Session 10 - How to Lead Someone to Christ

One of the most effective ways to share Jesus with others is to be able to share your testimony with them. Your testimony is simply the story of what Jesus has done in your life, how He has changed you. Each and every Christian has a personal testimony. It doesn’t matter if you’ve been a Christian most of your life or you have been the worst of sinners before becoming a Christian. If you have asked Jesus to come into your heart, you have all you need to share Jesus with others. You may have shared your testimony with many people or quite possibly you have never shared your testimony with anyone. The question is, would you be able to share your testimony with someone or would you be reluctant or even unable to share? You should be ready and able to share your testimony at any time without having to think about it. How can you do this? By preparing and practicing your testimony.

Two-minute testimony.

We’ll discuss a simple outline or formula you can use that will allow you to prepare your testimony and give it to someone in two minutes or less. This two minute time frame is relevant because many times you will only have a few minutes to talk or share with someone. It is important you take advantage of the time you have so you can present Jesus to whomever you may be talking to. The most important thing to remember is this is your testimony. You will be sharing about your life and how Jesus changed you. Your two-minute testimony should consist of three main parts.

What you were like before Christ.

Spend approximately 30 seconds sharing this. People sometimes look at Christians and figure we have it all together. They may also assume we have always had it together. We need to share with others what we were like before we came to know Jesus as our personal Savior. It is easy for someone to identify with us if they understand at one time we were just as far from Jesus as they may be.

• How you came to Christ.

Spend approximately 45 seconds on this area. How, when, and where did you come to know about Christ. How did you hear about Jesus, did someone share with you? When did this happen in your life, what were you going through at the time? What type of experience or encounter caused you to come to know and turn to Jesus?

• What your life is like now with Jesus.

Spend approximately 45 seconds on this area. How have you changed? How is life better? How did Christ change your bad habits into good habits? Share how Christ took away the anger, bitterness, sadness, etc and changed it into joy and blessings.
Please keep these thoughts in mind when sharing your testimony.

- **Don't dwell on where you were before Christ.**

People know about that and they can easily identify with that time, because they are there. The main point is not about what you were before, but what you are now with Jesus in your life.

- **You should dwell on how you came to know Christ.**

Most people understand or even know it is a good thing when you get to Christ, but they may not understand just how to get to Christ. How you came to know Christ and how you met Him are the key ingredients to others finding Christ.

This is a very simple and effective way to develop and present your testimony in less than two minutes. It is important to practice giving your testimony to other Christians in your church, your CMA chapter, or in your home. Practicing giving your testimony to other Christians will help you become comfortable sharing with others when the opportunities come. God will use you and your testimony in a powerful way to touch lives for Him.

**Personal evangelism.**

As mentioned earlier in this training, there are many means to evangelize others. Because CMA is an evangelistic ministry based on building personal relationships with others, we utilize tracts and other tools as means of making a one-on-one connection rather than mass street corner preaching. We believe the most effective way to share the Gospel is on a one-on-one basis. With this emphasis in mind, we will share how you can lead someone to Jesus Christ on a personal basis.

There are many techniques on evangelism that have been developed, taught, and used over the years. The most important thing to realize is you may have all the knowledge to share the most effective techniques in soul winning and still not reach others. The key to effective soul winning or personal evangelism is the involvement of the Holy Spirit, not the technique. If you do not evangelize in the power of the Holy Spirit, your soul winning efforts will be ineffective. Another key element in effective soul winning is the fact you must really care about the lost and have a deep desire to reach and evangelize them.

**The Holy Spirit and the soul winner.**

There are three important ways to live in connection with the Holy Spirit in order to be an effective soul winner.

- **Walk in the Spirit.**

"This I say then, Walk in the Spirit, and ye shall not fulfill the lust of the flesh" (Galatians 5:16, KJV). You must walk toward God and not away from Him. You must make the effort to step in His direction.

- **Be led by the Spirit.**

"But if ye be led of the Spirit, ye are not under the law" (Galatians 5:18, KJV). You must be sensitive and allow the Holy Spirit to lead you where He wants you to go.

