you put effective, fruitful evangelism to work in your life and ministry."

Dr. Robert Coleman is an expert on evangelism, a professor, scholar and author. BILLY GRAHAM wrote of his book "The Master Plan of Evangelism": "Few books have had as great an impact on the cause of world evangelization in our generation as The Master Plan of Evangelism."



Loren Cunningham

"The Millennial generation is longing for lasting, authentic relationships, especially as so many of them have come from dysfunctional families, and society generally.

This Relational guide (It's All About Relationship) will serve your group in their outreach to others. "It's All About Relationship" focuses on relationships with language this generation uses. It will make for fruitful, and friendly sharing of the love of God by explaining how His Son Jesus, made relationship possible with our Father in heaven. Yes, how they can be in our Father's very own family. Take it--use it-- and enjoy fruitfulness."

Loren Cunningham, YWAM Founder and University of the Nations Chancellor.



This training is being done all over the world.

Thousands have come to Jesus through Christians learning how to share these four lessons with unbelievers in their homes and then doing so.

I have observed over the years that most Christians **do not** know how to bring up the issue of the Gospel with others and if it comes up they don't know what to do or say other than "Hey come to church with me. You need to hear our preacher." And they take that route because they unfortunately do not know what to do **when it comes to sharing the gospel of their own faith.** They have not been equipped.

In this book I'm going to write about how to start a lifelong, never ending training for those in your ministry (congregation, mission, non-profit, women's or men's group, youth work, Celebrate Recovery, etc.). It's a training in how to share the Gospel with others they meet **naturally through their own involvement in their home church**, as well as how to share the Good News with family, friends, work associates and casual acquaintances who have never come to church and at present really aren't interested in 'going to church.'

This training and **use of** IAAR will unleash and empower your people!

In this book I will be focusing on one model of training. **You may** have another model/tool that works as well. Great! Use that or a combination of tools.

But the POINT is we must start training our people with something that will help them become confident and proficient at sharing the Gospel with others.

As I read the life changing testimonies of preachers, associates, elders, missionaries and other Christians about taking the Relational Evangelism training I keep thinking “Why would you not want all of your people to have similar experiences in their Christian life”?

I had a man in the **online** training respond to a question asked near the end of the course. The question was: Do you have any doubts or questions at this point in the training? His answer was: “Why haven’t I been using this (IAAR) for the past 30 years?” This man had been a missionary in Asia for many years. He **is** currently the preacher in a large church. I’ve seen similar reactions hundreds of times by people who take the Relational Evangelism training.

Many preachers have a personal tool, model or method that they have developed in their life to share the Gospel with others. They know how to share the Good News but the tool/tools they developed are pretty much in their heads as a result of years of teaching, preaching, reading etc. Most folks in their congregations do not have that background.

I’ve witnessed a few of these great preachers try to take the ‘in their head’ tool and train those in their ministry how to use it. I admire their passion to do this. They are on target.

There is **usually** one **huge** problem. The first thing they had to do was write out their presentation that was more-or-less memorized ‘in their head’. By the time they wrote it out they basically had a book that people had to memorize to be able to use it. Yes, they had illustrative diagrams in their presentation etc.

I was present in the first and second night of class when some of these great men of God started to train people with their tool. The first night was so exciting.

But then ... During the first class they handed out a copy of the manuscript of their presentation. Once the good people in the class figured out they had to memorize that to be able to do it something ‘**not so wonderful**’ happened.

The attendance usually dropped by at least 90% from the first class to the second. It was too much for them to be able to memorize and then be able to confidently use. Oh, they were GREAT presentation but it was way too complicated. And to say the least, the preachers were discouraged by what happened.

I want to tell you about my good friend Jim. Over the years Jim had developed three stories out of the Bible that he used to share the Gospel with other people. They were very good presentations and he was very effective at it. For the most part they were 'in his head.'

I remember the day he called me. He knew about **the** 'It's All About Relationship' **course**, but had not tried to incorporate it into his ministry.

He was calling me to ask me to come and train some of his people in IAAR. **On** the phone call he told me about Gene. Gene was an elder in his congregation. Gene was a PhD. Physicist who taught at a local university. Jim humbly shared a conversation Gene had with him. Gene basically said something like the following: "Jim, your three lessons/stories are great. I have heard them. I have seen you share them. They are very powerful. **BUT JIM**, we can't learn them.

So even though they were GREAT stories, and Jim was very effective in sharing them they weren't reproducible. One advantage of IAAR is that it is reproducible and many others can be taught how to use it.

We have a proven, effective way to train people. It works. It does take preparation, study and practice but it does **not** require memorizing a large amount of information and scripture; it is all printed out.

I've concluded the following.

PREACHING to your people to GO and 'witness' without preparing them is pointless.

TEACHING OR TELLING your people to GO and 'witness' without training them is temporary; your words will make it as far with them as their car in the parking lot and then it will soon be lost and forgotten. Some guilt will be there - probably until after the Sunday afternoon nap.

Thinking that preaching will prepare your people for effective personal evangelism is an illusion. **Settling for** preaching at the folks or teaching them to GO and witness or whatever is not going to prepare them to do it with confidence and positive results. It will rarely happen just by preaching about it.

Let me repeat, if you already have a model and method/tool that will help your people learn how to effectively share the Gospel, then use it. All you have to do is substitute it everywhere I have "IAAR" written in this book.

Easy.

Still, two important questions about your approach remain.

Is your current model reproducible?

Does your current model produce fruit? Does it work?

If you **do not** have a tool, I encourage you to take a serious look at IAAR. You **do not** have to reinvent the wheel. Many have adopted the use of IAAR and have seen their lives and ministries changed.

Read some of the testimonies of students at the end of the book.

In the rest of the book I want to suggest ways to answer the HOW of building this proven model and method into the entire DNA of your ministry.

If you adopt and use Relational Evangelism and IAAR I'm confident you and your people will experience a spiritual **fulfillment** like little else **you have experienced in this top priority of your calling in following your Master, Jesus.**

It will take commitment and work. But those who do it will experience the joy of knowing they are obeying God and that they are seeing fruit for the Kingdom as a result of what they are personally doing. That will **fulfill them like nothing else has – in the entirety of their lifetime.**

If you are still reading this book, I'm guessing you have a pretty good idea of what the New Testament DNA was as it relates to evangelism. If not, I suggest you read the book of Acts several times and look at the role that evangelism had in the **individual lives of the early Christians.**

I remember many years ago suggesting to Larry Daily that he do this. He was frustrated that he didn't seem to have much passion about evangelism and he didn't like that. I suggested he read the book of Acts a number of times consecutively. He did it. Did it impact him? He ended up becoming a missionary!!!

I would also recommend you watch a video. I told a friend about it one day. He watched it and then passed the link onto the chairman of the Elders of his congregation. That same day the Chairman passed it on to the staff and other Elders. That same night the chairman called an emergency meeting of the leaders the next day to talk about this video. They were about to enter a new facility and he knew they couldn't keep operating as normal. Something had to change as it came to evangelism.

I encourage you to watch it too. Go to Francis Chan; YouTube;

[For Those Who Don't Enjoy Evangelism - Francis Chan - YouTube](https://www.youtube.com/watch?v=zPDKTDM1zDs)
<https://www.youtube.com/watch?v=zPDKTDM1zDs>

What is Relational Evangelism?

Let's start with what it is not.

- Relational Evangelism is not street evangelism. While there is a place for such, RE isn't going to the streets to preach the Gospel with passing strangers.
- Relational Evangelism is not getting into apologetic debates, arguments or presentation.
- Relational Evangelism doesn't mean you have to become an expert on every subject under the sun; including all other cults and religions.
- Relational Evangelism is not handing out tracks to people.
- Relational Evangelism is not inviting people to church. Ed Stetzer, a leading expert in evangelism has said, "Inviting people to church ISN'T evangelism."
- Relational Evangelism is not 'attack evangelism.'
- **Relational Evangelism** is not forcing a Gospel presentation on people in private or public settings trying to convert them.
- **Relational Evangelism is not** being aggressive, judgmental or condemning people for their bad morals.

Jim Weisert is an elder in his church, active in missions, an entrepreneur **who** wrote the following after taking Relational Evangelism; *"I look back and wish I'd had this tool over the past 23 years, since I became a Christian. There have been 100's of people that I wanted to share my faith with, but didn't know how. Then, when I figured out that it was just a process of talking with them and having a relationship, I still didn't have this calm and casual tool to use. My approach to some was harsh and others may have seemed insincere. I have family, friends, church members, divine encounters to share with and now I have the IAAR to use."*

What is Relational Evangelism?

It is learning two basic things.

First it is learning a calm, polite, respectful way to begin a conversation with people with the goal of finding out if they would be interested in listening to the four presentation of 'It's All About Relationship' normally to be done in THEIR home. We suggest not doing this at 'church'.

I like to say ‘their terms, time, and turf’. That is their terms; only if they want to. Their time; we fit into their life schedule. Their turf; at their home or where they feel comfortable.

We teach how to approach people, how to begin a conversation and how to find out if they are interested in hearing the presentations on their TURF, ON THEIR TERMS, AT THEIR TIME.

We only share the four printed lessons with people who are interested. That takes a lot of pressure off everyone. We talk about that in the training.

Second, our training then shows Christians how to take those interested through the four lessons of IAAR. We normally do one lesson a week over four weeks at a convenient time for them (we need to try and fit in with their schedule). In the IAAR presentations we will be sharing with them insights into why our relationship with God is broken, what God did to restore it, what God expects of us to have it restored, and what we can expect of Him if we become a disciple of Jesus.

Jackson Ndecheck is a teacher, trainer and evangelist who travels the world for Jesus and YWAM (Youth With A Mission). He works in Africa, Europe, Asia and the U.S. After becoming familiar with RE/IAAR he made a very powerful statement. He said that RE/IAAR is **PROFOUNDLY UNIQUE**. Jackson gets around. He sees what is being done around the world.

His conclusion is that ‘there is nothing like this out there.’ Based on that he has invited us to Africa and other places to start training Christian leaders how to use IAAR and how to train their people how to use it.

IAAR is a proven model and method.

What are some of the benefits of IAAR?

