

Lesson 11: The Messenger Part 3: The Heart of the Messenger

Lesson Introduction

During this lesson of this course we will continue to discuss the messenger. We will look at how the heart of the messenger will affect his message as well as his willingness to share the message. We will then begin to look how to get started in witnessing to a person, with an emphasis on actually getting started as well how to open up with someone. As part of preparing to get started you will be required by the end of this lesson to write from memory the seven verses that are used to lead someone to Christ.

Lesson Outline

Lesson 11: The Messenger Part 3: The Heart of the Messenger

Topic 1 Be Prepared

- A Prepared Mind: Knowing Verses

- A Prepared Body: A Willing Slave for Christ

- A Prepared Heart: Willing to Take Rebuke

- A Prepared Attitude: A Debtor to His Grace

Topic 2 The Opening and the Closing

- The Closing

- Contact is Opportunity

- Favorable Attention

- Opening Scenarios

Topic 3 Getting Started

Topic 1: Be Prepared

Preparation is such a key factor in anything we do, whether it is for sports, business, vacation, or sharing the Gospel. If we do not prepare, we will stand a greater chance of failure. In this lesson we will emphasize the important aspects of preparing our minds, hearts, and attitudes for the most important thing of all--winning a soul for Christ.

Topic 1: Be Prepared

A Prepared Mind: Knowing Verses

Assignment

Please memorize the following verses:

- Romans 3:23
- Romans 6:23
- Revelation 21:27
- Ephesians 2:8-9
- 2 Corinthians 5:21
- John 3:16
- 1 John 5:13

We are going to look at the opening and closing when witnessing. Now we've talked about studying the word of God and if you want to learn how to witness you need to really learn these 7 verses and learn them by heart. Now when we say learn them by heart we mean that you memorize them and you use them so many times that you have them totally in your mind. And I think most of you know what they are, but the 7 points that we like to make in witnessing is - We are all sinners (Romans 3:23). The result of sin is death (Romans 6:23). Heaven is a perfect place (Revelation 21:27). You cannot earn salvation (Ephesians 2: 8-9). Christ paid and he gives his righteousness (2nd Corinthian's 5:21 or Philippians 3:9). Only believe to go to Heaven (John 3:16). You can know that you have eternal life (1st John 5:13). Now it's very important that in witnessing you learn these verses. If you could just memorize those 7 verses and use that in witnessing. You know sometimes you feel like you're tongue-tied. And you know everyone is not used to standing up in front of a group of people, but if you'll learn these verses and you'll start practicing, you will see that it will help you, and it will help you in a tremendous way. You know whenever you're out, and you're going to be a salesperson, you don't go out and not know what you're going to say, you learn what you are going to say. We need to practice. You say, "How can I practice?" You need to practice by using a tape recorder, and really practice giving the gospel. You say, "Oh, I don't need to do that."

QUESTION 1

Please write Romans 3:23 from memory.

QUESTION 2

Please write Romans 6:23 from memory.

QUESTION 3

Please write Revelation 21:27 from memory.

QUESTION 4

Please write Ephesians 2:8-9 from memory.

QUESTION 5

Please write 2 Corinthians 5:21 from memory.

QUESTION 6

Please write John 3:16 from memory.

QUESTION 7

Please write 1 John 5:13 from memory.

Topic 1: Be Prepared

A Prepared Body: A Willing Slave for Christ

Now remember this, remember that you are servants. The word servant in the Bible is the same word in the Greek for slave. How many of us ever think of ourselves as a slave for Jesus Christ? That's what a servant really is. A servant is not someone who just comes in when they want to, and not come in. You know, a person that says I'm going to serve God and I'm going to serve Christ, and I'm going to serve the church, I'm going to serve the school. When you say that you should mean it, and it should mean more than just doing what you want to do when you want to do it. It should mean that you are a slave. Don't ever do something unless you are willing to do it, don't ever say I want to work in the school, or I want to work in the preschool, or I want to work in the college or I want to work in the church, and what you really mean by that is, as long as you don't ask me to do something I don't want to do. So don't do that. You know, what girl would want flowers sent, and you know that the boy had to send them? You know I don't think any girl would want flowers like that. But you know a girl wouldn't want that. Who would want a gift that someone had to give you? No one would want to give a gift just because they had to.

