

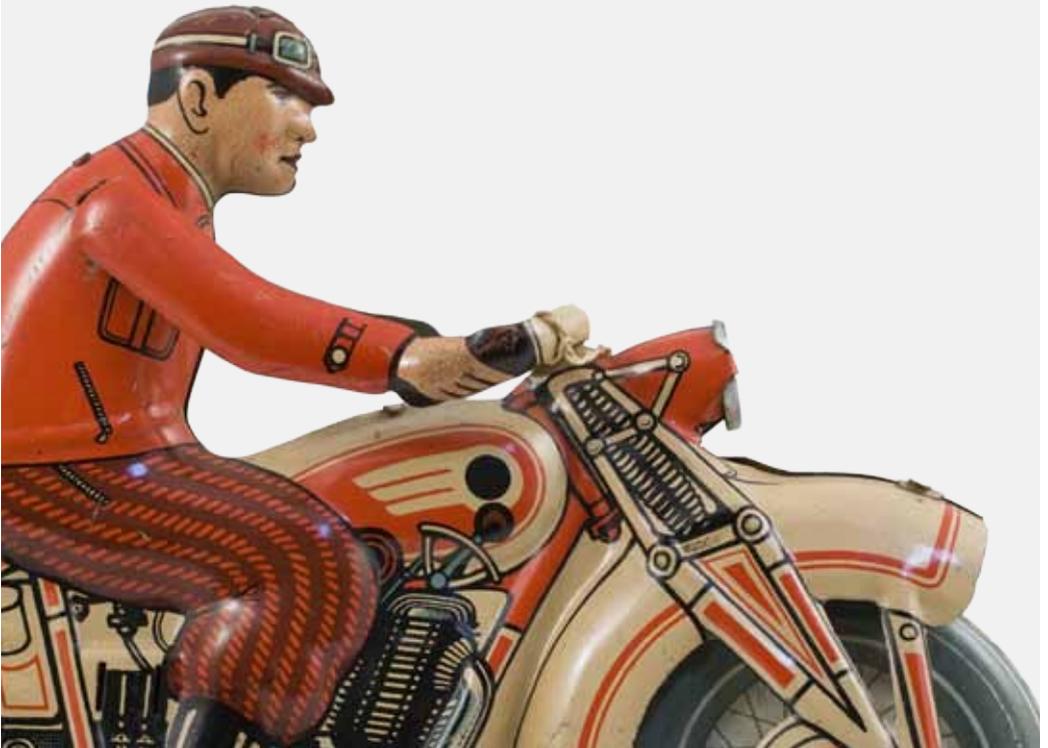
Therefore Go study guide. The Because Approach resource.

BECAUSE
3

Good to go.

Equipping confident conversational evangelists.

by Andrew Baughen.



Go one.

Listening to people of peace.



Go one.
Listening
to people of peace.

Go two.
Asking
the right questions.

Go three.
Releasing
the grip of idols.

Go four.
Presenting
the joy of salvation.

Good to Go.

Equipping confident conversational evangelists.

Because.

Because it's all about people

"We are not just rational beings to be informed and educated, spiritual beings to be evangelized and enlightened, or physical beings to be fed and satiated. We are whole beings, called to love God with the whole heart, soul, strength and mind."¹

God's pleasure and will is to restore us as his people in his sight (Eph 1).

OPENING DISCUSSION

What's your verb?

- if your friends described you, what activity would they say was 'your thing'?
- what activities do you spend most of your time doing?

- What activities you're devoted to give most opportunities to talk to others about Christ?

BIBLE STUDY

Read Mark 1:38; Luke 19:10; Matthew 9:35-38

- what were Jesus' priorities while on earth?

- what do these passages tell us about how God sees people?

Read Luke 16:9

- what does Jesus say should be our priority on this earth?

- how does the reality of being with the people we share with on this earth for all eternity in the new creation affect our attitude to the present?

- how much are your prayers, priorities and daily actions fuelled by a concern for and investment in changing the eternal destiny of your unbelieving friends?

- can you put this verse into your own words as a mission statement for your life?

VIDEO CASE STUDY

What's Polly Toynbee's problem with Christianity?

However.

However defences

TALK

Defences are the initial barriers people put up in when conversations turn to spiritual matters.

1. It's out of my comfort zone

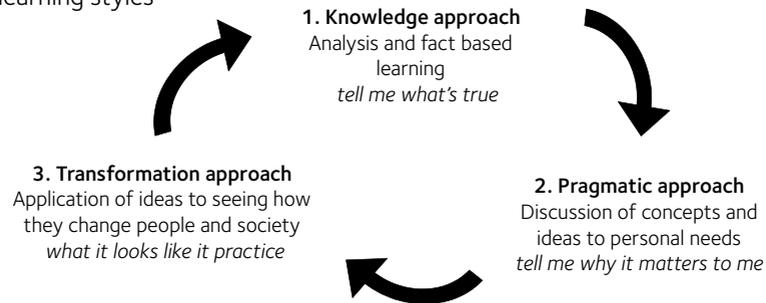
- different defence tactics: hedgehog vs rhino
- the hurt behind the defence

2. It's just a mask

- different communication levels: cliché; facts; feelings; honesty

3. It's all about their agenda not mine

- different learning styles



DISCUSSION

Which of the defences listed in the talk have you come across and how are they practiced by people?