1. It is not a high-pressure model. It respects the desires **of the learner**. We offer it on their terms (if they want to do it; it is their choice; we don’t force it on them), their turf (home, office, restaurant, etc.), **and** their time (when they are free).
2. We meet with them four times to present the four lessons. This helps us in building a relationship with them and earning their trust. We are not in a ‘rush’. We show patience.
3. We are giving them a good comprehensive overview of the Gospel, with more than enough information for them to make a heartfelt, sincere and **thoughtful** decision to become a Disciple of Jesus.
4. The lessons are printed
 - a. You **do not** have to memorize them.
 - b. You give a copy to them to follow along with as we present IAAR, and then we leave their copy with them to **review** if they want or need **to do so**.

5. Using IAAR gives US a known starting and ending point. We have in front of us **the material we need to share the gospel**. We do not have to 'wing it' every time.
6. We **do not** have to worry about forgetting something important or leaving it out.
7. Having this tool means we **do not** have to rely on our having a great knowledge or a great dynamic personality.
8. It is not a 'one shot' presentation. Over the four lessons we are sharing about 160 verses. The time element gives the Holy Spirit **a greater opportunity** to work in the person's heart and mind.
9. It will raise up leaders for other ministries. People get excited about serving.
10. It will generate genuine passion and excitement **throughout** your ministry.
11. It will create deeper spiritual growth in your people faster than most other methods we have.

You need to see STEVE EDWARDS 5 minute testimony about this topic. Steve is a Preachers Kid, graduate of Christian College, preacher, church planter, etc. www.itsallaboutrelationship.org. Go to Training on the menu. Steve's video is located on the lower right side; scroll down. Powerful.

12. It will help keep your ministry focused on what is vital.
13. It helps diminish or eliminate most **of the** fears Christians have about sharing the Gospel, such as:

How do I start? (We will show you.)

How to bring it up? (We will show you a neat way to do it.)

What if they aren't interested? (Then you don't do it. Pretty simple.)

What do I say? (We lay it all out for you. No worries about this.)

What if I forget something? (It is all printed for you. You don't have to memorize this.)

I don't like pressuring people. **Good. God never asked that of you.** (There is NO pressure to be exerted by you.)

Do I have to try and convert strangers in public? (This is not public preaching; it is done in private settings.)

Do I have to start going door to door to convert people? (This is not going door to door.)

Do I have to try and convert my friends, relatives and work associates even when they aren't interested? Do I have to force this on them? (No. **Never.**)

Will I be avoided after this? Will people reject me for doing this?(Few will, because they see in your approach that you respect them and their desires.)

What if they ask me a question I don't know the answer for?(You tell them you don't know.We will show you what to do in this situation.)

What if they don't accept Jesus?(That is not your responsibility.Relax.We are to share the Good News.What they do with it at that point is between them and God.)

One **women student** wrote after learning how to use IAAR;"This is like adding the 'secret sauce' to my Christian life."

Another teacher wrote, "This training is light years ahead of any course, class, etc. I've taken in my whole life in the church."

Another woman wrote

- "I have been in the church since I was a baby and **NO ONE** has ever taught me how to witness to another in an effective way.
- I was told to just live like a Christian and others will want to know why I am different.I can't recall anyone asking me about that.
- I was told that if I shared my testimony with others they would want to become a Christian too.I have had very few times when I have shared my testimony outside the church.
- Yes, I am thankful that this course has given me the answer to questions I've struggled with for years."

Here is one pastors' testimony about taking the training:

Thank you for teaching how to use IAAR to share the gospel of Jesus around the world.This class has literally changed the way I do ministry from this point forward.I am all about making disciples who will make disciples.This course gave me the tools to use and the confidence to use them.

The church I serve will become a disciple-making congregation.Fortunately, a few months ago, the elders made it official that we need to make this change.My goal is to recruit 20 church leaders to take the IAAR course by June 5.This fall, I plan to teach the IAAR course on-site for 40 more recruits.That is a total of 60 disciple makers by the end of this year, and who knows, 120-180 by the end of 2018.

I will be going to the Center for Church Leadership workshop tomorrow, March 11, where 480 ministers will be gathering at the Cincinnati Christian University. I will promote this class to many who attend. I have copied the "Share Your Faith" flyers to hand out.

Again, thanks for the kingdom work you continue to do. May God bless you and all who become disciple makers! We are storming the gates of Hades, and they will collapse before our very eyes.

Thank you,

Jon Vance

Let's assume you don't have a tool like IAAR but you want to investigate it more. Let's say that you do that and discover you like IAAR and it is something you can see yourself and others in your ministry using. Then what are the next steps to building it into the DNA of the ministry? The answer to that question is what led me to **write** this book.

I'm going to **write** out a basic plan **in order that any** leader(s) can figure out how to adapt or apply it to their situation. I would recommend that **you (reader) discuss this approach thoroughly** with staff, elders and members of **your** ministry. Make it a team project.

Building Relational Evangelism into the DNA of your ministry comes by 'Developing New Ambassadors'. All Christians are ambassadors for Jesus. But we need to train (develop) them to be effective at taking the King's message to others. **We always start with a few people. But we are not content with a few. We want a majority of the entire group. If there are dozens of people in your ministry, then we want to train dozens. If there are hundreds of people in your ministry, then let's train hundreds.** That is what **the message of this book** is all about. You may **not** get every Christian trained in your ministry (**a few may refuse**) but I challenge you to commit yourself and your people to do this with **every believer you know**.

Let's say it one more time. **We are not talking about 'shaming' people into sharing their faith in the gospel of Jesus Christ. We are talking about 'thoroughly equipping' people with a kind, gentle approach in sharing their faith in the gospel with people in their 'circle of influence' who want to find out what the gospel is about. Jesus knew what he was talking about when he said "the fields are white unto harvest". Millions of people are hungry to hear when approached by humble people who are equipped to share both their lives and the gospel.**

Here is what we have observed in locations from a multitude of countries: **(1) Christians who are equipped adequately to share their faith become bold with joy in living out that faith in every part of their lives. (2) They become contagious, impacting those who are the closest to them. (3) As equipped people are trained to equip others, a movement begins. (4) When**

approached with intention and design, what begins with a few multiplies into masses. The church, campus ministry, mission team, etc. moves steadily toward the fullness of the Savior.

Do not let your fears, pride or your own lack of preparation, etc. stop you **from a new resolution to be a part of this movement.**

There is too much at stake.

AND AS WE SEE THE WHOLE WORLD CULTURE AROUND US DISSAPATE, DISINTEGREATE, DEGENERATE AND DECAY, it is all the more urgent that we restore the DNA of the early church into our DNA today and get about doing what the church was called and commanded to do. People need Jesus and they need us to be prepared and willing to GO to them.

Are you up to it?

Of course you are.

Are you willing?

What is building the N.T. DNA of evangelism into the life of your ministry?

It is building and creating a life style, a mindset that results in preparing people to live out the life of an Ambassador who is actually going and making NEW disciples. It starts with the leaders.

It means accepting the command and committing ourselves to it individually and corporately as members of a ministry/congregation. And to do it effectively we must prepare ourselves.

Read I Peter 3:15. It tells us to 'always be prepared.' I find that many ministries involved in Apologetics use this as their key verse. I don't think Peter was talking just about apologetics here. The early Christians went out sharing the Good News. I believe Peter was talking about being prepared to share the Gospel itself, not just defending it.

Here are a couple quotes on that subject.

[Dr. Timothy Keller; The Reason for God; Pg.97.](#) Only after drawing conclusions about the person of Christ, the resurrection, and the central tenets of the Christian message should one think through the various options with regard to creation and evolution. - Essential doctrine is what new believers should concentrate on. So many side discussions and debates which boil down to a matter of opinion and do not affect our relationship with Christ or our salvation.

[Dr. David Limbaugh; Jesus On Trial; Pg.334.](#) It's wonderful to convince someone that Christianity's truth claims are supported by substantial evidence, but what good is

defending the faith if the person to whom you are defending it ends up knowing very little about it after you've presented your case?

While I'm certainly not against knowing how to use apologetics, few Christians are going to become great 'debaters' of the faith in this realm. But they all can and must learn how to explain the core Gospel **to themselves and** to others. Learning how to use IAAR will **accomplish two critical things in the life of any believer: 1) prepare a Christian in how to approach and befriend non-Christian acquaintances, 2) prepare a Christian to share the central tenets of their faith to those who are interested.**

BUILDING RE/IAAR INTO THE DNA OF YOUR MINISTRY IS A BIG DECISION.

It is a **strategic, intentional decision** to build **IAAR** into the blood stream of your ministry. **It is not intended to be compartmentalized or to be made into an appendage** to your ministry. **It is intended** be the beat of your heart (**DNA**) **pouring straight out of** your love for Jesus. Let it become as Robert Coleman so powerfully states it:

“ Evangelism is not an optional accessory to our life. It is the heartbeat of all that we are called to be and do. It is the commission of the church that gives meaning to all else that is undertaken in the name of Christ.” Pg. 89, Master Plan of Evangelism

Building **Relational Evangelism** into the DNA of your ministry means incorporating it into all ministries. I recommend that you do not form an 'Evangelism Department or Team' to do this. You might want a leadership team to lead the 'attack' but the idea is not that they are going to do evangelism for everyone else. They are going to work to **TRAIN EVERYONE ELSE to thoroughly understand the gospel and to TRAIN EVERYONE ELSE TO spend the remainder of their lives personally sharing that gospel with the people who make up their circle of influence. Leaders train not by 'doing for' their people, but by going with their people as they train them; and ultimately by releasing their people to share the gospel on their own, as well as watching those people train additional believers.**

I suggest you read **the story of Jon Vance** who laid out a plan **detailing the ways** to implement RE and IAAR into the life of the congregation he is **currently** serving. It is on page XXXX. It is very insightful. It is a great plan and it serves as an example of how to build RE/IAAR into your own local ministry. Your **ministry** will look **somewhat** different but he gives us a great model as to how they want to make it work in their situation. Jon will be tweaking his **approach** along the way.

Steps to start Building RE/IAAR into your ministries DNA

You can take the following steps and adapt them, put them in the order you want, add or delete as you build your strategy in how to carry out your approach. These are simply ideas but good ones that might help, or even stimulate your thinking with new ideas.