Jesus Christ gave the greatest gift because he wanted to himself. God didn't choose to make us puppets that we would act and be manipulated by a string.

QUESTION 8

The word "servant" in the Bible is the same word in Greek as _____ .

- A. Employee
- B. Slave
- C. Truant officer
- D. Under-shepherd

QUESTION 9

Please briefly explain the illustration of the girl receiving the flowers as used in this subtopic.

QUESTION 10

Christ gave us the much greater gift of himself than anything we could give back to him. *True or False?*

Answer: _____

Topic 1: Be Prepared

A Prepared Heart: Willing to Take Rebuke

You know people do need God, and when you're out there witnessing, even when a person seems hardened don't let anybody ever tell you that that person doesn't need God. Now sometimes in your witnessing, sometimes you've just got to hold back, sometimes people aren't just going to listen to you, sometimes people don't want to hear it when you are witnessing. But just remember though that that person does need God and until a person finds God and serves God there can never be any happiness. In Galatians 5:22, it says the fruit of the spirit is love, joy, peace. Love, joy, peace. You know how many times do we think of that- love, joy, peace. That is the fruit of the spirit, and we need to go out and have our life controlled by the Holy Spirit of God. God's leading brings love into your life, love for the Lord, love for the lost, and love for Christians too. You should have a love for the lost. And do you love the Lord? Have you ever said, "Lord just help me love the lost?" Do you love the lost? How many of you feel that way about lost people, or do you just say they're getting what they deserve? Listen, we deserve Hell too. We deserve Hell too. You know, why do we do, why do we take rebuke? Why do we take things? Why do we take the things that we have to take for the Lord? It's the same way as a mother, the way the mother loves the child. Now some of you don't like to hear these kinds of things, that when a child is sick in the middle of the night, and of course in our family I'd always be the one to get up and take care of them. You know that's not true! I've got the weakest stomach in the country. So Linda would go take care of the children, and you know why she did it? Not because she loved vomit, but because she loved the kids. Do you understand what I'm saying? Why do we do some things we don't like to do? We do it because we love that person. Why do we witness when don't always love to witness? Because we love those people.

QUESTION 11

When you are out witnessing and a person seems hardened, that is a sure sign that that person does **NOT** need God. *True or False?* Answer: _____

QUESTION 12

Thankfully it comes natural to all Christians to have the necessary love for the lost. *True or False?*
Answer: _____

Topic 1: Be Prepared

A Prepared Attitude: A Debtor to His Grace

Aren't you glad that God didn't put us under the law? What would Christians service be like if we were under the law? But were not under the law were under grace! You know, here are some things that God does by his grace. God saves you by his grace. Now we all know that. Everyone in this church would say I agree with that 100%. You're saved by God's grace. God keeps you saved by his grace. While you say I know that too. God leads and guides us by his grace. You say, "Oh, I didn't quite know that." God enables you to serve him by his grace. It's all grace-the privilege of serving. God rewards you with love and joy and peace in this life for serving him by his grace . As I heard a man say, "That tree out there couldn't live if it wasn't for the grace of God." And that tree up there couldn't live if it wasn't for the grace of God. God rewards you in Heaven for having served him on earth. Such grace. Such grace . What shall I render unto the Lord for all his benefits toward me? Psalm 116:12. How many of us really love the Lord? Well, we need to love the Lord.

QUESTION 13

God does what by His grace? (*Select all that apply.*) Answer: _____

- A. Saves us
- B. Keeps us saved
- C. Leads and guides us
- D. Enables us to serve Him

QUESTION 14

God only rewards you in heaven for serving Him here on earth. *True or False?*
Answer: _____

Topic 2: The Opening and the Closing

So you have moved past the fear of talking to someone about Christ. But who do you talk to? How do you open? Do you just barge right up to someone and ask them if they know where they will spend eternity if they die? In this lesson we will discuss how every-day contact with people is opportunity for us to establish favorable attention, be friendly, and ultimately lead those people to Christ.

