

**Bern Zumpano's
Mini-Evangelism
Course**

“Then saith He unto His disciples,”The HARVEST IS TRULY PLENTEOUS but the LABOURERS are FEW; Pray ye, therefore, the Lord of the harvest, that He WILL SEND forth LABOURERS into His harvest.” (Mt.9: 37, 38 KJV)

Bern Zumpano’s Mini-Evangelism Course

**A self-instructional, step-by-step, Spirit-filled Gospel Presentation,
using The Bible as the only evangelism tool.**

SIMPLE STRAIGHT-FORWARD HIGHLY EFFECTIVE

Makes an evangelist out every Christian believer.

“I CAN DO all things through Christ which strengtheneth me” (Phil. 4:13)

Harbor Light Publishers, P.O. Box 161322, Miami, Florida, USA 33116

BERN ZUMPARNO'S MINI-EVANGELISM COURSE

Features:

- **TEACHES YOU TO USE THE BIBLE, NOT PERSUASION, FOR CONVICTION UNDER THE ANOINTING**
- **SELF-INSTRUCTIONAL MANUAL WITH GOSPEL PRESENTATION**
- **3 AUDIO CASSETTE TAPES FEATURING OVER 3 HOURS OF PERSONALIZED INSTRUCTION**
- **LAMINATED GOSPEL MINI-PRESENTATION FOR MOUNTING IN BIBLE**
- **TESTIMONY WORKSHEET**
- **SELF-TRAINING AND RE-USEABLE TO TRAIN OTHERS**
- **“PATTERN” LEARNING WITHOUT MEMORIZATION**
- **OPTIONAL EVANGELISM WORKSHOPS FOR CHURCH OR PRAYER GROUPS AVAILABLE ON REQUEST**

“I CAN DO all things through *CHRIST* which strengtheneth me”.

Phil.4:13 (KJV)

Dedication

This book is firstly dedicated to the Glory of the Lord Jesus Christ, at One with the Father and the Holy Spirit, who has made me to KNOW Him, His Word and His Ways; that everyone who reads this book will come closer to that same revelation of Him...

To that end is this book written, then, to the memory of my late wife, Rosa Maria, and my late son, Gian-Andrew, both of whose love of Jesus and walk in the Spirit taught me many wonderful things even through their untimely deaths...

Then to my sons Joseph, Daniel, Cary, and my daughter, Roseanne, God's blessings to me during good times and bad, whose unconditional and steadfast love for me has allowed me to see Christ living in them and through them, and whom I will always love and cherish in Him, and to my grandchildren and descendants to come, each and every one...

And to teach and every one of my disciples and students in the Word, whom the Lord Jesus Christ is discipling through me, and whom I have also come to love and cherish as He does,

...to Him and to all these, this book is dedicated.

Bern Zumpano, M.D.

Miami, Florida

May 19, 1998

NOTICE TO READER

This presentation makes use of frequent **EMPHASIS** words. They appear in capital letters. They also serve the purpose of acting as “cue” or reminder words, when glanced at during the presentation.

INTRODUCTION

The purpose of this course is to teach the born-again believer a simple Gospel presentation using 15 basic scripture references by tagging the pages with *PAGE TABS* for quick and easy reference.

The Gospel presentation itself, in Section II, consists of making the person hearing the Gospel *PARTICIPATE* in the hearing of the Gospel by encouraging them to *READ* the scripture reference *ALOUD* so that they *SEE, HEAR, and HOLD* the scriptures in their hands. The Bible says of itself that the Word of God is *LIVING and ACTIVE*. *BY* seeing, hearing, and holding the Word, we believe *BY FAITH*, that the *ANOINTING* breaks the yoke (bondage) in a person's life and that the Bible itself will bring the person under *CONVICTION* of the need to be saved.

In this manner, the presenter simply becomes the vehicle to reinforce the revelations given the person when he/she reads the Bible verses. The presenter of the Gospel message does this by making a series of remarks at the conclusion of each scripture reading, followed by *COMMENTS* to enhance the understanding of the person hearing the presentation. You should work to make your presentation as natural and casual as possible. As you speak, make eye contact with the person who is hearing the presentation, alternately looking at them and your reference sheet. Let them know that you are guiding them through an understanding of God's Word.

When beginning to gain experience, the presenter will need to follow the Gospel presentation outline very closely. He scans each verse remark or comment with his eyes before he speaks them. It is *NOT NECESSARY* that they be spoken word-for-word. However, it *IS NECESSARY* that the remarks and comments be presented accurately in order, *IDEA-FOR-IDEA*.