- 1. Start praying like never before. Pray to the Lord of the harvest to lift up workers, people committed to carry out the Great Commission and be obedient to Jesus. Get others to join you in this.**
2. Commit yourself to be an initiator in this 'movement'. Ask God to bring others together to join you. This is a commitment you have already made in becoming a Christian. This action is just recommitting us as a church or ministry to get busy with it.
3. Count the cost. You will find that not everyone will like your 'movement'. I have found preachers, staff members and elders who do not want any part in this work. Don't let their lack of interest or commitment stop you from moving forward. You will find interested people. Jim Phillips keeps telling me to GO WITH THE GOERS. Don't spend all your time trying to motivate the 'naysayers' or trying to convince the unconvincible. They will wear you out. Go with the Goers. They will energize and motivate you.
4. Take the online course. You need to take the course and do the work to really be able to give RE/IAAR a fair evaluation as to whether you want to use it or not. It has amazed me how it is often about the 3rd week that I see 'lights come on' in the thinking of so many people who take the course. It takes getting that far into this way of thinking and operating to really get a hold of it and overcome some of their initial doubts, fears and misconceptions.

I must tell you about a man who took the course, a 30ish youth pastor from a large church. Near the end of the course I did a Skype call with the staff members who were taking it together. At the end of the call he asked to talk to me alone. Here is that he told

me. “John, when I started this course I was totally negative. I didn’t want to take it and I didn’t know why I had to take it. (His preacher ‘made’ him.) I couldn’t imagine how four printed lessons could possibly be effective in leading people to Jesus. Well, I have to tell you now that I’m finishing totally positive. We aren’t even done yet but I have seven (7) different studies going with people. It is starting to interfere with my job.”

That is one of my all time favorite quotes about the training.

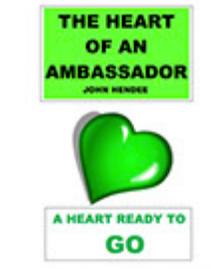
I encourage you to take the online course (if you already haven’t) with a handful of the ‘Goers’ from your ministry. Recruit the first small group to take the course with you. Get a group excited about this.

A new course normally starts in January, March, June, August and October. When you go to sign up you will see the exact dates.

You can audit the course for \$100 or take it for 3 units of college credit for \$300.

5. Ask other leaders in the ministry to join you in reading my previous book; *Training Disciples Who can GO and Make NEW Disciples*. Get it free at www.itsallaboutrelationship.org
6. Start laying out an initial 3-year plan of recruitment and training. This will improve as you go. Adapt or tweak it **as needed**.
7. Think about how to free up **the time you will need** to dedicate **yourself** to being trained, GOING and sharing IAAR with people, **and training others to do the same**.
8. Develop an annual tracking and reporting system on how many have been trained as well as goals for training for the next year. Don’t share this or make all this too public in your services or you might ‘scare’ your visitors as they see you are ‘after them.’
9. Report testimonies of your trained ambassadors on what the training has meant to them and how using IAAR is going **for them**; share their stories with the ministry members.
10. Start lifting the subject up before the people in your ministry; newsletters, pod casts, emails, etc.
11. **Study the book of Acts thoroughly. Encourage the responsible leaders** to preach through the book of Acts.

12. Guide all your people through the FREE devotion booklet, *The Heart of An Ambassador*, **located** on my web site. Do it together as a congregation or ministry. It is a simple 30 day devotion designed to plant the idea of evangelism in our hearts. It is FREE at the web site; itsallaboutrelationship.org



13. Encourage all your members to read my book, *Training Disciples who can GO and Make NEW disciples*.
14. Make lists of departments or ministries that need to have trained Ambassadors working in their area. Once the leaders are trained it will be their task to get as many of those in their department trained as possible.
BE SURE and include staff and elders in this list.
15. Who else can you think of that could/should be part of your trainees?
16. Start recruiting people to be trained.

POINTERS ON RECRUITING

My suggestion is **Think Big, Start Small.**

Sometimes when we are challenged with this whole idea we get excited and want to recruit and train the whole congregation within six months. **Don't even think about it.**

THINK BIG, BUT START SMALL

I would start by recruiting a small group of handpicked people. Start with people on the list you made up. Recruit them face-to-face; people you know who love Jesus, love people, and **are committed to the body of Jesus**. I suggest that you do not make a 'pulpit' or public announcement about training being available.

Do not try forcing people in to this. It will not work. Go with the Goers. When I started doing this years ago I looked for people who 'looked alive spiritually!' Many of the men in those couples we trained ended up becoming elders and many of the couples/families ended up on the

mission field. It was very exciting. And the church started seeing a lot of new people coming to Jesus.

In a larger church you have a larger group of people to draw from for training. In many cases you can ask (tell) all staff that they will do the training. After all, the church is paying their salary and how can they justify accepting that **salary** if they are not interested in helping carry out the command Jesus gave to the church? Again, unfortunately I can tell you not everyone will like this or want to participate for any number of reasons. You'll have to figure out how to deal with those who aren't willing.

You can determine the size of the training groups based on how many are in your ministry.

Here are two examples.

One: Let's say you have a church with 60-120 active people.

I would recommend starting with a group of 6 or 8. Assuming you are one of the number then you need to recruit either 5 or 7 others; an odd number; adding you will make it an even number.

You want to end up with everyone having a partner to do prospect visitation and evangelism as you reach out to the prospects visiting the church. So you would start with your group going through the 8-week training and then allow 4 months or so for getting out there and starting to do IAAR's.

After 6 months (2 months course and 4 months starting to do IAAR's) each person in the first group could recruit another person they want to help train. I recommend married couples doing this together at least once and then each move on to help train other men with men and women with women. Couples can continue doing IAAR's together but they will also be making a commitment to help train other men or women. Reproduce! Men do not go calling with women other than their wife and women do not go with men other than their husband. After your mate, men train men, women train women.

Then every six months or so you keep repeating the process

So you start with 6; six becomes 12; 12 becomes 24 and so on. **The process** grows until there is no one else to train. At that pace you will have 192 **people** trained in a 3-year **period**. **These are idealistic numbers to give us an idea of what a 'movement' can look like. We can expect a certain percentage to choose to opt out of the training, which would change the total numbers. So let's ask this question: what if we ended up with 90 trained people instead of 190? How awful that would be. Right? Imagine all the great things that would be taking place**

if we had 90 well-equipped people in one located ministry who knew the gospel of Jesus Christ thoroughly, and were actively sharing that gospel in your community!

You will have new Christians to train **during the three years**. Don't overlook them. 192 might be more than you have in your ministry. Don't worry about that now. Just keep training until you can't find anyone else who wants to be trained.

EXAMPLE TWO; Let's say you have a congregation of 1200-2000 with a staff of 20 or so, plus a group of elders. You can 'prorate it' for whatever **the size your congregation happens to be**.

O.K., say you start with 20-30. After six months you have 20-30 trained. Then in a larger church where you have a lot more people you could ask many of these leaders to recruit 3 other people to go through the next round of training. Most leaders have at least 3 if not many more people they work with and know well. They would become the partner with one of the 3 and the other two would be a team of 2. So after six months more you have the original 20 plus 60 new ones (20 x 3) or a total of 80!

You might just keep expanding in the future at a rate of asking everyone to recruit just ONE other person to take the next training. Each of the 80 will then have a new partner they will help train. $80 + 80 = 160$.

So you would go from 20 to 80 to 160 and so on. You can do the math. In three years you could train over 1000 people.

You get the idea. Get started. Don't ever stop. Reproduce at the rate you set.

Go until you don't have anyone else willing to be trained. **AGAIN, DO NOT FORGET TO OFFER TO TRAIN THE NEW PEOPLE YOU ARE BRINGING TO JESUS.** They have a lot of family and friends that need to be reached out to over the coming **months and** years. Don't pressure them but you will see some of them be very interested. Be patient, gentle **and** persistent.

That is the idea. Now it is up to you. Design it as you will; but I challenge you to do it. **You CAN do this. God is ready to use your life to dramatically increase the health of the N.T. DNA of His church, the one you serve. Believe it or not, other churches will become aware of what is going on in this church you serve. They will send emissaries to look for the details of what is happening. The unlimited impact of God's ministry through you is yet to be determined. It is time to take the next step.**

17. Back to our list of ideas: Next....

Start making lists of the people you will want to have your trained Ambassadors share the IAAR's with.

There are lots of people you can do IAAR's with. I'm guessing that there are more around you than you realize. Start making a list of the people, their names and contact information (phone, addresses, etc.). Examine the categories here and the chart below. I'm sure you will want to make your lists on Excel or some similar computer program.

Hopefully you have the information on most of these people. Start researching this and making your lists. Here are some of the categories of people.

- a. Prospects (High Priority); this includes visitors to your services, events, programs, departments, ministries, etc.: Men's ministry, women's **ministry**, sports **ministry**, children's **ministry**, youth **ministry**, Celebrate Recovery, etc. Develop a plan on how to assign these people to your Ambassadors to visit with, do FORM and offer IAAR.
- b. Each department should have trained people to follow up on their visitors and offer IAAR to them. You need to develop a follow up plan to track this and assign Ambassadors to them. You want to try and visit all of them and do FORM and offer IAAR. Develop a system that will insure you aren't assigning the same people to several Ambassadors in the church. You can work that out.
- c. Newly Baptized. Why not go back in your records and offer to take all those who have been baptized **sometime during** the past 5 years or so through IAAR. Most of them probably didn't have anyone sit down with them and teach them one on one. The time spent with them will be very valuable in getting to know them better and minister to them. And you can challenge them to learn to use IAAR for the rest of their life.
Doing IAAR with these folks and later with members (see f) will be good practice for the Ambassadors too. The more they do IAAR the more comfortable they will become at sharing it.
- d. Absentee/struggling members. Why not go to all your absentee people (missing in **action**) or those you know are struggling spiritually, facing life battles and offer to take them through the studies? What a blessing it could be them to hear the core Gospel again and how much God loves them as well as **discovering that** others in the church really care about them and are willing to spend time with them.
- e. Most churches have **children** who attend **Sunday School** and/or youth groups whose parents don't attend the church with them. Go visit those families, meet the parents, and thank them for letting their kids attend. Do FORM with them and offer IAAR to them. I've seen many parents reached this way.