Topic 2: The Opening and the Closing

The Closing

Now we are going to get to the very incredible part of this message and this is the opening and closing. Any salesman will tell you, and any person that's made a dime in sales will have to bring it to a close. Now I don't mean high pressure, listen there's all kinds of ways to close a sale. Sometimes a good salesman knows that he or she better not say anything and better let that person think about it and better go off without saying a word. Same thing in witnessing. Sometimes it is better to drop it, and to give the person some time. Sooner or later you have to bring everything to a close don't you? In selling, and anything you do you've got to finally tie the knot. But it is still important to open and close.

QUESTION 16

In this secular world, which of the following professions best knows the value of closing?

Answer: _____

- A. A baseball pitcher
- B. A launderer
- C. A librarian
- D. A salesman

QUESTION 17

Both the opening and the closing are important. *True or False?*

Answer: _____

Topic 2: The Opening and the Closing

Contact is Opportunity

Now when Dr. Willie McCarroll was alive, he had a group called CIO and that was called Contact Is Opportunity. Now we've heard of AFL-CIO, and that's a good way to remember this. CIO is Contact Is Opportunity. Contact is opportunity. How many times are we going to use that contact for opportunity? Now it is a rare instance when God does not want you to do anything. There are some instances, yes, but rare instances. But when you have contact, you have contact with the mailman, or contact with the service station man, or contact with people at work. It is such a wonderful thing to be able to use that opportunity for the Lord Jesus Christ. Contact is opportunity. It is so important.

QUESTION 18

The letters “CIO” stand for: Answer: _____

- A. Christ is Our all
- B. Christ is our Saviour
- C. Cleaning is Optional
- D. Contact is Opportunity

QUESTION 19

There may be rare times when God would not have you to witness. *True or False?*

Answer: _____

Topic 2: The Opening and the Closing

Favorable Attention

Now, in witnessing it is so important to go into favorable attention. Now we've said this before. It's better not to just go up to somebody and just flat-out say, “Do you know where you're going when you die?” Now listen, if that's all you can do, and you were on a plane that's ready to crash, then do it that way you know? But if you've got some time, it's always better to be able to talk to that person. It's always better to be able to witness to that person if you can make a favorable impression with favorable attention. Be pleasant. Use a sincere compliment. If you're in someone's home, find something that you are interested in. Don't lie, but find something of interest. Be kind to people. People love it when you are interested in something that you they are doing. You will find out just many many many times you're going to have opportunities. Be pleasant. Be gracious. Do you know what it is to be gracious? Have you ever watched anyone that is what you call gracious? That's real kind and real sweet and real pleasant to be around and they're just kind of nice. They know how to say the right things. And you say, “I don't know how to do that. I wasn't raised that way.” Well then watch those kinds of people. Well how many of us really like people, and we can learn, and practice to be more friendly? Learn to get to like somebody. Sometimes several approaches will be necessary, but if you just find something that they like and that you can discuss and that you can get to know them. And I'll tell you, you'll be surprised at the very end how they will open up to you. People want someone to talk to them. Now listen, I know there's a lot of things wrong with the Dale Carnegie, and his book *How To Win Friends and Influence People*. I would never wholeheartedly endorse the book because it is done with the idea of manipulating people for them to do what you want them to do. But listen, that book can teach you how to be nice to people, and our motive is not selfish motive, because our motive is to win that person to Christ. And if that is your motive, you use whatever techniques work in learning how to be friendly to those people. I would recommend reading this book. I've read it a couple times. Now listen, don't swallow all that book because in sales a lot of people swallow that stuff and they and the really believe they can be great because they manipulate people. Listen, you go out and you do a job and you genuinely like people. I think the book will help you.

QUESTION 20

When witnessing to someone, we should try to have _____ attention.