What hurts and issues have you discovered behind peoples' defences?

How are relationships built up and how are they destroyed?

However.

However defences

VIDEO CASE STUDY

What do you feel about the people on the video and the responses they gave? How would Jesus respond to them? (See Luke 10:11 as an example)

BIBLE STUDY

Look at the following examples of Jesus' teaching methods

- which of the three learning styles described in the talk is Jesus focusing on?
- why does Jesus use the specific approach in that specific context?

- Two-way discussion seminar (Lk. 2:46–50)
- Preaching (Lk. 4:14–30; 6:17–49; 21:37–38)
- Practical demonstrations (Lk. 5:1–11, 17–26; 8:22–25)
- Parables (Lk. 5:33–39; 8:1–15; 10:25–37)
- Practical assignments (Lk. 9:1–9; 10:1–24)
- Question and answer (Lk. 10:25–37)
- Practical teaching (Lk. 11:1–13)
- Condemnation (Lk. 11:37–54)

What does this tell us about Jesus' intentional model of communication?

Therefore.

Therefore grow in compassion for people

TALK

1. Discern who is the mission field God is calling you to work in

- Matthew 10 People of Peace strategy
 - go with my authority (v1)
 - go where I send you (v5)
 - go to lost people (v6)
 - go with my message (v7)
 - go to receptive people (v11)

– Acts 16 Lydia people

2. Demonstrate that you love them – see model of Paul in 1 Thess 2

- appreciate them don't criticise or condemn
- remember their name

3. Discover their context – see model of Paul in Acts 17

- show a genuine interest in their lives
- discern why conversations about Christianity might be threatening
- seek to understand how they're wired by the questions they ask

4. Develop listening skills

- Look at them (show you're listening and pick up non verbal communication)
- Concentrate on what they are saying (rather than trying to think of answers!)
- Keep praying for God's Spirit to fill you with wisdom and to open their heart
- Occasionally repeat what they've said in your own words to show you've heard correctly and understood. If you don't understand, ask for clarification.

Therefore.

Therefore start regular prayer for people and opportunities

DISCUSSION

Do you know who is in your God given mission field?

How does your view of your situation change knowing that you're called by Jesus to go with his authority into each day?

Do you know who are the receptive people? How might you discern that?

When beginning a spiritual conversation with someone:

1. How might a spiritual conversation take them outside their comfort zone? How could you reduce their discomfort as a spiritual conversation develops?

2. How can you show you are listening to the person you're talking to and taking their story seriously?

3. How can you show you're not a 'chameleon' but show authenticity and transparency of motive?

4. How could you begin spiritual conversations in ways that show you are taking them and their agenda seriously?

Reflect.

Reflect on your missional calling

READ pages 4-16 of Therefore Go

*'It is not so much, as someone has said, that God has a mission for his church in the world, as that God has a church for his mission in the world. Mission is not just something we do (though it certainly includes that). Mission, from the point of view of our human endeavour, means the committed participation of God's people in the purposes of God for the redemption of the whole creation.'*²

How would you describe the Mission of God?

Read 1 Corinthians 9

- Paul's aim is to 'win some.' Do you agree with him and what does he mean?

- Winning people involves sharing our life with them and adapting to their culture. How much of your evangelism is like this and realistically how much is more about 'come to me and adapt to my culture'?

- How ready are you to make personal sacrifices to build relationship and share life with unbelievers?

Read John 3-4

Jesus employed different approaches depending on where his audience was starting from: Religious knowledge but no personal encounter (John 3:1-21); Social and moral outsider (John 4:1-26); Disciple (John 4:27-42).

What can we learn from these different approaches in how to talk to people about Jesus day to day?

Reflect.

Reflect on your witnessing opportunities

1. Explore your preferences.

- Write down your preferences:

- The sports, recreation activities, hobbies and cultural pursuits you invest in

- The knowledge you read up on and topics of conversation you enjoy

- How could you engage in these activities, conversations and cultural events with others to build relationship by sharing 'in common' time with them?

2. Analyse your current evangelistic connectivity

Whatever situation God has called us to serve him in at the moment, he gives us plenty of opportunities to be his gospel ambassadors in daily life. The clearer we are on what those opportunities are, the more intentional we can be.

- How many hours do you spend with unbelievers in a normal week (total time, not just speaking about Christ)?

- What do those people know of your Christian faith and what do they make of it? (Why not ask them!)

- In what situations and with which people do you find it easiest to speak of how your faith impacts your daily life?

- Which unbelievers are more open to discussing questions of Christian faith with you? Why do you think that is?

Go.

Go pray for people and opportunities

READ p16-19 of *Therefore Go*

1. Decide who to pray for regularly

Use the FRANK³ categories to form a prayer 'long list':

- Friends
- Relatives
- Associates at work
- Neighbours
- Kids (parents of your children's friends)

Prayer 'long list'

Use this 'longlist' as part of your regular prayer. Perhaps pray for particular people on particular days of the week. As you pray for each person, ask for God's help:

- To identify barriers which are preventing this person from hearing about Christ and practical ways you can help their progress on the journey of faith
- To open doors of opportunity for you to talk with him or her about the gospel
- To invite them to church events where they will hear more.