You can contact all of them and tell them that you are attempting to visit all the families and to get to know them better. (Do not wait for a parent teacher meeting at the school. Go to them.) To do this means the faculty needs to be trained in RE/IAAR too. Make sure to prepare them for these visits too. Why not take a gift for each family. The church could include this in their budget. **I would suggest the book, *More Than a Carpenter*, by Josh McDowell. Another option would be a copy of John Hendee's book, *A Dragon Slayers Life*. A preacher recently wrote me telling me that *A Dragon Slayers Life* had become like a family Bible. They had read it together and talked about it all the time. They all loved it. They had 5 kids.**

- f. Do you have a Christian school or pre-school? In most cases you will have kids in the school whose parents aren't Christian. Visit them, do FORM with them and offer IAAR to them. You will reach some families that way.
- g. And then members. Why not plan a campaign to have your trained Ambassadors visit all the other members who haven't heard the IAAR and do the presentations with them. It will **likely** help them grow **to understand the gospel far more thoroughly and** they will feel more loved by the church. You will discover unknown needs and you can challenge those same members to take RE/IAAR and learn how to share the Gospel. It might take you years to accomplish this, but so what. Go for it.

P.S. I have done a lot of IAAR's with believers. Most believers never had anyone sit down with them when they became Christians. This study will help them understand their faith better, build a relationship among brothers, and maybe challenge them to learn to use IAAR too.

Build your lists. Make a plan on how to start GOING to all these people.

Prospects of a ministry/event Service, etc.	Newly Baptized with no IAAR done	Absentee Members/ Struggling members	Parents of <u>kids</u> who attend but Parents don't	Kids in your school, pre-school	Members; Why not all of them who haven't been trained?

Now for the LARGEST POOL OF PEOPLE/PROSPECTS YOU WILL EVER FIND.

In the online course we introduce this idea to the students. We ask them to fill in a chart like the one below.

We suggest that they put in each box the different kinds of people they might see during any given month of their life. This is a very interesting exercise. So they start putting in names like:

Parents	Kids	Grandparents	Aunts-uncles	Neighbors
Co-workers	Club members	Team members	Kids' teachers	Their teachers
Barber	Beautician	Mechanic	Computer tech	Doctor
Dentist	Waiters	Clerks	Customers	Chiropractor
Pool cleaners	Handymen	Boss	Employees	Yard workers
Parents at kids Sports events	In some cases, Mailman			

They quickly discover there are people all around them **who are open to their friendship**. In many cases we take them for granted. We often can think that many of them are 'there to serve us'; but in reality God has put us in their lives to love and share Jesus with them if they are not Christians. The problem is most Christians do not know how to go about doing that. Learning RE/IAAR can change all of that. And that opens up our whole world to reach out to. Rather than limit ourselves to maybe invite some of them to 'church', they become our personal responsibility to reach out to whether they initially are interested in 'going to church or not.' In most cases when you learn RE/IAAR you don't even start talking about church **until the end of the lessons. With some people pre-mature conversations about the church (instead of Jesus and His gospel) can become a horrible way to kill the whole venture.**

In some cases you will train people who are not particularly interested in getting involved in calling on **new individuals/families** who visit the church; they choose to be out there, on the

'front lines' reaching out to the people 'in their world.' Hey, let them go. Free them up if they are really on that mission. You will see new people coming to Jesus through their efforts.

We have a proven model and method.

We have the training program.

You have the people.

It's time to go to work.

WHAT TO DO WITH YOUR GROUP OF PEOPLE **WHILE** THEY ARE TAKING THE TRAINING COURSE

Here are a few ideas. What else can you think of doing that might help them successfully complete the training and start doing IAAR's? Don't just recruit them and send them OFF to do the course. Support them. You are building a foundation for something huge. See yourself like the coach of an NCAA football team. You don't just recruit athletes. You recruit them to a huge, ongoing process, till they leave your school. It is intense.

1. Start praying for those in training. Pray with them when possible. Why not have some 'prayer and fasting' days?
2. Launch each new training group (Training Camp) with a dinner of some kind to go over everything with them, motivate them, support and encourage them. Build a team spirit.
3. Ask those who are already trained to be praying for the new ones.
4. Be sure each of the new trainees **has** a 'mentor' while going through the course.
5. Be sure someone is meeting with them once a week during the training. This can be in a large group all together or they can meet with their partner serving the role of Mentor outlined in the course.
6. If needed help free them up from regular jobs they have in the church during the 8 week training so they will have the time they need to complete the course.
7. Help them see where else in their life they could free up time to be able to complete the course work. Less TV, ask their family to help with other chores, get up 45 minutes earlier, use their lunch time, etc.

IF SOMEONE RUNS INTO DIFFICULTIES DURING THE COURSE AND IT LOOKS LIKE they aren't going to be able to do the work, it is better to have them stop and wait until a future time when they will be able to devote themselves to the training. People have health, work, family and personal problems that can get in the way. Don't keep pushing people through if they can't give it their best. It might be best to wait for a future training rather than fail in their first attempt due to complications in their life.

WHAT TO DO WITH/FOR YOUR PEOPLE **AFTER** THEY FINISH THE TRAINING

1. Keep in touch with them. Support them. Engage them.
 - a. Have a special web site set up for them, or place on your ministry web site.
 - b. Send out regular emails to all of them; updates, encouragements, reports, etc.
2. Keep them supplied with copies of IAAR, Bibles, copies of More Than a Carpenter, etc.
3. Have a plan on how to try and get them involved in following up on prospects for the church or their department. Remember that maybe all won't want to do that, but keep it on the burner.
4. Keep track of the number of trainees you have and how many of them are working in each area of ministry.
5. Report how many IAAR's have been shared during the month, quarter and year. FYI; we observed while working in South America that the number of decisions we saw taking place on Sunday's was normally in proportion to the number of IAAR's we were doing during the week. The more we were out teaching IAAR's, the more decisions and baptisms we saw. The fewer we did, the smaller the number of decisions and baptisms. **Can you hear my humming sound about now?**
6. Have people share their testimonies on how being trained and reaching out is impacting their lives. You can do videos and put them on your web site, send them out to members, etc.
7. Have Ambassadors share their stories of seeing people come to Jesus that they have been studying with. We don't want this to be a 'can you top this one' scenario but a time of sharing God stories. You could do this on your web site or the Ambassador web site with videos.
8. Keep asking ministry leaders what they are doing to help prepare and involve their ministry or department people in evangelism. Remember: Programs **seldom** reach people. **In story after story, it is people who reach people.**

9. Make sure the various ministries are focusing on BIRTHING new Christians, not just NURTURING existing Christians. One good way to Nurture Christians is to train them to help lead others to Jesus.
10. Plan to follow up on new Christians. There are all kinds of materials and resources to help nurture new Christians. Don't drop them or forget them. They are newborns. They need a lot of care and attention.

The best people to follow up and support new Christians are the ones who helped lead them to Jesus. Many people respond to Jesus from hearing a sermon or lesson. That's great. Many churches don't do anything specific for them after they become a Christian. In other **churches new believers** are sometimes encouraged to attend a '101' class with leaders or people they do not know. That is hard for a lot of new people to do; not everyone is 'social' and comfortable walking into new groups or relationships. After the '101' class they get handed off to other people they don't know. Then they are encouraged to join a 'house group' and are handed off to someone else they probably don't know; and so it goes. There is frequent fallout from this. BUT this is all about relationship. And the best relationship most new Christians have with someone in the church is with the person who led them to Jesus. In this scenario that **person** would be the Ambassador who shared IAAR with them.

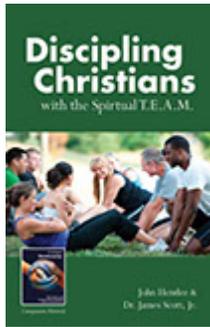
My suggestion is that Ambassadors start their own ongoing Support or Nurture Group (call them what you want). Ambassadors could team up to do this. They could meet any day or hour of the week that works best for the people you want to be there.

This might call for freeing these Ambassadors from other less **critical responsibilities** in the church so they can focus on 'birthing' (outreach and evangelism) and 'nurturing', as well as ongoing training of new Ambassadors.

THIS CALLS FOR SOME MAJOR RETHINKING IN WHAT WE ARE DOING WITH PEOPLE IN OUR MINISTRIES AND WHAT WE ARE ASKING THEM TO DO.

The Ambassadors could use the book *Discipling Christians with the Spiritual TEAM* in these groups. It would be an ongoing, never ending group. Those who have gone through it before could repeat it or start their own group for newer Christians. This would be

good for all Christians to participate in but our focus here is new Christians.



It is a six-month program. You can break for vacation weeks, etc. People can join it at any time, any week. They just pick up where you are that week in the book.

This book is FREE at www.itsallaboutrelationship.org

You can print it off and hand out copies of the next week's lesson in each session.

Here are some advantages of this format.

- a. You keep working with those you have lead to the Lord. There is no 'hand off' of them to others in another class or group they don't know. You keep building your relationship with them. It's all about relationship. It now moves from 'birthing' to 'nurturing' them.
- b. There is no actual 'teacher'. You don't have a lesson to prepare to teach every week. You do the same thing the others will be doing in preparation for the weekly meeting. Read the first part of the book and you will quickly see how it all works.
- c. It helps new Christians develop the habit of reading the Bible most every day, even if it is only a verse, and then reflecting on it and applying it.
- d. It helps new Christians see that they can learn and understand the Bible if they just read it. They are not helpless in this.
- e. It helps new Christians develop the habit of 'not neglecting' meeting together.
- f. It gives a place for them to practice the 'one another's' of the N.T. They will be building relationships with other Christians in the group. It gives them the opportunity to see that they have a responsibility for and with other Christians. Even though they are new they can contribute to the lives of other Christians.
- g. It encourages them to be praying daily. They will also learn to pray with others in their meeting.
- h. It keeps the perspective of evangelism alive in their experience as they see others during the year won to the Lord. They see the Ambassador practicing what they preach.
- i. It can lead to their being encouraged to become a trained Ambassador. Their group Ambassador should be the one taking the lead that.

Another great resource for New Disciples is the 5 book series found on the web site: www.itsallaboutrelationship.org. They too are FREE!

The title of the series is LIVING IN THE LIGHT AS WE PASS THROUGH THIS DARKNESS.

Check them out. These are also great books for ALL Christians to read.

11. I've often wondered why we don't do baptisms sometime other than Sunday morning in our services. It is so rushed. We say it is so important and then give it all of 45 seconds for the whole experience to take place. It is like an * to our services.

There are many ways what I'm suggesting could be done, but I think we really miss something important; after all, **life** IS all about relationships, first with Jesus and then with others.

I've thought that Baptisms done at some other time than Sunday morning would be great. Oh, I know leaders often like the people to be baptized IN the services. But maybe doing it at a different time, maybe even a different place could have better evangelistic results. Hear me out on this.

