



Marketplace Evangelism

What is Marketplace Evangelism? It is one-on-one soulwinning in the public arena, ministering in the marketplace.

Who is Mission? The mission is to share the Gospel with people you have not met before.

Relational Evangelism

What is Relational Evangelism? It is the evangelistic ministry of developing relationships with the lost with the purpose and intention of winning them to Jesus Christ.

Relational Evangelism is where a believer befriends someone who is lost and engages them in everyday activities, maintaining a focus on the key purpose of winning them to Jesus Christ.

Relational evangelism is a mix of carrying on relatable encounters that are common in their nature, that are both incidental in the ways you may commonly encounter someone, as well as arranged engagements. In both kinds of encounters, the believer is *focused* on being sensitive to the Holy Spirit, to continue to find divine moments in which the Gospel can be shared in an on-going fashion.

Who is Mission? Commonly the mission is to share the Gospel with people you have met before, or in some cases, you know very well. But in some cases, it may be with someone(s) you have not previously met, but the Lord puts them in your path or on your heart to pursue a relationship with them with the purpose and intention of developing a relationship with them for the purpose and intention of winning them to Jesus Christ.

Prayer Evangelism

What is Prayer Evangelism?

Prayer Evangelism is a powerful method of evangelism, where the Church engages in prayer for the salvation of the lost in their world. Prayer Evangelism is when we partner with the supernatural, dynamic authority of heaven, and the Word, and powerfully pray hindrances and obstacles out of the way, of behalf of the lost, so that their heart will open to receive the Gospel. So often, people are not born-again, because no one on the earth is praying for them. *Prayer Evangelism is when we partner with the Holy Spirit for God to move in the lives of the lost.*

Who is our Mission? Prayer Evangelism are prayers you pray for people you know and people you do not know that are not born again.



Steps to Sharing the Gospel – A Track for “the Witness” – Leading someone to the Lord

There are many credible ways to lead someone to the Lord, “the Witness” is one track that has proven to be highly successful because it’s simple and can be used conversationally, and leads someone to make a decision for Jesus.

- It is very important to learn to lead someone to the Lord, in a natural, conversational manner.
- If you are unfamiliar with a soulwinning track, it is very helpful to practice sharing the Gospel with another believer so you are confident when you minister in your world.
- A secret to supernatural soulwinning, is not only to learn to be conversant about the Gospel, but to be practiced at leading someone to make a decision for Jesus Christ.

When a believer is experienced with soulwinning, they can approach the *steps to salvation* from many angles. Some of these various angles will present themselves in the conversation you are having with the lost person. When you are skilful at soulwinning, you can learn to take some of the words or concepts that are in a natural conversation and use them to smoothly transition the conversation towards the things of God and the presentation of the Gospel.

The more supernatural soulwinning becomes a way of life, the more skilful and comfortable you will become with sharing the Gospel with the lost that are in your world, and those that come across your path. When soulwinning becomes second nature to you, you’re on your way to minister every time the Lord prompts you by His Spirit to reach out to rescue a lost person, and help usher them into the Kingdom of Light.

Step 1: Open the Steps to Salvation Conversation with a Question

Marketplace Evangelism

In Marketplace Evangelism, using a track to lead someone to the Lord is commonly the key thrust of the conversation, with conversation regarding other topics that may precede or follow it. Marketplace Evangelism is one-on-one evangelism generally with someone you have not met before.

Relational Evangelism

With Relational Evangelism, using a track to lead someone to the Lord is commonly used as a part of the journey to Christ, when the person is at the point of making a decision for Jesus. Prior to that, a soulwinner will often begin to share parts of the track, as well as other aspects of the nature and character of God. These steps can prepare the pathway for when the person is ready to ask Jesus Christ into their hearts.

In **Marketplace Evangelism**, begin with some warm lead-in general warm, sociable conversation. Then take the lead and begin to use the steps in the track to present the Gospel.

Examples of Questions you can use to lead someone in the steps to lead them to the Lord

- Q. Do you mind if I ask you a question?
- Q. Do you know how to get to heaven?
- Q. If you were to pass away tonight, do you know if you would go to heaven to be with Jesus?
- Q. Have you ever considered that God really loves you?
- Q. Has anyone ever told you that God loves you?
- Q. Is there anything I can pray for, for you?
- If you see that they have an injury: Q. Would you allow me pray for you for healing for....?
- Q. Do you have any church background? (The answer to this question often helps you locate them and their spiritual experience, as various church backgrounds have more outward expression of the plan of salvation, i.e. to be born-again, in their services than others.)

Or: Some use some warm lead-in that is prompted by your heart or the Spirit of the Lord.

In all cases, find a kind, warm, sociable way to lead to “the Witness”.