2. Decide who you're going to invest your life in.

Prepare a prayer 'shortlist' of a few people from your prayer 'longlist' who you will commit to praying for in an even more concentrated and regular way – perhaps each day. Select people who are not yet believers but are receptive to the gospel and that you are able, with God's help, to invest in and share life with.

Use these questions to discern your People of Peace:

- Who is it easier to spend time with because they share similarities with you in their 'preferences profile'?
- Who do you currently find God is opening up opportunities with to talk of him?
- Who welcomes your comments about how your faith impacts your life and who shuts down such conversations?
- Who is God's Holy Spirit working in to give a conviction of the truth? Who is asking questions?

These are your 'people of peace'.

Prayer 'short list'

What commitment will you make to pray for, invest time in and serve your 'people of peace'? Perhaps make part of your commitment to partner with another one or two Christians and meet to pray with them for each other's People of Peace. Perhaps pray regularly for People of Peace in your church small group and get to know other group members' People of Peace by chatting to them at social events organised by group members.

Write a commitment and review.

Go two.

Asking the right questions.



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Because

Because it's going to be dark if you don't switch on the light

"What meaning has my life that the inevitability of death does not destroy?" Tolstoy

*"Imagine there's no heaven it's easy if you try. No hell below us, above us only sky."
John Lennon*

OPENING DISCUSSION

Play the 'what if' game for a moment. What if there was no God? How would that change your view of:

- yourself
- your daily work and the world around you
- other people
- your future?

BIBLE STUDY

Read John 1:5; 2 Corinthians 4:4

- the issue isn't lack of information about God, so why is God unknown by many?

- what is the implication in terms of our evangelism methods?

Read Psalm 14:1; 1Cor 1:20

- how does removing God change our basis for wisdom or understanding?

Read Ecclesiastes 3:1-11

- why is life without God bleak, hopeless and unable to make sense of life?

Read Romans 1:18-23; Colossians 2:2-4

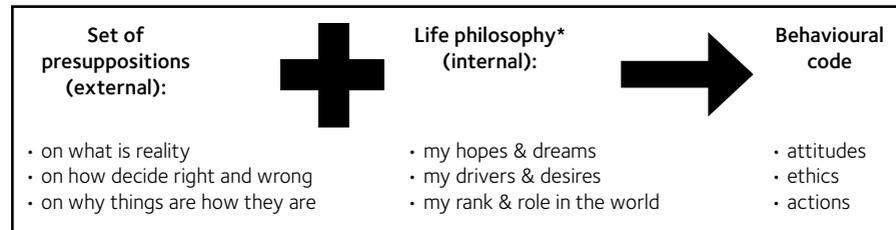
- why is it that people can't see the enlightening grace and truth of Christ?

However.

However presuppositions and defeaters

TALK

A worldview is a commitment, a fundamental orientation of the heart, that can be expressed as a story or in a set of presuppositions (assumptions which may be true, partially true or entirely false) which we hold (consciously or subconsciously, consistently or inconsistently) about the basic constitution of reality, and that provides the foundation on which we live and move and have our being.” – James Sire⁴



Every decision and action is determined by beliefs about the world (presuppositions) and about ourselves ('life philosophy'*). If we get these wrong, our whole worldview will be misaligned. Some common false presuppositions:

1. The Material presupposition

2. The Now presupposition

3. The 'just a story' presupposition

The philosophical presuppositions that develop and are shared within a culture produce a set of 'defeaters'. Defeaters are a structure of 'common sense' consensus beliefs held by cultures hostile to Christianity which are so strongly believed to be true that the claims of Christians are automatically implausible.⁵ There are many of these 'off switches' and if any are engaged when talking to someone then from that thought onwards, they switch off.

1. Assumption defeaters

2. Tolerance defeaters

3. Slow burn defeaters

However.

However presuppositions and defeaters

DISCUSSION

1. Outline the fundamental set of beliefs people you know live by. *le how would they answer: What is reality and what is your view of the unseen spiritual world?; How do you decide right from wrong and how do you know if you've made the right choice?; If the world is a random accident how do explain order, logic, fixed laws, agreed morality and selfless unconditional love? Where does our desire for forgiveness and commitment come from?*

2. To what extent do the three presuppositions apply to them?

3. The key assumption defeaters are the evidence of suffering, hypocrisy of church leaders, conclusions of science (from evolution to new atheism) and the trustworthiness of the Bible. Which are the biggest barriers in your context?

4. What is their attitude to tolerance? Do they tolerate your beliefs? Why?

5. To what extent are materialism and narcissism (love of self) slow burner defeaters to the gospel?

VIDEO CASE STUDY

Why is the root of their problem with Christianity?

Discuss examples you've come across of presuppositions and defeaters which blind people to the truth

BIBLE STUDY

Read Mark 4:1-20 The Parable of the sower

What causes people to wither spiritually and disconnect from exploring Christian faith further?

* focus of session 3

Therefore.