Here is the idea. What if we did baptisms at other times, in smaller groups with invitees of the one being baptized? You could plan to have a barbeque, pizza time or something else. It could be on an evening or Saturday, Sunday afternoon. You could do it at the church facility or at a pool, lake or river.

Who would be invited? Other than the Ambassadors involved and maybe a few servant-hearted people from the church [who could help with the food, cooking, serving, set up, etc. (They need to be kind, friendly folks who understand what we are doing)]: The one being baptized would invite family and friends who might respond to this kind of gathering over having to 'go to church' on Sunday morning. You could even make up special invites and suggest to the one being baptized that they invite others to share the moment with them. It doesn't matter if they want 2 or 20. This could be a great faith builder for the one being baptized as well as a way for the Ambassador to connect with people who attend. If they wanted, the persons could write out and read a short explanation of what being baptized means to them.

Get a graphics artist to make up your own invitations. Don't make it look churchy or 'religious' with a picture of Jesus on the cross on the cover. This is to invite unbelievers to the event. It is making the baptism into a small 'outreach, relationship building' event.

The one being baptized could give these personal invitations to their relatives or friends.

We don't want this to appear like a demand, or another step in salvation for the one being baptized but simply as an opportunity to share their life experience and faith with those they know. Help them see it could be a relationship building opportunity. **Our suggested responsibilities would be to help the new believer** to see who they could invite, and pray with them. Don't pressure them. If they wouldn't want to do this, then drop it.

You can have a standard invitation where they just put in the name of the other person, their name and the specific info on time, place, etc., or make up one special for each person. But it might say something like:

INVITATION

Dear XXXXX

I would like to invite you to a special event in my life and it would mean a lot to me if you could be there.

I have made a decision to become a Christian.

This is pretty new for me, but I'm excited about it and at peace about it.

As part of that, I'm going to be baptized on DATE, PLACE AND TIME.

There will just be a small group there.

I hope you can be one of them.

This isn't a church service. Actually I will be baptized and then we are having a barbeque/pizza party/dessert event (or whatever you choose).

We will start at 5PM and it should be over (including the eating) by 5:45PM.

I hope you can come.

Please RSVP with me at 621 771 7889 before the date so we can plan on enough food.

Dress is casual. (Just to be sure you know; no gifts are needed or requested for this; your presence would be your gift.)

Thanks

John

The person being baptized could also write out a few comments about what their baptism means on a 3 x 5 card, which they can read just before being baptized.

This is quite an experience for many new Christians. Keep it to a 3 x 5 card. That helps insure it won't be a sermon and they can read it **with** no worries about forgetting it. It

would simply be “What this moment means to me personally in my life.” (Keep it simple.)

It would be good for the Ambassador to go over this with them ahead of time to be sure they aren’t saying something off base or getting too preachy or ‘evangelistic’ for their unbelieving guests.

They could share how this is such a huge decision for them, one that even surprised them and maybe was a surprise for their family and friends to hear about. It is not a decision to become religious but rather an acknowledgment of their need for God in their life.

And the one doing the baptizing could do a short talk about the significance of the moment for the person being baptized, focusing on the Good News of the day.

EXAMPLE; In behalf of (Joe) I want to thank you for being here. I know how important a moment this is for him and his heart felt desire for a better relationship with God. In doing this, he is not becoming a religious person. He is just taking a big step in establishing a stronger relationship with God. This is a turning point. He is a bit nervous about all this. But having learned of God’s love for him brings him to this point. Over the past month Joe and I have met and I’ve shared four lessons that are titled “It’s All About Relationship.” I’m confident that he learned that having a personal relationship with God is not something to be feared but embraced. As a result he is taking this step as his decision to accept God’s amazing love for him. He now knows that embracing God doesn’t mean becoming religious but becoming a child of God.

So Joe, let me ask you this question. Do you believe that God sent Jesus to be your Lord and Savior and are you willing to trust him, give your life to him, and follow him for the rest of your life? (Wait for his answer.)

Joe, based on that decision and confession I now baptize you in the name of the Father, Son and Holy Spirit for the forgiveness of your sins and the gift of God’s very own Spirit in your life.

WORK OUT WHAT YOU WANT TO SAY. Keep it simple and brief. Don’t try and convert the guests with this talk.

Then baptize the person (s).

After the baptism you would have time to eat and ‘socialize’ with the other family and friends. Don’t drag it out. Remember 5:45! Make sure everything is ready before the

announced starting time so people don't stand around waiting. Things like the water, towels and clothes to change into, a place to do so, the food, hot water, etc. Think of all the details.

The person who was baptized could even think about giving every person who attends a small gift at the conclusion: A Gospel of John, a copy of More Than a Carpenter. Think about that. The church might help them find and get such gifts.

In the days and weeks following the baptism, the one baptized could even communicate individually with the people who attended. Start by sending them a THANK YOU for being **at the gathering** telling them that it meant a lot having them there.

Then in the future they could even share with their guests (especially if they know they aren't Christians) that they and 'their Ambassador friend' would be happy to visit with them and share the 4 lessons that the baptized person had heard that impacted them so deeply. This would be best done face to face; maybe a phone call but not in an email. They could simply ask them if they have ever had the opportunity since they became an adult to hear a clear explanation of what Christianity was all about? If not, would they be interested? If yes, get it set up. If not you don't do it. Drop it; let them know if they are ever interested in the future to let you know. But it at least gives them the opportunity.

Hey, there are all kinds of ways this could be done. The goal? As you baptize the person make it a time for them to start reaching out to others in a very non-pushy way.

It is just an idea. In 50+ years I've seen that in most cases (other than immediate family) few unbelieving friends attend baptisms when they are held on Sunday morning. Maybe there are ways to even use baptisms as a relationship, witness kind of event.

A COUPLE OTHER THOUGHTS: (This is one man's opinion.) I don't like the idea of having people put on WHITE ROBES when they are baptized. Jesus didn't do that or the apostles. To me, it gives the appearance of something 'religious' and strange to unbelievers and it isn't a N.T. model or practice. I know the symbolism of it all but I think it can create more barriers for unbelievers and it isn't needed for believers.

AND, preachers or whoever, please do not wear hip boots. I know you are in a hurry on Sunday mornings and have to get out and greet people. But come on. No one in the N.T. wore boots. That looks weird. That isn't needed. GET wet!

12. Here is an idea for Sunday mornings. Most all churches have 'greeters'. This idea goes way beyond having greeters. What if you assigned trained Ambassadors to their own section of the sanctuary every Sunday? Give them 'their territory' that they will be responsible for every week. They don't replace the other greeters at the door. This is intentional but casual. They should be there at least 15 minutes before the service begins. They should sit in their area but when people come and sit in their area they can go over and greet them. If the people are NEW, that is, it is their first time to visit the church, they could take a few minutes and introduce themselves, asking if it is their first time to visit. It might just be the first time they have set in your area. BUT if it is their first time, after introducing yourself to them and listening closely to their name, you might ask how they came to find out about the church (don't get too nosy or pushy). Let them know you are glad they are. THEN as soon as the service is over the Ambassador could approach them again (always sit in the back of your section so you can get to them easily) and invite them to a fast food place to grab a bite to eat with you, as your guests. The church could even make this a CHURCH BUDGET ITEM. Why not build into your church budget 'meal cards' for these Ambassadors that they can use to invite visitors to lunch with, at a fast food place. Fast food places are less expensive and the guests might get the idea that if they do go with you, they won't be there all day. Tell them you are going to grab a quick bite and hit the road. (Be careful on pizza places; it can take a long time to get your pizza. You don't want this to be long and drawn out.)

Not all will accept. If you see them on another Sunday let them know the invite stands; "Howdy; how about today?" Don't keep doing that every Sunday. If they don't want it, drop it. You can leave it as a 'standing offer'. "If you are ever interested you just tell me and it is ON!" Who knows **what might happen that otherwise would not have taken place without this servant-hearted approach. Jesus sought out a man (Zacchaeus) in this very manner (see Luke 19:1-10).**

When certain people are bold enough to take the risks involved to come to church for a first time, they push through those uncomfortable first moments because events in their lives have led them to a need-hunger to find out something about Jesus. Zacchaeus was a first-time guest. Jesus was looking for people like Zacchaeus. Jesus did not miss the opportunity. Jesus 'dropped' the crowd of hundreds, if not thousands, of people around him, took notice of the need-hunger in Zacchaeus and invited him out to eat a regular meal. Jesus then introduced him to the food from which Zacchaeus would never be hungry again.

So maybe, just maybe, if we are intentional in our search, God will introduce us to people in the same way. And maybe, just maybe, over a burger, you and I could do FORM and set up IAAR with that hungry person. Who knows?

CAUTION; You need to have a 'reporting and tracking' system set up in the church so IF you do get a visit and or IAAR set up with an **individual or family**, another Ambassador won't be assigned to follow up on them too.

You need to design and operate such a Reporting and Tracking system for all your prospects. You can do that. You will need people to operate this every week, communicating with the Ambassadors for their reports and see how their work with **people** assigned to them is going.

13. Do your own research on how to get into prospects homes. It is difficult these days. But don't give up. First you have to get their personal information; names, address, phone, email etc. Many visitors are reluctant about giving that out before they are sure they would even want any more contact from someone from the church. But get creative (not corny) on how to get the information.
14. Have ongoing Ambassador Meetings. You can do this as often as you think it might be helpful. You want to meet but you don't want to have so many meetings that it interferes with **everyone's** work of GOING. It could be as often as you want it; coffee before services on Sunday, during **Sunday School**, or whenever. You could also have a special annual retreat with Ambassadors and recruits. The idea is to keep them focused, united, motivated, praying together, encouraging one another, etc.
15. Ask God to 'GIVE YOU EYES' to see the lost around you and pray for opportunities to do FORM, to show interest, to love people and offer at the right time the opportunity for them to hear IAAR (The Good News).
16. What other ideas can you come up with? As you have them please send them to me so I can share them with others. John.hendee@cox.net

NOW, YOU CAN DO THE
RELATIONAL TRAINING
RIGHT AT YOUR OWN LOCATION;

Relational Evangelism

ONSITE

We have set up Relational Evangelism so when you become familiar with it and are using it, YOU and other leaders can start teaching the course at your location.

You will be using the **same materials** and **videos** as the ONLINE course does, but you will meet with **your students** each week and you will interact with them. You will replace the Online professor's interaction with the students.