Further Potential Conversation Steps:

- **You can tell them that God loves them**

- a. “For God so loved the world that He gave His only begotten Son, that whosoever believeth in Him shall not perish but have everlasting life.” **John 3:16**
- **You tell them you have been praying for them (prior to going out) and the Lord has them on His mind**
- **You might have a word for them from the Lord (Words of Knowledge-Treasure Hunt Clues)**
 - a. The Lord can give you things to share with them, that will indicate to them that God really has them on His mind, using a clue that matches them.
 - b. Words of knowledge also give us insights into the ways that God is giving us clues and insights into strategies to open their hearts to the Gospel
- **You might regularly ask them if there is anything you could pray for, for them**
 - a. Many people are led to the Lord as they see how the prayers you are praying for them, are being answered
 - b. If they allow you to pray for them, following the prayer, ask them how they are feeling now. See *Ministering Healing in the Marketplace*.
- **Have you ever had much of a church/religious background?**
 - a. This question can be a real locator of what they know or don’t know and help you know how to direct the conversation
 - b. The answer to this question often helps you locate them and their spiritual experience, as various church backgrounds have more outward expression of the plan of salvation, i.e. to be born-again, in their services than others.)
- **You might see a physical need** – Ask them if you may pray for their healing, because Jesus can heal them.
 - a. Or a family member or friend may be ill
 - b. Prayer for them or their loved ones often opens up hearts to the Lord
 - c. The lost are often responsive to God “helping them” when they are in need

Soul Winning Tip: Be observant to social cues as well as spiritual cues

- If someone is uncomfortable with the conversation – change the subject
- Sharing the Gospel is best shared in a conversational way – not like a “sales-pitch”
- Let the conversation flow naturally and still keep it going in the right direction when they are open to it
- Practice integrating spiritual things into your conversations
- Learn to flow with the grace and anointing of the Holy Spirit

Step 2: Let them Answer the Questions You Ask Them

In response to the question about whether they know if they are going to heaven, people will commonly say they believe they are going because:

- I am a good person
- I am a good citizen
- I do good things for people all the time
- Etc.

In most cases, the lost will usually give the wrong answer which gives us an open door to let them know what the Bible says.

Soul Winning Tip: Let Them Respond to the questions as this is a real conversation ...and then proceed with the truth (see Step 3)

Always be kind and let them have their say

Step 3: Do you mind if I share with you what the Bible says?

The Bible says (or it says in the Book of Romans) if you believe:

- Jesus is the Son of God (usually they will affirm this with a headshake)
- And that He died and rose from the dead (again they will often acknowledge this). In Australia, you can identify this as “the Easter thing”. Many Australians know about Easter.

This is the lead in for the plan of salvation from Romans 10:8-10

- a. To speak out or *confess* that Jesus is the Son of God *by saying so* (with your mouth)

- b. To also *believe in your heart*.
- This to genuinely say that you truly believe this.
 - It's a confession of faith in Jesus.

Romans 10:10 "For with the **heart** one believes unto righteousness, and with the **mouth** confession is made unto salvation."

Scriptural Background for Salvation

Romans 10:8-10. 13

8) "But what does it say? "The word is near you, in **your mouth** and in **your heart**" that is the word of faith which we preach:

9) that if you **confess with your mouth the Lord Jesus** and **believe in your heart** that God has raised Him from the dead, you will be saved.

10) For with the **heart** one believes unto righteousness, and with the **mouth** confession is made unto salvation."

13) For **whoever calls on the name of the Lord shall be saved**.

Soul Winning Tip: They will "confess with their mouth and agree to believe in their heart" when they say the prayer to invite Jesus into their hearts."

- The plan of salvation is very simple: 1. Genuinely believe in your heart 2. Be willing to say so.
- The reason it is so simple, is because Jesus did all of the hard work, with His death, burial and resurrection!
- This is God's rescue plan for mankind.

Step 4: Explain to them that Inviting Jesus into their Heart – is their 'ticket to Heaven' and access to all of the things God has made available....or use your own language or method for this step

Soul Winning Tip: This step to salvation often consolidates the decision they are making – it's the "mobile" altar call

You can lead into the next step using Revelation 3:20

"In the last book of the Bible Jesus is speaking and He says":

- "Behold I stand at the door of your heart and knock, if any man – woman – teenager – or child - hears my voice and **asks me to come in, I will come in.**" Revelation 3:20

"Asking Jesus into your heart is your ticket to heaven."

Pose these questions to lead them into the prayer for salvation.

- **Q. Do you believe that Jesus is the Son of God?**
- **Q. Do you believe that He died and rose from the dead?**

"You can invite Jesus into your heart right now."

- **"It is very simple – I will help you with the words and you can say this prayer after me."**

Soul Winning Tip: Begin the prayer and have them repeat it after you.