Therefore challenge presuppositions and defeaters

The fear of the LORD is the beginning of knowledge, but fools despise wisdom and discipline. (Proverbs 1:7)

*Tim Keller: "I urge sceptics to wrestle with the unexamined 'blind faith' on which scepticism is based, and to see how hard it is to justify those beliefs to those who do not share them. I also urge believers to wrestle with their personal and culture's objections to the faith, At the end of each process, even if you remain the sceptic or believer you have been, you will hold your own position with both greater clarity and greater humility."*⁷

TALK

1. Point out the holes in the logic

*"An argument for God's existence is the impossibility of the contrary."*⁶

- Preconditions

- Inconsistencies

- Arbitrariness

2. Suggest an alternative *'Have you ever thought what if...?'*

- Alternative to the Material presupposition

- Alternative to the Now presupposition

- Alternative to the 'just a story' presupposition

3. YES AND evangelism

VIDEO CASE STUDY

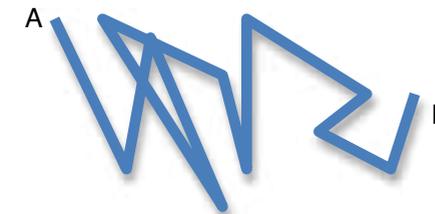
Tim Keller interview

Therefore

Therefore master the art of asking questions

4. Use the questioning method

- Pray continually for wisdom and for God to open a door for the gospel message
- Don't force spiritual discussion conversations
- Begin with questions people are already asking and issues they are raising.
- Use with open questions that open up conversation.
- Avoid the role of simply answering questions.
- Respond to an unbeliever's 'grand statement' with disarming surprise
- Show a genuine desire to understand how they got to their position
- Challenge the sustainability of the assumptions underpinning their questions
- Focus your questions on the deep questions behind their initial questions
- Have a sense of purpose and direction. Keep track of how the discussion is developing and work out the next steps that will help them move towards the gospel solution
- Aim to bring to a conclusion without forcing – maybe use personal testimony
- Be ready to have multiple conversations.



People don't think in sequential points (particularly alliterated ones!) but when we say one thing they might respond with a different train of thought than had been envisaged by our next point. It rather than a straight neat line of points our discussion might be a zig zag to and fro where we ask a question they respond with a left field answer we ask a follow up question and they then take the conversation in another direction etc. The destination is the same but we've followed a train of thought which enables them to grasp and understand for themselves.

DISCUSSION

Practice the questioning method. Role play a conversation which begins with them making each of these opening statements:

1. I go to church sometimes and try to say my prayers
2. I believe all religions are the same God
3. I don't believe God sends people to hell
4. There's too much suffering in the world for their to be a loving God
5. I don't have time to look at unknowable questions

Go.

Go and ask questions

READ p24-47 of Therefore Go

Go and talk to some of the people you are aiming to reach. Perhaps do that informally as natural opportunities arise to delve deeper into how they think or request a time to 'interview' them for research you're doing.

Worldviews Quick Questionnaire

- what are the main issues that concern them / they talk about?

- how do they define reality? What about things outside the 5 senses?

- how would they answer who they are (identity) and what their purpose is?

- what are their views on spirituality, religion and morality?

- what do they think of Christians?

- what relevance do they think Jesus Christ and his teaching has to them?

Life Philosophy Quick Questionnaire

- what are their hopes and dreams?

- what they are aiming to achieve in life?

- what drives them to achieve?

- what do they fear?

- what barriers do they face to achieving their dreams?

Reflect.

Reflect on the answers

Reflect on their answers and build up a profile of what makes them tick:

- which statement best fits them?

• *Drivers*: success / financial security / social life / family / charitable work / learning

• *Law & authority*: respect / live with / subvert & challenge

• *Career*: live for work as identity / love work as creativity / work to live

• *Sex*: private matter with consent / commitment key / free to enjoy whatever

• *Identity*: in my relationships / in my achievements / in my feelings about me

• *Community outlook*: I stick with people like me / multi ethnic etc. / people I trust

• *Mission outlook*: I look after family first / I give to charity / I'm involved in charity

- what aspects of their worldview stop them seeing the truth of Christ?

- what are their barriers to the gospel and resistance to Christian witness?

- what are their connection points with the gospel?

- what can you affirm from their views and add to with the good news of Christ (YES AND evangelism)?

Write a summary profile of each person you are aiming to reach based on their answers, ready to share in session 3

SUMMARY PROFILE OF ONE OF MY PEOPLE OF PEACE

Go three.

Releasing the grip of idols.



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Because.

Because it's a god but not a very good one

"Woe to you experts in the law, because you have taken away the key to knowledge. You yourselves have not entered, and you have hindered those who were entering." Luke 11: 52

"Those who cling to worthless idols forfeit the grace that could be theirs." Jonah 2:8

OPENING DISCUSSION

What new insights did you gain into your people of peace from asking them questions (see page 19)? Discuss the profiles you've prepared.

BIBLE STUDY

Read Ex 32:1-4; Is 42:17; Is 46:7

- What, according to these passages, is idolatry?

