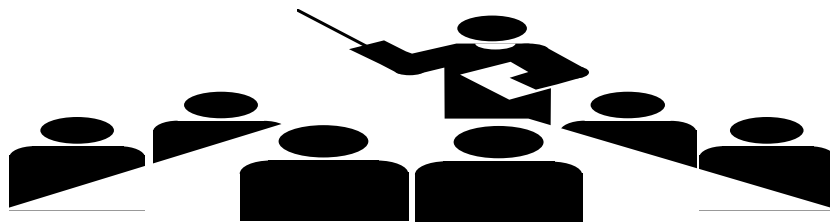


# EVANGELISM SEMINAR



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TOPIC:  
**NEED-ORIENTED EVANGELISM**

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## Need-Oriented Evangelism

**PROPOSITION:** Evangelistic outreach is most effective when it is related to the needs of those we are trying to reach.

**RESOURCE:** Most of the principles and insights in this workshop presentation were gleaned from the excellent book by Dr. H. Eddie Fox and Dr. George E. Morris entitled, *Faith-Sharing*.

### I. The Meaning of Evangelism

- ❑ Evangelism is literally the proclamation of the gospel.
- ❑ “Evangelism is that set of intentional activities which is governed by the goal of initiating people into the kingdom of God for the first time.”  

**William Abraham**
- ❑ “Evangelism is *being, doing, and telling* the **gospel** of the kingdom of God, in order that by the power of the Holy Spirit persons and structures may be converted to the Lordship of Jesus Christ.”  

**Delos Miles**
- ❑ “Evangelism is spreading the **good news** by *words, deeds, and signs* through the power of the Holy Spirit, and then waiting and watching in respectful humility, and working in expectant hope.”  

**H. Eddie Fox/George Morris**

### II. The Arena for Faith-Sharing

- A. The Diagnostic Imperative:** understanding the receivers language and world
1. We need to know more about the persons that we seek to reach with the gospel.
  2. We need to help them discover those points in life that require more than a natural explanation.
  3. We need to look for those points of contact where the gospel is likely to be relevant and meaningful.
  4. We need to recognize that God’s prevenient grace works in all persons to prepare them for the gospel.
- B. Beginning where people are:** the point of contact is their need, desire, motive, aspirations, etc.
- C. Assessing human needs:**
1. Donald Soper’s recognition of how the way people express their needs has changed
    - a. Less knowledge of the Christian story
    - b. More life-conscious than death-conscious
    - c. From guilt to doubt
    - d. From a profound sense of need for God to a curiosity about Christianity
    - e. From a sense of belonging to one of isolation and alienation
  2. Paul Little’s Assessment of Human Need
    - a. Inner emptiness
    - b. Purposelessness
    - c. Fear of death
    - d. Desire for inner peace
    - e. Loneliness
    - f. Lack of self-control
    - g. Desire to integrate thinking

3. Albert Outler's View of Basic Human Needs
  - a. Identity: the need to know who we are
  - b. Liberty: the need to be free
  - c. Productivity: the need to feel and know that life counts for something
  - d. Serenity: the need to be content with a sense of fulfillment in life
  
4. Abraham Maslov's Hierarchy of Human Needs
  - a. Physical needs
  - b. Safety needs
  - c. Love and belonging needs
  - d. Esteem Needs [Self esteem and Esteem from others]
  - e. Need for Self-Actualization
  - f. Desire to know and understand
  - g. Aesthetic Needs

**D. Establishing Contact:**

1. The incarnation of Christ teaches us that *we must enter into the other person's world.*
2. Pentecost teaches us that *we must speak in the language of the hearer.*
3. Jesus' message of "harvest time" teaches that *we must be sensitive to the passages in people's lives.*
4. Prevenient grace teaches us that *the Holy Spirit prepares people to be responsive to the gospel.*

**III. The Principles of Faith-Sharing**

**A. Evangelistic methods can be divided into three main categories.**

1. Information transmission: one-way act of communicating spiritual facts & propositions. [75% - no]
2. Manipulative monologue: emotional appeals and high-pressure salesmanship. [81% -yes, 85% drop out]
3. Non-manipulative Dialogue: a two-way process involving honest interaction. [99%-yes, 96% stay]
  - a. Non-manipulative dialogue is usually an extended relationship, not a single encounter.
  - b. 75% came to Christ because of words, deeds, and encouragement of someone they trust.
  - c. Christians must be equipped to relate to others in such a way that trust develops.

**B. Faith-Sharing within Social Networks**

1. We must be clear regarding our purpose.
  - a. We build relationships with people to love them not to change them.
  - b. We build relationships with people ultimately to share the gospel with them.
2. Our witness must be grounded in prayer. [*Talk to God about people before you talk to people about God.*]
3. Listening opens the door to speaking.
4. We must take both the person and the person's environment seriously.
  - a. We must take seriously the particular culture and patterns of the people.
  - b. We must start where they are and build a link between their interest and God's truth.
  - c. We must remember that Jesus did not practice Xerox evangelism.
5. It is better to make invitational statements than to ask questions. [*An invitational statement is one that has the seed of a question within it, and listens for a response.*]
6. If people volunteer information, we can rest assured that they wish to tell us more.
7. To do the mission of Christ, we must have the mind of Christ. (humility)
8. It is better to expose our vulnerability than to pretend invulnerability.
9. God is far more interested in our availability than our ability.
10. We do not tell people why or what they must believe, we tell them why and what we believe.
11. Witnessing is most effective when done in the first person. [Your story matters]

### **C. Faith-Sharing with Strangers**

1. Sensitivity to the other person begins before you ring the doorbell or knock.
2. In establishing a relationship with a stranger, the introductory moments are of crucial significance.
  - a. Give a friendly greeting.
  - b. Make known your identity.
  - c. Explain why you are there.
  - d. Acknowledge the intrusion.
  - e. Ask to come in.
  - f. Promise to be brief.
3. The encounter is not a waste of time even if you are not invited inside.
4. In door-to-door visitation there is a greater need to take personal and contextual factors seriously.

## **IV. Inviting People to Receive Christ.**

### **A. The Guidelines for Inviting**

1. The invitation flows out of the nature of the gospel.
2. The human response consists of turning and trusting.
3. There are many methods of inviting persons.
4. In inviting persons to receive Christ, we do not pressure people, but take the pressure off people.
5. The faith-sharer is sensitive to life's important intersections.
6. The faith-sharer offers the invitation with clarity.
7. The faith-sharer offers the invitation with integrity.
8. The invitation to respond in faith is a community affair.
9. In inviting persons to receive Christ, one must be willing to wait in expectant hope and humility for a response of faith.
10. The faith-sharer trusts the Holy Spirit.

### **B. The Factors to Consider**

1. The leading of the Holy Spirit
2. The quality of the relationship [e.g. is the person willing to open up and trust us]
3. The receptiveness [e.g. where are they in their seeking]
4. The content or place

### **C. The Pattern of Faith-Sharing (GRACEful)**

1. **G- God's grace in Christ Jesus for all**  
*[Tell persons about God's grace and His desire for a relationship.]*
2. **R- Recognizing and Repenting of sin**  
*[Help persons recognize the reality of sin and the need for repentance]*
3. **A- Accepting God's forgiveness**  
*[Help persons experience the assurance of being in right relationship with God.]*
4. **C- Confessing faith in Christ**  
*[Help persons commit in trust to Christ and continue walking in His way]*
5. **E- Entering into the reign of God**  
*[Help persons enter into the fellowship of the church and its mission.]*