QUESTION 21

It is often best to just walk up to a person and ask, “Do you know where you will go if you die?” *True or False?* Answer: _____

Topic 2: The Opening and the Closing

Opening Scenarios

Let's say someone is interested. You're going up to a sales clerk and you're looking at, say, purchasing a man a suit or a lady dress, and you ask that person how did you become interested in clothing? And that person might say, “As a teenager I was kind of interested in this, and now I'm doing it.” I guess it gives you a chance to meet all kinds of people. While yes, I do need some really interesting people. They might say, “One time a really famous person came in here, and then in the end, almost invariably, they will say what kind of job are you in? No matter what your job is you can say, I am a secretary but my main interest is in people, and really I love to tell people about Jesus Christ. And they are not so turned off at that point, and you can say it in such a nice way. My main interest. You know some of us work for the church, and some of us go in work for other jobs out there in the community, and no matter what your main job is, your main job is telling people about Jesus Christ. That is your main job. Now you should be willing to give your testimony, and have it where you can give it in 2 minutes or 4 minutes or 6 minutes or whatever or in 10 minutes. Make sure what you tell is your testimony. Don't tell somebody you heard from something else, and their thinking well you want to spice up a little bit. How many of you remember testimonies? You do remember testimonies don't you? Listen, people are interested. Tell them about what God has done for you. You would be surprised, sometimes you have to do a half hour or an hour if a person is listening. Some people are so interested, and they want to know. People are more curious. But what they don't want to know is these crazy so-called fanatics out there. Another thing that sometimes hesitancy to witness comes from a lack of experience or a lack of knowledge of the subject. While tell you you just got to pray for love. Here are the 4 things that will help you to witness. One. Knowledge of the scriptures. If you will learn those 7 scriptures you are going to be able to witness. 2. Successful past experiences. Number 3 being around people who witness. Boy that will help you more than anything else. Number 4 (now I'm not saying the most important but without this the others won't work) and that is prayer. Prayer. See we've got people out there that until they find Jesus Christ they are not going to be happy. You heard the thing- there is a God-shaped vacuum in every person. And honestly there is a need for God in every person. Many of them have been turned off because of religiosity or churchianity and they've never found Christ.

QUESTION 22

When people ask what type of work you are in, you can answer with your occupation, and then add, “but really, my main interest is people, and I just love to tell people about Jesus Christ.” *True or False?*

Answer: _____

QUESTION 23

Which of the following suggestions were given in this subtopic to help you to witness? (*Select all that apply.*) Answer: _____

- A. A quiet time
- B. Being around people who witness
- C. Boldness
- D. Knowledge of the Scriptures
- E. Prayer
- F. Successful past experiences

Topic 3: Getting Started

The first step of any new journey is always a step that is taken with some trepidation. However, you will find that the more you have prepared, as discussed in the previous section, the easier it will be to get started. In this section, we will discuss four things that will help in preparing, as well as how to cast out fear and the secret to successful witnessing opportunities.

Not here's another thing, the important thing to do and witnessing is to get started. It's to get started. The hardest thing is to get started, the hardest thing as you've heard people say is to take the first step. Now I think this verse, and I would claim first John 4:18, I would claim this verse, and I would claim it very very well. There is no fear in love, but perfect love casteth out fear, because fear hath torment. He that feareth is not made perfect in love. Okay? There is no fear in love. Now that love, what that's saying is that when you love Jesus, and you understand what Christ is, and you understand how exciting it is, there is no fear in that love. But perfect love cast out all fear. Now let me explain it. Now if you totally love those people, perfectly, you would have no fear to witness to anybody. Pastor, do you have fear? Yes. Do I have perfect love? I do not. I wish I did, no I don't. Perfect love casteth out all fear. Isn't it funny, if you really thought a plane was to blow up, you had to get people out of their, you'd be going get out of here, get out of here. If we get perfect love for the people out there in the world, we will not have fear. We have to learn to love. What is it that constrains us to witness? It is the love of Christ. You see, if we could get Christ's love we would witness more, and you wouldn't have fear. Now don't go out there and say oh I don't love perfectly, listen, there is no perfect person ever on this earth except Jesus Christ. We've got to be continually growing, we've got to be continually wanting to do more. I'm just telling you there's a great secret here. To be a great soulwinner you've got to study and practice, study and practice, study and practice. Each time that I've ever given the gospel in this pulpit it's been study and practice. You've got to do it. If you are close to her friend also interested in soul winning and get together. I've already mentioned, a tape recorder. He that goeth forth weeping, bearing precious seed, shall doubtless come again rejoicing bringing his sheaves with him. Psalm 126:6.