Read Ezekiel 14:1-6; Colossians 3:5

- Where does idolatry take root in us and affect us?

- Idolatry is about setting something up in our hearts as our source. How does that make idolatry more difficult to let go of?

An idol is a replacement for God that we look to and trust in to save us. It's about turning a good thing created by God into the ultimate thing which replaces God. Idols include:

- *personal idols: romantic relationships / popularity / dependency of others; career / academic achievement and success; financial security; sport / health; image to others (clothes / looks / reputation / facebook profile)*
- *cultural idols: power; progress; prosperity; human goodness; tolerance*
- *spiritual idols: performance; denial of self; religious acts⁸*

Which of these idols are the most influential in your context? Are there others?

However.

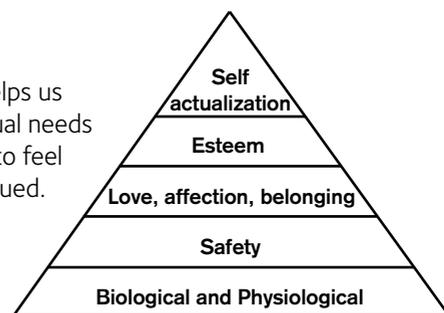
However everyone has needs and desires

TALK

The drivers of idolatry

Abraham Maslow's hierarchy of needs helps us to see that, before people's higher spiritual needs can be addressed people have the need to feel comfortable, safe and then loved and valued.

- Story Tape 1. I want to be loved

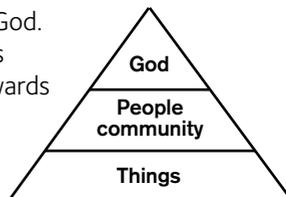


- Story Tape 2. I want to be a success

- Story Tape 3. I want to be happy ever after

The offence of idolatry

- Exodus 20. Idolatry shows we don't trust God to be God. Trusting God as provider releases us to serve the needs of others and use the things God provides as wise stewards rather than owners. The problem comes when things become the priority, people become less trusted and God is ignored as the ultimate provider.



- Idolatry impacts behaviour. The reason we lie, steal, covet and murder is that we've lost our first love. Keep the first 4 commands and we'll keep the rest.

Discovering idolatry

- Material idols
- the desert island test and the chain of command test

- Religious idols
- the right now test

However.

However false saviours

• The desert island test

- If you were put on a desert island what would you miss the most from your current life? If then you were told you could keep one thing from your current life (eg job, a relationship, a possession or status) what would you want to keep?

• The chain of command test⁹

- whose authority do I acknowledge? To whom/what do I give allegiance?
- at whose word of command do I sit up and take notice?
- upon whom/what do I depend? Who/what can sort things out?
- who/what can make me safe and happy?
- what needs to be in place for me to get on with life?

• The right now test

- what do you imagine God thinks of you right now? See Hebrews 4:16
- Martin Lloyd Jones' favourite question: 'are you really a Christian?' Often they would answer, 'well I'm trying to be' to which Lloyd Jones would reply 'then you probably aren't!' He would go onto explain God's unconditional favour.
- Richard Lovelace: *Christians know in theory that they are justified by faith alone but in practice live as though their works and actions justify them. In their "day to day existence" they rely on "their sanctification for their justification... drawing their assurance of acceptance with God from their sincerity, their past experience of conversion, their recent religious performance or the relative infrequency of their conscious, wilful disobedience."*¹⁰

DISCUSSION

Where do people you know look to meet the needs Maslow describes (p22) and what therefore are the main idols they make the ultimate thing in place of God?

What do people aim to receive from their idols and what do they actually receive? What other dangers have you observed from devotion to idols?

Why do people slip into a works based or self salvation mentality?

How are gospel inspired actions and attitudes different?

VIDEO CASE STUDY

What is hope based on from a humanist perspective?

Therefore.

Therefore know your hope

TALK

1. Why I'm glad I'm a Christian

Christian difference 1. I know who I am

- Identity from Relationship
- protection of ultimate comfort as 'God's dearly loved child'

Christian difference 2. I know what I'm here for

- Meaning from Role
- purpose of eternal significance as 'God's creation transformer'

Christian difference 3. I know where I'm going

- Comfort from Rest
- hope which surpasses knowledge of 'God's happy ending home with him'

VIDEO CASE STUDY

Discuss the contrast between living with God in the centre of our lives and God removed from the picture completely.

DISCUSSION

Practice answering the question 'why I'm glad I'm a Christian right now' using the three part outline of the Christian Difference.

VIDEO CASE STUDY

Tim Keller interview

Therefore.

Therefore know the contrast of expulsive hope

2. The Expulsive Model

The expulsive method involves three steps:¹¹

1. Step into their story:
what is their idol and what need does their idol claim to meet?
2. Show up the idols as destructive frauds:
fool's gold of no lasting value.
3. Show off the gospel as subversive fulfilment:
present Christ as the One in whom we find rest and his promises as treasure in your heart.