There are many advantages to the ONSITE training

- a. It puts you in the middle of the training **procedure** as it becomes part of your ministry. It allows you to meet with all your trainees every week, so that you and/or your team of trainers become the student's mentors, trainers and coaches.
- b. It takes it to the local level where it can be better managed and supervised. Onsite training **gives** the local leaders the opportunity to coach their people, to get involved with them and see how they are doing. You can guide your people

personally knowing their life situations better than a professor who they never meet face to face.

- c. It expands the ministry opportunities for the local leaders to lead in the training. It opens new doors for them and uses their talents.
- d. You still have all the online materials to use. You do not have to recreate or reinvent them.
- e. It allows you to adapt the training to your local people's needs, schedules, Etc.
- f. **The trainees** turn in the homework to the local leader, not a professor on line.

HERE IS SOME GREAT NEWS FOR YOU.

The cost for the ONSITE is only \$20 a person, making it possible, cost-wise, for most everyone; if need be, the ministry can offer scholarships to those who need it.

HOW DOES ONSITE TRAINING WORK?

1. Those who want to be the local leaders (We call them Coordinators) need to take the ONLINE course first. That can be one person or a team of leaders; staff, elders, etc.
2. Those first ones taking the online class **MUST complete** and turn in all the required work. This is simply to insure that they get a **thorough** introduction to the **entire ministry** and receive the best training possible in this format. While you might be auditing the course and will not get an official 'grade' or credit, we will be able to see if the work is done and turned in. It is not good for future trainers to try and take 'shortcuts' in their own training.
3. Then those folks need to start using IAAR. **This is critical.** This **course/training** is not just a **mass** of intellectual material to be transmitted on to others; it is a life style to be shared. We want the Coordinators to be able to say, "Do as I do, not just as I say/teach."
4. When this is happening and you are ready to start training your people, you can continue using the ONLINE or you can register to become a local COORDINATOR for the ONSITE training.
5. If you want to do the ONSITE you can gain access to the web site where the course has been reproduced and designed for this format. You can set your training calendar plans and start recruiting people to train at the local level. **You can start your class on the date you choose.**
6. You can use this to train people in your ministry **as well as leaders from** other churches in your area.

IF THIS INTERESTS YOU, get signed up for the ONLINE course and get started.

The place to find out more about the ONSITE course is;

www.conduitfortheword.org

If you would like to contact Bruce Logan who manages this option write him at brucelogaia@comcast.net

He will be happy to talk to you too.

In CONCLUSION:

I ran across this statement a long time ago. It is pretty powerful.

HE WON'T CROSS THE PICKET LINE OF OUR UNWILLINGNESS TO OBEY HIM.



Oh, we have great services. Fine But,

Oh, we have a great worship/praise team. Fine but,

Oh, we have a great facility. Fine, but,

Oh, we have wonderful home groups. Fine, but,

Oh, we have a super leadership training institute or center. Fine, but,

Oh, we had ### baptisms last year (or on Easter). Fine but,

Oh, our attendance is growing. Fine, but,

Oh, we fed a lot of hungry people. Fine, but,

Oh, we took a lot overseas on short term mission trips. Fine but,

Oh, we have built houses, drilled wells, fed the hungry, etc. Fine but,

Oh, we had ### attend our Christmas, Easter, 4th of July events.Fine, but,

Oh, our giving is up.Fine, but,

Oh, I've written a number of books over the past 5 years.Fine but,

Oh, we had a lot of prayer meetings this year.Fine, but,

How many of your people did you equip or train last year to go and effectively share the Good News with those they know and meet in life?

ANSWERING SOME OBJECTIONS I HAVE HEARD ALONG THE WAY; Over the years I have found some objections a few people have had about using IAAR.I think it worth the time to address them here:

1. "The training is too long."

We are so accustomed to wanting everything simple, easy and quick; we just pop it in the micro and have it ready in 4 minutes.

The training is designed to help one be confident, fully prepared and ready to go.Yes, it takes time and effort.Jesus spent three years preparing his disciples to GO into the world.Do you want the pilot of the plane you board to just take an overview course on flying or to be well trained?Do you want your surgeon to just take the "Surgery for Dummies" course before they operate on you?Come on!This is serious business.**Let's invest our lives and both quality/quantity time in others. Let's make sure that the gospel of Jesus Christ is thoroughly taught and thoroughly understood. The angels will be celebrating and we will have new 'forever' friends. What other way for spending the same amount of time could possibly be better spent?**

Folks!It is all about relationship.Slow down.Get trained.Then be willing to spend time with the people.It will change your life and ministry.**It will change the lives of the new believers. And it will contagiously change the culture of the entire church.**

2. "The lessons are too long."**(Each lesson usually takes 35-40 minutes to present.)**

I usually hear **this complaint** from preachers.My common response is, "Ah, how long was your sermon last Sunday?Why is **it a good idea for you to preach** a 35-minute sermon from a pulpit to a group of people, from a distance, during which time you have no personal interaction **with those people?** That is NOT too long, but doing this with people sitting at their own table, with personal interaction, IS too long.That is a false narrative."And we are sharing life and eternity information that unbelievers do not know.We are going to be asking them to 'give their life away.'People need enough information to intelligently do

that. These lessons do that. Don't be in such a rush! It's all about relationship. It is NOT too long. I've been doing this for 40 years with every kind of person on the planet. They appreciate our spending this much time explaining to them what Jesus is all about. This is a huge decision for them and they do not want to 'rush into it'.

3. "It will come across as canned." You could say the same thing about a preacher who preaches the same sermon for 2-5 services on a weekend. It will be 'canned' (mechanical, dry, and impersonal) if they make it that way by not preparing themselves and knowing what they are going to preach well. The more you do IAAR's with people the more personal it becomes. This is a bogus comment.
4. "Nobody will be interested."
Oh, oh, oh. That is just so wrong. Using the model we teach in RE we have had the opportunity to share IAAR with criminals, hit men, drug addicts, alcoholics, playboys, gays, doctors, dentists, scientists, Satanists, scientists, people from all kinds of cults and religions, rich and poor, well educated and not. You name it. There are a lot of interested people out there. We know that if they don't have Jesus they are empty inside regardless of the 'front' they are covering it up with: popularity, money, sex, drugs, success, etc. In most cases we just don't know how to approach and befriend them and make them an offer to learn about a better life with Jesus.
5. "This won't work with 'Millennials'." That is just wrong. Loren Cunningham, the founder and president of YWAM works with about 30,000 Millennials around the world. He said this model and method is exactly what they need. The focus is on relationship. **We give young adults a deep, personal presentation out of which they can make an intelligent decision. This is a gentle approach that allows people ample time to make a life-long decision without unwelcomed, hurried pressure.** Oh, we have reached LOTS of Millennials using IAAR.

Let me repeat **intentionally** what I have said a number of times. This is NOT the only way to share the Gospel. It is not the only tool out there. But if you do not have one that works, this is a great choice. As the leader of a mission organization said to one of his staff members who had doubts about IAAR; "I like what John has better than what you do not have."

COMMENTS of past ONLINE STUDENTS (These are a sample. I have dozens more like these.)

We even have 'old timers' returning to get 'brushed up.'

1. PREACHER IN INDIANA: I have used IAAR consistently with excellent results since 1981 in ministries in Arizona, Kansas, Oregon and now Indiana. Even as the very beginning when I was just learning, it amazed me how positively people responded to it. It works with the un-churched and the churched.

I just started a new study with two couples last night, 2 brothers with their wives. The gospel is powerful and effective.

I just finished a study with another couple who have been in our church for about a year. He told me he has never understood the message as clearly as he understood it after study #4.

I know I have preached this stuff over the last year but to have it condensed in one place and presented clearly and simply is what they needed.

2. YOUNG ADULT: Evangelism has always been intimidating and somewhat frightening to me. On top of that, most evangelism tactics have always seemed, to me, to be unrealistic, ineffective, wouldn't have long-term results, and didn't make sense. This course has introduced me for the first time to a tactic that makes complete sense to me and has gotten me excited to put it into practice. Now that I have an outline that makes sense, that I can realistically see having long-term results, I see it as a way around the intimidation and fear."

3. Here is a paragraph from a friend who has trained hundreds of people with this approach, and more recently took the online course along with 9 others in the church he now serves. He is a PRO.

"There is so much in me that needs to change for the better in my following of Jesus. I have determined that I will take a new kind of look at my neighbors, the people at the church to whom I belong, my relatives and the people I work with on a daily basis. Among other things, for the rest of my life, I will be urging everyone around me to audit this course. In the last two weeks, my wife and I have a new testimony to share - just by telling people what we are doing. As a result, **there are already three strong church leaders from additional churches who want me to connect them to this course. I can only imagine where this all might go.**

It is tragic for the church that the followers of Christ in my circle of influence has been abandoned by me and other leaders of the church, who have been called to equip the saints of God. **I will no longer remain dormant. Not only do I commit my life to this class, but, I commit my life to every person around me. I will be more greatly engaged in looking for opportunities to share the gospel.** And I will be alive with intensity when it comes to

encouraging others to learn how to personally share their faith with the people around them - in their natural context.”

4.PASTOR IN A LARGE CHURCH: 2 Timothy 2:2 talks of taking what you have learned (gospel and being a disciple) and giving it to others who will be faithful to do it and pass it along also. This course has challenged me in that I have not made teaching a priority. I have not shared with another believer how to have conversations, how to explain the gospel or what Christianity is really about, and how to lead someone in becoming a disciple of Jesus. I feel that this is something God wants me to make a priority. I feel silly and embarrassed saying it because one would think that this is a standard requirement for anyone in the pastor role.

5. CHRISTIAN PASTOR: This is a very non-threatening way to share the gospel. It takes the pressure off us and places the burden on God to achieve the results. It's very Biblical as well. I think, if faith sharing is taught in this manner, that of being very non intrusive, respectful and kind, more people would be willing to share their faith.

6.A YOUNG 21 YEAR OLD LADY.VERY ACTIVE IN MINISTRY: This manner of approaching people makes perfect sense. Approaching them in a friendly manner using the FORM method, with the desire to get to know them, and create opportunities to offer them the presentation of the gospel using the IAAR format. It makes it easier for me to go and make disciples as I don't have to memorize scripts, or do the presentations to people that are not interested or whom are strangers.

7. CHRISTIAN LEADER: The IAAR is the most complete explanation of the Gospel. It took me years as a new believer to fully understand what is now being presented to me in the four IAAR lessons.