QUESTION 24

The easiest part in witnessing is taking the first step. *True or False?* Answer: _____

QUESTION 25

In light of 1 John 4:18, if we can have a love for the lost, it will help us to not _____.

Lesson 11 Answers to Questions

QUESTION 1: *Your answer should be similar to the following:*

“For all have sinned, and come short of the glory of God.”

QUESTION 2: *Your answer should be similar to the following:*

“For the wages of sin is death; but the gift of God is eternal life through Jesus Christ our Lord.”

QUESTION 3: *Your answer should be similar to the following:*

“And there shall in no wise enter into it anything that defileth, neither whatsoever worketh abomination, or maketh a lie: but they which are written in the Lamb’s book of life.”

QUESTION 4: *Your answer should be similar to the following:*

“For by grace are ye saved through faith; and that not of yourselves: it is the gift of God, Not of works, lest any man should boast.”

QUESTION 5: *Your answer should be similar to the following:*

“For he hath made him to be sin for us, who knew no sin; that we might be made the righteousness of God in him.”

QUESTION 6: *Your answer should be similar to the following:*

“For God so loved the world, that he gave his only begotten Son, that whosoever believeth in him should not perish, but have everlasting life.”

QUESTION 7: *Your answer should be similar to the following:*

“These things have I written unto you that believe on the name of the Son of God; that ye may know that ye have eternal life, and that ye may believe on the name of the Son of God.”

QUESTION 8

B. Slave [We should think of ourselves as slaves for Jesus Christ.]

QUESTION 9: *Your answer should be similar to the following:*

Just as a girl wouldn’t want flowers from a boy who had to send them, we need to willingly, instead of grudgingly, serve God.

QUESTION 10: True [When a person says, “I am going to serve Christ,” it means more than just doing what he or she wants to do when he or she wants to do it.]

QUESTION 11: False [Everyone needs God.]

QUESTION 12: False [We should pray, “Lord, help me love the lost.”]

QUESTION 13

- A. Saves us
- B. Keeps us saved
- C. Leads and guides us
- D. Enables us to serve Him

[Most Christians know He saves and keeps us by His grace. But not all know that He leads us and enables us to serve Him by His grace also.]

QUESTION 14: False [God rewards you with peace, joy, and love in this life, for serving Him, by His grace.]

QUESTION 15: *Your answer*

QUESTION 16

D. A salesman [Anyone who makes a dime in sales will tell you, you have to bring it to a close.]

QUESTION 17: True

QUESTION 18

D. Contact is Opportunity [You have contact with the mailman, with the service station, or with people at work.]

QUESTION 19: True [There are times when it is better to be considerate and give people time.]

QUESTION 20: favorable [It is always better to witness to that person if you can make a favorable impression]

QUESTION 21: False [Normally it is better to make some kind of personal contact first. People love it when you are interested in something they are doing.]

QUESTION 22: True [No matter what your job is, your main job is telling people about Jesus Christ.]

QUESTION 23

B. Being around people who witness

D. Knowledge of the Scriptures

E. Prayer

F. Successful past experiences

[Sometimes hesitancy to witness comes from a lack of experience or a lack of knowledge of the subject.]

QUESTION 24: False [The hardest part in anything is getting started; oftentimes once we get started and get past the beginning, it starts to become much easier.]

QUESTION 25: fear [When you love Jesus and understand who Christ is, and you understand how exciting it is, there is no fear in that love.]