Eg temptation to look for comfort in food, drink or sex:

- Show the idol up: it never gives a comfort which truly satisfies
- Show the gospel off: the comforting promise of Jesus: 'come to me all who are heavy laden and I will give you rest'

Eg temptation to look for security in what we own

- Show the idol up: it never gives a security which truly satisfies
- Show the gospel off: the secure promise of Jesus: 'don't worry about the food you eat or clothes you wear, 'your Father in heaven knows you need them.'

Eg temptation to look for purpose in what we do:

- Show the idol up: it never gives a purpose which satisfies
- Show the gospel off: the purposeful promise of Jesus: 'I have appointed you to bear fruit that will last.'

Eg temptation to look for identity in what others think of us:

- Show the idol up: never gives an identity which satisfies
- Show the gospel off: the identity promise of Jesus: 'As the Father loves me so I love you.'

Eg temptation to look for justification in what I do for God:

- Show the idol up: never delivers the righteousness God requires
- Show the gospel off: the justification promise of Jesus: 'I am the way, the truth and the life.'

DISCUSSION

Take it in turns to choose a popular idol and tell someone in your group why the gospel grace far outweighs it

Reflect.

Reflect on the grip of idols

READ p52-69 of Therefore Go

Think through the people you are aiming to reach. For each one ask:

- what idol are they gripped by?
- what do they look for in the idol which it can never deliver?
- what does letting go of the idol and holding onto Christ provide in contrast?

How might you help your friend see the problem of their idols and the expulsive excellency of Christ?

What Bible verses might help your friend?

Perhaps write them a note explaining this or write out some points to make when you next chat.

Further passages on why idols are so dangerous:

• **Jonah 2 :8-9**

- because they stop us looking elsewhere for grace and hostile to the truth

• **Is 46:1**

- because they weary us from expecting anything more from life (inoculation).

• **Deut 8:17-18**

- because they cause spiritual atrophy, spiritually hardening us away from God.

• **James 4:4**

- because they make us enemies of God and hostile to his truth.

Further thinking:

• **1 Peter 2:9-17; Matt 5:13-16; 2 Cor. 2:14-16**

- the only way out of darkness is by being led into the light

• **Acts 13:43; Phil 1:4-6**

- continue in grace

Go

Decide how you can be involved at each stage of the journey of faith

READ pages iv-v of Therefore Go

The four stages of an evangelism process

Jesus' whole ministry was go orientated. Jesus would go from village to village and person to person proclaiming the good news and he taught his disciples to do the same and go. However the reality is that people while some left everything to follow Jesus, some stayed on the sidelines for a long time just looking and some continued to resolutely reject.

• **Mark 8:14-38**

For example in Mark 8, when Jesus encounters continued lack of understanding we're told he "sighs deeply." Yet in his compassion he doesn't give up on people. In fact straight away he provides a model of how sight is restored step by step:

- Contact: Meets Jesus as friends bring him
- Observation: Led by the hand while still blind
- First Sight: Regains partial sight
- Insight: Regains full sight

These four stages represent an evangelism process:

- Relationship building (starting a conversation with a Christian)
- Respect building (seeing that Christians aren't weird and believe in a good God)
- Relevance building (understanding how faith in Christ answers the issues I face in daily life)
- Response building (accepting Jesus not just as an idea but as Lord and Saviour)



Think through the people you are aiming to reach:

- what stage are they at?
- what could you be doing to help them move from one stage to the next?
- what activities at your church might be helpful to them at the stage they've reached?

Go four.

Presenting the joy of salvation.



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Because.

Because what you see all depends on where you're standing

"When he came to his senses." Luke 15: 17

OPENING DISCUSSION

Brainstorm all the different ways of explaining the gospel that you know.

- How do they differ in the way they describe sin, the cross and salvation?
- In what situations might each of these explanations be appropriate?

BIBLE STUDY

Read 2 Corinthians 4:1-6

- How are we to carry out the ministry of evangelism?

- Why is it only the ways described that open blind eyes?

- What confidence can we have in daily conversational evangelism?

Read Acts 13:16ff and 14:14-17 (see also 2:22-36; 17:16-33; 8:26-35)

- How are these gospel explanations the same and where are they different?

- How does each situation explain the differences?

- What is core in all explanations?

However.

However false doctrines

TALK

Demolish strongholds

- 2Corinthians 10:4-5

- Daniel 4:29-30 - Looking down at our achievements or up to heaven?

Loosen the grip of false doctrines

- 1 Timothy 1:3-11

1. No God: 'My external value gives me internal value.'

2. No sin: 'It's not my fault.'

3. No problem: 'I'm good enough for God.'

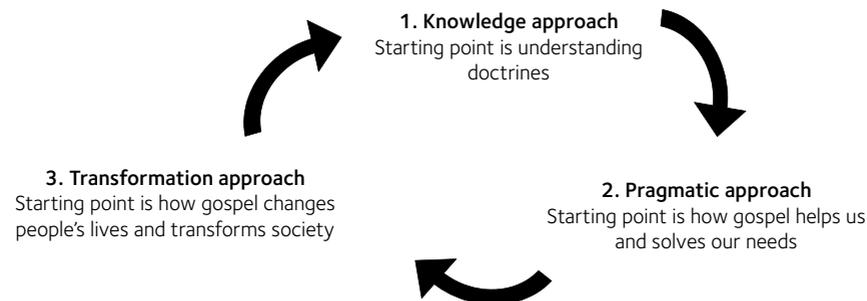
4. No worries: 'All 'good' people go to heaven.'