Make it seem like it is the most natural thing to do in the earth.

They do not have to close their eyes to say this prayer. Sometimes they may want to on their own.

Step 5: The Prayer – You say it and have them REPEAT it after you.

This prayer is based on Romans 10:8-10. It is a model prayer.

- Find a way to lead people to the Lord that is comfortable for you.
- Practice makes perfect.
- This is not the only way to pray the prayer to ask Jesus into your heart. It's based on Romans 10:8-10

Leading them through the prayer to ask Jesus into their hearts.

- Don't be afraid to have them read out the prayer, from the Gospel tract, if you can't remember it.
 - a. **The genuineness of their heart and willingness to agree to this – is the salvation step in its essence**

The Prayer

- “Dear God-” *Dear God*
- “I believe that Jesus is the Son of God.” *I believe that Jesus is the Son of God.*
- “I believe that He died and rose from the dead *for me.*” *I believe that He died and rose from the dead for me.*
- “Please come into my heart.” *Please come into my heart.*
- “Thank you for coming in.” *Thank you for coming in.*
- “In Jesus’ Name, Amen.” *In Jesus’ Name, Amen.*

Step 6: Confirmation: Confirm with Them That Jesus Has Come Into Their Hearts

“In **Revelation 3:20** Jesus says “if you ask Him to come in, He will come in.”

- **Q.** Since Jesus would never lie to you – and you have just asked Him to come *into your heart*...where is Jesus right now?
- **A.** In my heart!

“**That’s right. He is in your heart.**”– (This is a confirmation of what has taken place. This is a significant step.)

- “Jesus in your heart, is your ticket to heaven.”

“**The next time someone asks you if you know if you’re going to heaven, you can say ... “**

- “Yes, I am, because Jesus is in my heart and Jesus is my ticket to heaven.”
- “In fact, you can tell them, that today _____ and at this time _____, I made the most significant decision I will ever make.”

Step 7: Explain to Them What Has Happened to them from the Bible

In the book of **John (3:1-8)** A teacher – a notable leader went to see Jesus late one night.

- He asked Jesus the most important question in the Bible.
- He asked Him what he needed to do to go to heaven.

Jesus gave Nicodemus the most significant message in the Bible.

- Jesus told him that he had to be *born again*. “*You must be born-again.*”
- The man said to Jesus, ‘I’m an old man. How can I go back into my mother’s womb?’
- Jesus said to him, there are two births:
 - a. **A physical birth** – the one when you were physically born into the earth
 - b. and a **spiritual birth** – when you are *born from above* – *born-again*
- “**Marvel not, you must be born-again**”.

“What took place today – is a spiritual birth. Today you were ‘born-again.’”

Scriptural Background for The New Birth – John 3:1-8

3 There was a man of the Pharisees named Nicodemus, a ruler of the Jews. ²This man came to Jesus by night and said to Him, “Rabbi, we know that You are a teacher come from God; for no one can do these signs that You do unless God is with him.”

³ Jesus answered and said to him, “Most assuredly, I say to you, ***unless one is born again, he cannot see the kingdom of God.***”

⁴ Nicodemus said to Him, “How can a man be born when he is old? Can he enter a second time into his mother’s womb and be born?”

⁵ Jesus answered, “Most assuredly, I say to you, ***unless one is born of water and the Spirit, he cannot enter the kingdom of God.*** ⁶ That which is *born of the flesh is flesh*, and that *which is born of the Spirit is spirit.* ⁷ ***Do not marvel that I said to you, ‘You must be born again.’*** ⁸ The wind blows where it wishes, and you hear the sound of it, but cannot tell where it comes from and where it goes. So is everyone who is born of the Spirit.”

Step 8 – Give them the Salvation Tract & Follow-Up

Follow-Up

- Give them the Salvation tract so they can refer to it later

- Give someone the Salvation tract even if they do not ask Jesus into their heart on the spot. Tell them they *can do this on their own at home when they are ready*
- Invite them to your church, share with them the service time (on back of tract)
- Endeavour to stay in touch with them to help them grown in the things of God, through spiritual conversations, Christian books etc.
- Fill in the Contact Card if they agree to give you their details
- See if you can arrange times to take them through a course for new believers

Prayer for BOLDNESS



Adapted from Jerry Savelle

- My God has not given me the spirit of fear; but of power, and of love, and of a sound mind. 2 Tim 1:7
- God has given me boldness. I am the righteousness of God and the righteous are as bold as a lion. Prov 21:8
- I have received God's anointing, and it abides within me. He has anointed me to preach the Good News. I John 2:27
- Greater is He that is in me, than he that is in the world. I John 4:4
- I can do all things through Christ who strengthens me. Phil 4:13