- **Display the fruit of the Spirit.**

"But the fruit of the Spirit is love, joy, peace, longsuffering, gentleness, goodness, faith, 23 Meekness, temperance: against such there is no law" (Galatians 5:22-23, KJV). Notice the verb “is” points out that all of these fruits must be evident in the life of the believer. This means every aspect of the fruit of the Spirit must be
evident in your life, not one, not some, but all of these. Non-Christians know how a Christian is supposed to 
live their lives. You can be assured non-Christians will take notice of your actions and based on those actions 
determine if you are real or not. As Christians, we should be careful we don’t trip over our own team members. 
We can’t use the "Christians aren’t perfect, just forgiven" type of thinking to justify our actions. Other people 
will see if you have the fruit of the Spirit in your life or not. Live the fruit of the Spirit everywhere you go. 
Just as we see others for who they are by their walk, we must walk so others see Christ in us. We must be 
living out the Gospel message. As Christians we should stand out as different, but not in a foolish way. You and 
I should stand in such a way that our integrity, wisdom, and compassion for others is evident in all we do. 
People should be drawn to you because you live and radiate the love and joy of God. We must have a solid 
relationship with God before we can go out. We cannot skip over this important aspect. Our relationship with 
God is more important than anything else.

The Holy Spirit and the unbeliever.

As you go out to witness there are three things you must trust the Holy Spirit to do in the life of the unbeliever.

- Illuminate the mind of the unbeliever.
  “But if our Gospel be hid, it is hid to them that are lost: 4 In whom the god of this world hath 
  blinded the minds of them which believe not, lest the light of the glorious gospel of Christ, who is 
  the image of God, should shine unto them” (2 Corinthians 4:3-4, KJV).

- Stir the heart of the unbeliever.
  “Now when they heard this, they were pricked in their heart, and said unto Peter and to the rest of 
  the apostles, Men and brethren, what shall we do?” (Acts 2:37, KJV).

- Move the will of the unbeliever.
  “And when he came to himself, he said, How many hired servants of my father’s have bread enough 
  and to spare, and I perish with hunger! 18 I will arise and go to my father, and will say unto him, 
  Father, I have sinned against heaven, and before thee” (Luke 15:17-18, KJV). It will be God and the 
  Holy Spirit that will draw people to Him. It is only through His working that others can be reached 
or effectively evangelized to.
Personal interaction.

To be able to share your faith with another person you will have to engage in a conversation with that person. Okay, that makes sense, but just how can you begin or become involved in a conversation with someone? An excellent way to help you engage others in a conversation is to use what we call the F O R M method. This basic idea of conversing with others is designed to get them to talk about the things of their heart or the things they love. Using each letter in the word F O R M, you can remember four distinct areas that will almost always allow you to bring others into a conversation with you. As you employ this method and become engaged in a conversation with another person, it is extremely important you listen. By communicating you will be listening and hear any concerns or issues they have. Remember the end result of your conversation is so you can bring them to the answer for their concerns.

F O R M

Let’s talk about F O R M and the four areas that will help you draw others into conversation with you.

F - Family. People generally enjoy sharing about their families. They may share pictures or memories. They could even share about little Johnny with the broken arm, the cousin with cancer, or the divorce they have recently gone through. If someone doesn’t want to talk about their family, you can move along to the next letter.

O - Occupation. Since most people have a job or work, it is usually easy to get folks to share about what they do for a living. They may share how the boss is not treating them or others right or maybe how their co-workers don’t care about them. They might even share that they just got laid off from their job, certainly an item of concern for them. If occupation doesn’t bring out any concerns, proceed to the next letter.

R - Recreation. Everyone enjoys having fun or some type of recreation. It could be anything from watching sports to hunting or fishing. They may share about the game last night or the race last weekend. Most people love to share about the things they enjoy doing. If recreation doesn’t do it, then move right along.