VIDEO CASE STUDY

Peter Cave interview (pt1)

Understand the different approaches to doctrine

• 1 Corinthians 1:22-25 - Same gospel, different objections



However.

However different approaches to investigating doctrine

DISCUSSION

What are the main strongholds which blind people to the truths of the living and personal God of salvation?

How have you seen people express each of the four false doctrines in practice?

How does each of the four false doctrines block people from grasping the realities of God and knowing the wisdom which only comes from fearing the Lord?

How do the different approaches to doctrine listed on page 30 affect how people view the four false doctrines?

With which people and in which situations would each approach be most effective?

CASE STUDY

Read Guy Kawasaki's blog on "The Art of Evangelism"¹² (see excerpt below)

What lessons can Christian evangelists learn?

How does being faithful to the calling of being Christ's ambassador differ?

1 Create a cause. The starting point of evangelism is having a great thing to evangelize. A cause seizes the moral high ground. It is a product or service that improves the lives of people, ends bad things, or perpetuates good things. It is not simply an exchange of things/services for money.

2 Love the cause. "Evangelist" isn't simply a job title. It's a way of life. It means that the evangelist totally loves the product and sees it as a way to bring the "good news." A love of the cause is the second most important determinant of the success of an evangelist--second only to the quality of the cause itself. No matter how great the person, if he doesn't love the cause, he cannot be a good evangelist for it.

3 Look for agnostics, ignore atheists. A good evangelist can usually tell if people understand and like a product in five minutes. If they don't, cut your losses and avoid them. It is very hard to convert someone to a new religion (ie, product) when he believes in another god (ie, another product). It's much easier to convert a person who has no proof about the goodness or badness of the evangelist's product.

4 Localize the pain. No matter how revolutionary your product, don't describe it using lofty, flowery terms like "revolutionary," "paradigm shifting," and "curve jumping." Macintosh wasn't positioned as the third paradigm in personal computing; instead, it increased the productivity and creativity of one person with one computer.

5 Let people test drive the cause. Essentially, say to people, "We think you are smart. Therefore, we aren't going to bludgeon you into becoming our customer. Try our product, take it home, download it, and then decide if it's right for you." A test drive is much more powerful than an ad.

6 Learn to give a demo. An "evangelist who cannot give a great demo" is an oxymoron. A person simply cannot be an evangelist if she cannot demo the product. If a person cannot give a demo that quickens the pulse of everyone in the audience, he should stay in sales or in marketing.

7 Provide a safe first step. The path to adopting a cause should have a slippery slope. There shouldn't be large barriers like revamping the entire IT infrastructure. For example, the safe first step to recruit an evangelist for the environment is not requiring that she chain herself to a tree; it's to ask her to start recycling and taking shorter showers.

Therefore.

Therefore teach the story of Scripture

TALK

1. The four grain Bible Story

• Creation (and the attributes of God)

'God said... and it was done; God said, "Let us make human beings in our image, in our likeness, and let them rule." God saw it was very good.' (Gen. 1:9, 26, 31)

- Connection point: Uniformity of nature and universal laws
- Conversation focus: 'Who I am'

• Fall (and the problem of sin)

All have sinned and fall short of the glory of God (Rom 3:23)

- Connection point: Moral absolutes
- Conversation focus: 'Why am I not who I want to be'

• Salvation (and the reality of atonement)

There is now no condemnation for those who are in Christ Jesus (Rom 8:1)

- Connection point: Personal freedom and dignity
- Conversation focus: 'How can I be who I want to be'

• New Creation (and the hope of whole creation liberation)

Now the dwelling of God is with men... There will be no more death or mourning or crying or pain, for the old order of things has passed away. (Rev 21:3-4)

- Connection point: Death, eternity and meaning
- Conversation focus: 'What will it look like to be who I want to be'

VIDEO CASE STUDY

Peter Cave interview (pt2)

Therefore.

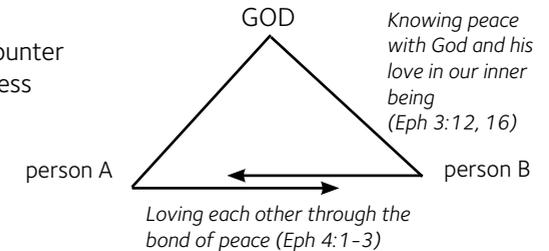
Therefore develop choice architecture which promotes belief

2. The three spiritual nudges

Nudge theory is about helping people make a decision of their own free will by adjusting the architecture within which their choices are made – ensuring that the information you want them to know so they can make an informed choice is most readily accessible.¹³

- The game changing evidence for the resurrection of Christ
- The sight changing gift of grace which is performance and repayment free

- The life changing personal encounter with God's love and radical kindness



DISCUSSION

List the topics in the news being talked about in daily conversation.

Which of the four part story of Scripture would be a particularly relevant starting point to a conversation on each topic with an unbeliever?

In what ways might the four part story of Scripture challenge the unbeliever's presuppositions on the topic?