8. CHRISTIAN WOMAN, NURSE:Throughout my 20 years as a Christian I have never learned what I have thus far learned about evangelism. I can't even compare this method of evangelism as we are learning to any other method as I haven't been exposed to any other teaching.I never thought of myself having the capability to evangelize but now that I am gaining a new insight, I realize this sense of incapability is a deception. We all are capable. Our Father is depending on each of us not just our Pastors or designated leaders. We all have the capability to lead. While watching the 3rd presentation I became impressed to pull out the concordance and look up the wordconfidence, for a lack of confidence is my weakness. I found the following Bible verses which had a powerful impact on me. Proverbs 3:26 'For the Lord shall be thy confidence'; Isaiah 30:15 For thus saith the Lord God, the Holy One of Israel...in quietness and in confidence shall be your strength; Acts 28:31 Preaching the Kingdom of God, and teaching those things which concern the Lord Jesus Christ, with all confidence. Yes, it is important to be prepared but I don't

have to be perfect. I just have to submit, love and go. F.O.R.M. and IAAR are simplistic and universal.

9. PASTOR: After becoming a Christian, I have served in dynamic and contemporary churches that focus on evangelism since 2003. Yet in all that time and my ministry experiences in these places I was never trained in "How" to do evangelism. Yes I took classes that addressed the subject, but never once did I leave with a tangible or practical "how to." We always discussed doing it in Group Models, or organically by letting actions speak louder than words. This course has made me feel much stronger about having an applicable and teachable way of evangelizing rather than the ambiguous routes of modern examples. I also feel strongly that it is part of the job of a believer to teach another disciple how to make a disciple. This is even more crucial for those in ministry leading as well.

10.PASTOR: What I appreciate about IAAR is that, properly understood, it takes the focus off of me as a person and off of my performance as a "professional". This allows me to take a deep breath and rest in the Lord.It also allows the person that I am sharing it with to do the same.I do not have to use behavior modification techniques, pop-psychology, manipulation, peer-pressure, and sales tricks to coerce people to "become Christians."All I need to do is share the study with them and let the focus to be on being in right relationship with God and others.

11, PASTOR: In the eyes of the receiver, the IAAR approach through the use of the FORM model is non-confrontational (we are not debating, creating a stance or taking a position).We start by showing interest in the person, and who doesn't want to talk about themselves and their family, what they are involved with, what they enjoy.We are showing an interest in them almost exclusively, yet our goal/motive is to lead to a point where we are able to offer that person the opportunity to hear our message, the greatest gift ever given.Everyone wants people to care about him/her and once we have established that we care, they relax, open up and become willing to hear our four (4) Lesson message.

12. CHURCH LEADER: I appreciate the non-confrontational approach, caring about people and simply talking with them.We aren't trying to cram anything down their throats, just listening and then sharing to the degree they are interested.

13.CHRISTIAN WOMAN: Many attempts at evangelism center on putting people in what feels like an impossible decision making situation for them. A well-meaning but over-zealous disciple verbally pins down a person with a couple scriptures from the Bible and then challenges them to make a decision for or against "coming to Christ." A key problem with that scenario is the person that has been cornered likely doesn't understand the full scope of what is being asked of them, and they certainly don't have an understanding of a whole Gospel message."

14.CHRISTIAN WOMAN: We're not trying to convince someone of something, or sell anyone anything, and we only want to schedule an IAAR study with someone who is interested. There's no convincing or "pushing". This is a powerful motivator to use the IAAR model. I have never considered myself good at selling stuff. I don't like it, even if what I'm selling is good and beneficial. But this approach is totally different. I can do this.

15. Good afternoon John. I wanted to let you know that I had an epiphany of sorts yesterday while watching the video for presentation #1 for the second time. As you know I have struggled a bit in regards to the relationship building prior to going through presentations with people. While watching the video God made something very clear to me: This training is based on relationship. I have been understanding that to be referring to the relationship built before and during going through the presentations with someone, instead of what it is REALLY about, the broken relationship between the unsaved and God and God's plan to restore that relationship!! When taking notes I wrote on my paper in capital letters, DUH!! I have no answer as to why that didn't resonate with me sooner, but thought you'd like to know that I finally get it!! Thank you for your prayers and encouragement!!

16. The benefit of using the method FORM gives an opportunity to make connections. The benefit for me using the IAAR is **that I can be more confident in my delivery of the message and not sound rehearsed or rigid.** The better I know scripture, then the less rehearsed I will sound to the person I am interacting with. **The benefit of the IAAR for others and giving a copy at each presentation is that they have something to look back on and hopefully for those that feel compelled to use it to help someone else at the same time they are learning or later.**

17. Professors response: I have a friend who shared IAAR with a couple in the Air Force. They accepted Christ and were baptized. With the COPY OF THE IAAR THAT MY FRIEND left with them, the couple started sharing the message. Within a year they had baptized others and had a group of 30 meeting in their apartment to study the Bible!!!!!!! You never know.

18. Quiet and insecure I am not, I am very much a talker. I love to talk, well, most the time. Ha. Ha. Anyway what's awesome is this will help me the same as it does you, but instead of starting the conversation it will help with just staying on track and not just a lot of babble, I will start with FORM, and have an agenda. It is so great to see the people who work for God with me so passionate about eternal life with Jesus.

19. Professor's response: I have seen how FORM and IAAR helps us quiet ones open up and have confidence. You 'outgoing' ones are often helped because it still gives a map, a direction so you aren't wandering all over the place, which you can skillfully and confidently do. I remember one of Yogi Berra's great quotes. He was driving somewhere with his family and they were all complaining that he was lost:

He tried to quiet their complaints by saying "Hey we're lost, but we are making really good time." I love that.

20. I am really beginning to understand and like the IAAR tool as we have progressed in this course. I have used other tools of evangelism, even recently joining our church in going door-to-door taking a survey. What I appreciate is the building of a relationship that provides the opportunity to go through the presentations. Our objective is not to sell the person on Christianity, but to offer them the opportunity to learn in a "comprehensive, yet concise manner". That way they are able to make an informed decision.

In some of my encounters before I have always wondered what a next step could be and IAAR fills that gap in my thinking. Also, I think I will feel more comfortable in using this tool with others. It is not a pressure approach where some methods can make one feel that way.

21. How did it go? This week has been a great week. I feel like I've been given the secret ingredient to sharing Jesus. It has sparked another flame inside me.

22. I have used this presentation for the last 30 years with literally hundreds of people and have found it to be the most effective means of leading someone to Christ and actually beginning the disciplining process. What a joy it has been to sit in the front row and watch as God changes lives through this study, and to have the blessing of baptizing them into Christ. I am so glad that you all are learning this and I pray you will use it and find it fruitful.

23. The set up using FORM is great. I recognize that is how I have approached people when I have done some door-to-door evangelism. Being more of an introvert and one that does not easily get into conversations with people, though I love to talk to people, this helps give a context to conversations that easily leads into a way of opening the question of interest in IAAR. I really appreciate the responses and questions for the anti-religious person. I also like the fact that IAAR is a presentation of the gospel in such a way that it is giving the person the facts and allowing them the time to think about what it means. As I go through this, it is becoming more and more clear how impactful this is. I am starting to get a better handle on it! Slow learner!!

24. FROM A CHURCH LEADER: "I really like the IAAR approach because **it is truly a relational approach** that is designed to treat the other person like a person rather than a target. It's not just the content spread across four sessions, which is very good, but it is also all of the fine details around how you engage the person, how you bring up the topic, how you invite the person, and how you always leave them an out. It's treating the other person how you would want to be treated. In all of this, it is allowing the person to respond to the truth and the Holy Spirit. Spreading it out, gives the person time to wrestle with the truth. This is big, heavy stuff

that requires time to evaluate; if you'll forgive me for such a simplistic example, it's much more like buying a house than a pack of gum at the checkout line."

25. From a staff member of a church in California:

Most of the staff is taking the course and they are really digging in. "We can see a shift coming in how our church goes about evangelizing and disciple making. EXCITING!!"

26. I've really enjoyed these videos and the IAAR, maybe because I am so new at sharing the Gospel. I don't know. But I do know I took this as a tool, a way that we can use to open the door to people's lives so we can talk with them about Jesus. The group from my church that is taking this course had a wonderful conversation about this process, everyone was a little skeptical on the aspect of this and it being like or feeling a little like a pyramid scam. It's nice to be surrounded with open minded Christians that want to help in the fight to win souls. I'm looking back at the book of Acts, and the Gospels, with Jesus being the top of the pyramid and the 12 disciples as the next level and so forth as they went out making disciples. This isn't a scam, but this is a pyramid, and at the top we won't make millions and drive fancy cars because of it. But we will be richer than anyone because we have Jesus. I look at the IAAR as a shovel to dig the hole that the seeds will go in that we plant, after that God will take control of the Growth process.

27. One of the major changes is looking more at evangelism as part of building a relationship with those one is sharing with. I have always felt that way, but IAAR has solidified that aspect of evangelism and given a more comprehensive approach to sharing our faith. I have used something similar to FORM in the past, but I appreciate the additional questions that have come with FORM and how one can move the conversation to more eternal aspects of someone's life.

28. Before the class started I was worried about how much we had to do, but once we got started it was such good stuff I was able to consume it. The material seemed a lot to dish out to someone, but the more I read it the more passionate I became about it. So now when I share it, I read and share it from my heart, as the Holy Spirit is there to guide me. This will and has impacted my life. I am now bold about sharing with people and feel I have sharpened the sword and am more prepared.

29. Since the beginning of this class I cannot think of anything else but the sacrifice Jesus was willing to do for me. Why wouldn't I be willing to do the same thing for Him? He is a true father. A true brother as our military would put it. Since this class I have Jesus bursting out of the seams of my heart, mind and soul. I want to tell everyone what it is exactly that he did. I think about the day he was crucified. Through all that pain and anguish not once did he say stop. He knew he couldn't or we would never be saved. Being this is the last threaded discussion (in the class), I want to say thank you for the tools to sharpen our swords to honor and glorify our King

Jesus. It has been a pleasure and a blessing to get to study this. I now have a meeting next Wednesday with a Pastor in Utah to hopefully point him your way to further educate his congregation. I have now a different look and purpose in my life as I teach our youth group, as well as when I go through out my day.

Thank you and everyone else who has helped you over the years to compile this truth of discipleship that has been forgotten.