M - Motorcycling. The chances are very good you are speaking to a motorcyclist. Ask to see their bike and show an interest in it. Maybe they have some issue with the bike or some problem. You could discuss places they’ve been or are planning to travel to. It should go without saying, but you should never cut down their ride or the brand of bike they ride.

Praying for others.

Remember, while you were communicating with this person, you were listening for needs or concerns they brought up. Now is the time to offer to pray for the needs of the people you speak with. Most people will allow you to pray for them because your prayer will be for a need or concern they expressed to you. Remember their concerns or needs and pray specifically by name for their requests. Praying specifically and by name will show you care about them, because you were listening and you heard their concerns. This is a great way and the perfect time to build relationships with people. You should also be aware you could hear so many problems you may want to just leave and get away. If you leave you will miss out on one of the greatest opportunities the Holy Spirit has led you to, praying for someone over their concerns. Remember, you should show concern and love toward them as a person God cares about.
Share your personal testimony.

The simple overflow of your life and the concern you have for them is what leads others to Christ. The most powerful thing you can share with others is the testimony of your life. People will argue about the Bible, but they can’t argue with what Jesus has done for you. As you share your testimony, they can see with their eyes as they are hearing with their ears and they are feeling in their heart what Jesus did for you. If the spirit is drawing these people, it’s important to gain their respect and their attention. You want to be salting your conversation with truth, so they will want more. You want them to be captivated by what Jesus is saying through your words. You will want to share the words of the Bible and of your conversion. You need to have the knowledge of the words of the Bible and know how to use it to speak to them in a language they understand. You must speak to others on their level, not at a spiritual level they do not understand.

Who can be saved and how?

You need to remember and the person you are speaking with needs to know, the prerequisite for being saved is being a sinner and knowing it. In other words, being bad and knowing you are bad. When the Bible speaks of those who will be saved, it specifically says “whosoever.” It is important we understand every person is a “whosoever.” You can offer a person the assurance Jesus will come into their life and change them, but the decision is theirs to make. He wants to come in, but He can’t do it if He isn’t invited.

Here are some scriptures from the book of Romans you can share regarding coming to salvation.
“For all have sinned and fall short of the glory of God” (Romans 3:23, NKJV).
“For the wages of sin is death, but the gift of God is eternal life through Jesus Christ our Lord” (Romans 6:23, KJV).
“For whosoever shall call upon the name of the Lord will be saved” (Romans 10:13, KJV).
“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” (Romans 10:9, NKJV).

The decision time.

Before the conversation ends you should bring that person to the point of a decision, get an answer: yes, no, or not yet. You need to lead that person in a prayer before your conversation ends. The prayer can be about the needs they have, if they want to respond to the Gospel, or if they choose not to respond. If they choose not to respond, you may reiterate the fact of what happens when you reject the Gospel. You can also let them know that no decision is a decision against Jesus and Heaven. It is extremely important you respect their decision and leave the door open for others to be able to share at a later time. You cannot see people as having the last chance with you and you shouldn’t push them to the point you cut them off from future opportunities to accept the Gospel. Someone else must be able to pick up where you left off.
BE REAL.

Bikers and teenagers are two groups that can spot a phony. You must be yourself, you can’t be someone else. Realize you always make an impression on people and people will remember the Jesus you stand for. You need to have people focused on the Jesus you serve, not the organization or the bike. Soul winning is not a gift, an art, or a technique. Soul winning is the way you live your life, it is the overflow of your living experience as you share yourself with other people.

Remember God has called you. God wants to use you in the area of evangelism and soul winning, no matter who you are. You received your salvation so you can share with someone else. You were not saved merely to go to Heaven, but to pass along your faith on the way to Heaven. If you were in fact saved only to be saved from this world, then you would have been taken up into Heaven when that happened. God has you here to reach others, to spill over, and share what Jesus has done for you. Jesus loved you and He loves other people. Love has to be the bottom line for why you share with others. If you are truly thankful for what Jesus did for you, you will want to share your faith with others.