Choose a defeater question you are often asked (see discussion on p15)

- what nudge might you employ to change their choice architecture?



How beautiful are the feet of those who bring good news!

READ p74-93 of Therefore Go

Read Isaiah 40:1-31

- What does Isaiah describe as the joy of salvation here? List all the joys and discuss how each is a joy to you each day

Read Jonah

- Reflect on the reality of who God is:

1. Recognition of God's power over nature (1:6);
2. Recognition of God's ability to save (2:8-9);
3. Recognition of God's right to judge (3:9);
4. Recognition of God's abounding love (4:2, 10-11)

Which gospel outlines do you know?

- How does each outline challenge each of the false doctrines?
- Which outline would be most appropriate with each of the three approaches to doctrine?¹⁴

Read Ephesians 5:10-20

- How will you keep daily conversational evangelism in your daily prayers?

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 - ³ Mark Ashton, seeker small group seminar (Willow Creek Conference, Wolverhampton, Nov. 2003).
 - ⁴ James Sire, *Naming the Elephant: Worldview as a Concept* (Leicester: Inter-Varsity Press, 2004), 122.
 - ⁵ Timothy Keller, 'Deconstructing Defeater Beliefs: Leading the Secular to Christ' (<http://www.redeemer2.com/themovement/issues/2004/oct/deconstructing.html>).
 - ⁶ Quoted in a talk by Kerrigan Skelly (<http://www.youtube.com/watch?v=FdfkxSAPHCQ>)
 - ⁷ Timothy Keller, *The Reason For God: Belief in an Age of Scepticism* (London: Hodder and Stoughton, 2008), xviii.
 - ⁸ A full list and descriptions in Timothy Keller, *Counterfeit Gods* (London: Hodder and Stoughton, 2009).
 - ⁹ Dan Strange, Oakhill College (Rules of Engagement Seminars, July 2009).
 - ¹⁰ Richard Lovelace, *Dynamics of Spiritual Life* (Leicester: Inter-Varsity Press, 1979), 101.
 - ¹¹ Based on a paper by Dan Strange (Rules of Engagement Seminars, July 2009).
 - ¹² http://blog.guykawasaki.com/2006/01/the_art_of_evan.html.
- Also see *Because Approach Lessons In Evangelism Paper 3. Lessons in evangelism from contemporary marketing*. Available at www.becauseapproach.com
- ¹³ Richard H. Thaler and Cass R. Sunstein, *Nudge: Improving Decisions About Health, Wealth, and Happiness* (London: Yale University Press, 2008), 6.
 - ¹⁴ See *Therefore Go, Proclaiming Christ Everyday* (Milton Keynes: Authentic, 2009), p88
- Other outlines:*
- Steve Timmis and Tim Chester, *The World We All Want* (Milton Keynes: Authentic, 2005).
 - The 'God; Person; God; What if you don't; What if you do' by John Chapman, *Know and Tell the Gospel: Help for the Reluctant Evangelist* (London: St Matthias Press, 1983), 120.
 - 'Two Ways to Live' at www.matthiasmedia.com.au/2wtl/.

Good to go workbooks, talk scripts and videos are all available as free downloads at www.becauseapproach.com so that you can run it and tailor it for your local setting

If you'd like more information please contact: andrew@jc-church.org



Therefore Go.

Therefore Go by Andrew Baughen is the companion book to the Good To Go course. It explains the four key steps in preparing to be an everyday evangelist. It combines biblical principles with contextual analysis and practical action points.



I'm very excited about this book. Here's a book on evangelism that has theological depth and cultural insight, but connects that with ordinary life and ordinary churches. Suddenly I can see how we might 'do' some of the big mission principles we believe in. This book will make you feel excited about evangelism instead of making you feel guilty. Plus it's a pleasure to read.

Tim Chester, part of The Crowded House and Director of the Northern Training Institute

Andrew Baughen's volume on evangelism perfectly threads the needle, avoiding the opposite errors of being too 'canned' or too nebulous. He gives us concrete steps that will make us effective in our outreach, and yet allows for the necessary freedom to adapt to hearers of different temperaments, cultures, and capacities. I highly recommend this book.

Tim Keller, Redeemer Presbyterian Church, New York City

The Because Approach.

The Because Approach by Andrew Baughen is a practical guide to planning innovative evangelism strategy in a local church. It includes:

1. How to build evangelism into the core values and practices of a local church
2. Casting vision for evangelism and maintaining a priority for people who are lost
3. How to implement an overall evangelism strategy as a church



Let me tell you why I heartily recommend Andrew Baughen's book on evangelism, *The Because Approach*. *Innovating Church For All*. It is deeply rooted in Scripture and in contemporary culture. It draws from his twofold experience in the city and in the parish. It combines solid theory about strategy with his realistic six-stage plan. And it comes out of a heart passionately committed to Christ, the gospel and the local church. I cannot imagine that any individual or church group could study it without being profoundly challenged and inspired. **John Stott.**

This book cuts you open. I found it confronted me with realities from the Bible, from my local church and from the culture. Page after page provokes careful reflection **Rico Tice, All Souls Church, Langham Place, London**