30. What are your overall feelings after finishing the lessons with them? I am growing more confident with the material and that is exciting. I find the lessons to be understandable for those who know little to nothing about Jesus. That being said, I also think there is room for a more intense study for those who have the desire to dig deeper.

I was taken back a bit by the confidence I felt in presenting these lessons to a friend. Having confidence in the material is one thing; having confidence in *presenting* the material is quite another. At this point I feel totally confident in teaching IAAR to other leaders in our church. It's super exciting to think about where God is going to take our church. I'm ready to hang on and enjoy the ride!!

31. What remaining questions or concerns do I have? At this point I feel like all my questions have been answered. I want the excitement to share Jesus with those that do not yet know him to remain a primary focus in my life and the life of all in our church. I don't want IAAR to become "just another program" that we implement and then let go by the wayside with time. Sharing the Good News was not a request given to us before Jesus ascended. It was a COMMAND!!!

32. How has this course changed my view about personal evangelism?

Has it changed? Yes, it has!!!! I am ashamed to admit that up to this point I have not felt compelled to share the gospel with people. Sure, I did, but I didn't intentionally seek people out for the express purpose of introducing them to Jesus. Evangelism hasn't really been an all-consuming need in me. I am so grateful that this training has changed that in me! Through this past 8 weeks God has lit that fire in me!! The verse that has continually run through my head this past couple months is this: *"I don't mean to say I am perfect. I haven't learned all that I should even yet, but I keep working toward that day when I will finally be all that Christ saved me for and wants me to be."* (Philippians 3:12) I am far from a perfect person, but I will continue to strive to be all he wants me to be in ALL areas of my life and ministry until he returns or calls me home.

How has it changed? This training has brought to the forefront of my mind and heart the calling we all have to share the Good News. The reading that goes along with this course has

been amazing! It has given me many more tools for my tool belt. I am going to order "More Than A Carpenter" in bulk to share with people! The practicality of the videos was very helpful to me as well. It was so easy to apply the key points contained in them to my life and my ministry. Before this training I didn't see people as souls that very well could not know Jesus and that it is my responsibility to find out. I never realized that going into a relationship with an agenda was not only a good thing, but a necessity

How do I see the IAAR can help me? Using IAAR will help me to stay focused on the primary mission of the church...to share the Good News and make disciples that make disciples, and so on. Having all of the information right there in black and white is not only helpful to me as the one sharing the lessons, but to the one receiving the information! There is a lot of information and Scripture contained in these four lessons. I can't imagine not having it all readily available to refer back to as the presenter. I love that the people are left with each lesson to look over and study for themselves until we meet again the next week should they desire to do so. As one who is quiet and quite shy by nature it is great to know that I don't have to come up with ways to get the point of the message across...the illustrations and examples are very helpful to me!

33. Has learning the information in this course helped me grow as a Christian? Absolutely!!! I have never read so much in such a short period of time that has brought such a change in my way of thinking!

34. My experience with personal evangelism in the past has not been a successful one. Most of the courses and training I have gone through has been primarily focused on how to tell my testimony or developing a track to pass out to those I meet. The idea in seminary was always, "Even if you can't talk to someone, you can at least pass them a piece of paper that can change a person's life." Also, when "going out into the world," most experiences would be to stand at a corner and approach people I don't know about a God they don't want to hear about. When preparing our youth for a mission trip and taking an evangelism-training course, our training was focused on how to approach people cold on the street. The main disappointment is the idea that if a person said no, you were deemed a failure.

35. None of these approaches were effective because I am, by nature, an introvert. It is difficult for me to strike up a conversation with those I don't know, never mind develop a spiritual conversation about God. I would always try but I would let too many people pass me by as I was too fearful of bothering people I don't know with a message they probably do not want to hear, or have time to listen to. I just picture myself not wanting to stop if the situation was reversed.

36. The one comment that made me feel like this presentation was successful was the response by my personal consultant at the end. She asked, "Why is this not taught everywhere? Why is

this not something we go through with our teens when they first make that decision to follow Christ? Why is this not explained to all Christians as the great need to reach a hurt world?" I felt like this was totally worth it as I won another person to this idea and the desperate need to spread the gospel to the world.

37. Looking to the future, I would just like to get more comfortable with the material. I think the more I read through it, the more I can practice it and prepare, the more second nature it will become. When preaching in Alaska for three services, I always believed my 3rd was my best. Why? I was able to work out the kinks. I was able to see a reaction to see what joke may work, and what fell flat, see what point hit home, and which one was lost in translation. My hope is to continue practicing so that I can make this second nature and let it flow with more ease and reduce the nervousness that is hiding below the surface.

My hope is to just reach as many people as possible with IAAR. Do I really have a number in mind? Not really. What I can confidently say is that the idea of a number has risen dramatically by going through this course. What would have been maybe 50-100 people saved over a lifetime, now seems like a reasonable goal for the first few years, and hundreds to thousands over the next 30-40 years (God willing) is more doable, as it will just get easier with time.

My hope is that God will just place people in my life to reach out to and when the time comes, to act. Stop being scared. Stop ignoring the Lord's call. Stop letting Satan and the insecurities I've allowed him to fester inside get the best of me. I want to be driven and determined to go where God wants me and speak when He needs me.

38. I was very skeptical of this tool, but since have come to realize that I can still be relational and live life with those that want to walk with me. I am getting a better feeling about this. I have kept an open mind and with our mentor meetings and getting other outlooks on this, it is more comfortable for me. I already do the FORM with many people I meet with and now am learning to ask sooner for the opportunity to share the gospel with them.

How did it go? This week has been a great week. I feel like I've been given the secret ingredient to sharing Jesus. It has sparked another flame inside me.

39. RE: FORM and the IAAR Presentations

That is one of the great advantages of this approach. It is not just trying to "add to the numbers". It's not a 5 minutes presentation and then demanding an answer. It is a respectful and complete methodology.

40. This manner of approaching people makes perfect sense. Approaching them in a friendly manner using the FORM method, with the desire to get to know them, and create opportunities to offer them the presentation of the gospel using the IAAR format. It makes it easier for me to

go and make-disciples as I don't have to memorize scripts, or do the presentations to people that are not interested and/or are strangers.

41. This is a very non-threatening way to share the gospel. It takes the pressure off us and places the burden on God to achieve the results. It's very Biblical as well. I never cared for the term 'soul winner' for the reason with winning there comes losing. So a person can term themselves as a soul losers. The fact is we'll probably lose more than we win on the average. I think, if faith sharing is taught (in) this manner, that of being very non-intrusive, respectful and kind, more people would be willing to share their faith.

42. It is really helpful to see the second presentation again. There is so much material that I'm glad we will get to see John Hendee present the IAAR four times. I like that John Hendee says that if you understand this (IAAR) you will have a better understanding of the Bible than most people, even if they have read the Bible several times. I agree with this statement. The IAAR is the most complete explanation of the Gospel. It took me years as a new believer to fully understand this.

43. Video 22- You don't have to be a friend first....

There is no time needed to butter someone up to show him the IAAR. In fact I think it is more honest and builds trust if one is upfront. I am a naturally talkative and friendly person and I make "friends" easily. Not everyone I come in contact with will be interested but I don't know unless I ask.

44. 21 year old

"I would never have committed my life on earth and the eternity of my soul to anything as a result of a short, uninformative speech given by someone who knew nothing about me and had no vested interest in my well being. And I never would have become a mature Christian if, having made the commitment, I was left on my own on this new path. IAAR gives an opportunity to show the listener that you truly are concerned for them, it gives them a much, much, much, better idea of what they are getting themselves into, and, if followed with the discipleship model given by Christ and outlined in "The Master Plan," is significantly more likely to see sustained results.

Here is a second comment of hers:

"Many attempts at evangelism center on putting people in what feels like an impossible decision making situation for them. A well-meaning but over-zealous disciple verbally pins down a person with a couple scriptures from the Bible and then challenges them to make a decision for or against "coming to Christ." A key problem with that scenario is the person that has been cornered likely doesn't understand the full scope of

what is being asked of them, and they certainly don't have an understanding of a whole Gospel message."

What do you think would happen in your ministry if dozens, **then** hundreds of your people had experiences like those in the testimonies above?

The people with the 44 real-life stories above all have one thing in common. Someone (online course with IAAR) took the time to prepare the people behind the stories1) to thoroughly understand the gospel, 2) to understand how to engage people in their circle of influence in natural conversations, 3) and to understand how to thoroughly share the gospel of Jesus Christ. Why would you NOT want all the people in your ministry to experience this?

Are we not 'muzzling' our people by not training them in this?**Are we not robbing them of untold lifetime 'bucket-list' highlights?**

The Bible teaches us that 'equipped' people are prepared for works of service which leads to the body of Christ reaching unity in the faith and in the knowledge of the Son of God, and becoming mature, attaining to the whole measure of the fullness of Christ (Ephesians 4:12-13).

By failing/refusing to equip the people God has entrusted to us in the foundational knowledge and skills of understanding and sharing the gospel, are we not unintentionally blocking the hope of the experience of attaining to the whole measure of the fullness of Christ? Surely we have no idea of what we are missing!

We hold these principles as absolute statements of truth:

- **God has a system: leaders in the church are to equip all the people who make up the church for works of service**
- **God has released His power through the gospel of Jesus Christ. Believers in the gospel build relationships with non-believers, looking forward to the day when the gospel may be shared. The Holy Spirit convinces people of the reliability of the gospel. (1 Corinthians 1:21-25)**
- **God loves to use ordinary people (even weak people), like us, for His most critical works of ministry. (1 Corinthians 1:26-31)**

Jesus' last words, surely we will surrender our lives to their fulfillment. When Jesus sets the stage for the command given inside His last words before ascending into heaven with these words:

"All authority in heaven and on earth has been given to me".

Nothing could be more dramatic. Nothing could be said with more clarity.

Our marching orders: Make disciples of all nations by going, baptizing those nations in the name of the Father and of the Son and of the Holy Spirit, and teaching those nations to obey everything He commanded us.

The word 'baptizing' is the word Jesus uses to describe the entire process of thoroughly sharing the gospel until the nations die to themselves by surrendering to the Lord & Savior Jesus Christ, in order that new life may be known.

Many nations are still waiting to be approached. May God TRANSFORM His ministry in us by Rebuilding Relational Evangelism into her DNA.

From this point forward, here we are God. Begin with us! Send us!