After continued repetition using this format of presentation, the presenter will find himself/herself remembering more and more and the presentation will flow increasingly more smoothly.

A point will be reached where the Holy Spirit will lead in the sequence of the presentation and learned comments, and you will find that you will be able to present the Gospel with little or no reference to the Section II "flow" sheet.

The *GOAL* is to become sufficiently proficient *AT MOVING FROM ONE SCRIPTURE TO ANOTHER* so that, in time, you will be able to present the *ENTIRE GOSPEL* presentation using the *SCRIPTURE VERSES ALONE*, without the need to refer to Section II.

Practice and repetition will enhance your memory of each of the points that need to be covered in the presentation. Do not hesitate to study the presentation over-and-over again. The Bible says that we are to *STUDY* to show ourselves worthy.

The **KEY** to learning this presentation is **REPETITION**, not memorization. Pray to the Holy Spirit to empower you and He will. All evangelism courses require some effort. This one is no exception **BUT** you will, through repetition., that memorization is not necessary as the Holy Spirit opens your understanding to the “pattern” of the presentation. Then, using only the **PAGE TABS** in numerical order, you will be able to present the Gospel to anyone at anytime, letting the Bible do it for you. May God bless you as you do your part to build the Kingdom for His Glory.

Bern Zumpano
Bible Teacher

SECTION I: PREPARATION

PRESENTING THE GOSPEL: MIN-EVANGELISM COURSE

Bern Zumpano
Souls' Harbor Church of the Covenant
P.O. Box 161322
Miami, Florida, 33176 U.S.A.

SECTION I: PREPARATION

This Gospel presentation uses the Bible itself to evangelize the unsaved. The presentation was given in a direct revelation by the Holy Spirit. The person receiving ministry is given a Bible to hold in his/her hands and, after brief conversation leading to the evangelists personal brief testimony, is given the knowledge that God has a *PLAN* and *INHERITANCE* for their life, which you would like to show them in the Bible. This is *DEMONSTRATED* to them by asking them to *READ ALOUD* previously selected Bible verses which, when read in the order of presentation, will automatically present the Gospel to the m in a non-hardsell manner.

The principle being applied is that the Holy Bible, *ITSELF* will *CONVICT* them of *TRUTH*. The Holy Spirit revealed that this is a *POWERFUL TOOL* in the hands of the believer based on the following revelations:

1. The Word of God is *LIVING* and *ACTIVE*. (HEB, 4:12).
This means that the Word of God is *SUPERNATURAL* and *EMPOWERED* by the *ANOINTING* of the Holy Spirit. It has the *POWER* to *CHANGE* lives.
2. The *ANOINTING* breaks the *YOKE (BONDAGE)*. (Is. 10:27)
3. The Word of God *RENEWS THE MIND*, bringing *TRANSFORMATION* (Ro. 12:2). It does so through the *ANOINTING*. It therefore has the *SUPER-NATURAL POWER* to *TOUCH* the heart and mind of the person who reads the Word, because it is a book which is of supernatural origin and *EMPOWERED* by the Holy Spirit. It is *ALIVE* and *ACTIVE* with Holy Spirit-power. When a person is *HOLDING* the Bible in his/her hands or lap, they are in the *PRESENCE* of that *ANOINTING* which is *BATHING* their very being. When they *READ* the Word to themselves aloud, the *ANOINTING* brings *REVELATION* and *CONVICTION DIRECTLY* into their spirit, breaking the *BONDAGE* of rebellion, sin, and unbelief.

The *ADVANTAGES* are as follows:

1. The presentation is an entire *MOVING* in the Holy Spirit. Jesus says that the things of the Spirit *ARE* spirit. (John 3:6)

2. If the person to whom the Gospel is being presented is **TRULY** there by “Divine appointment”, the *WORD OF GOD* will *CONVICT*.

3. Moving in-the-Spirit and in the Word *PROTECTS* against “gun-notch” evangelism where salvations are being obtained for the sake of getting numbers of people into the Kingdom in order to “keep count” of how many are led to Christ out of the desire to “please” self. When “*SELF*” enters into the picture, the risk of a “conversation” through *MENTAL ASSENT* is great, the “convert” trying to please the person presenting the Gospel. Later, it is found out that they never really did anything to walk the faithwalk, or fell away. The person ministering may have felt that the conversation was genuine. Time to place another “notch” on the gunbelt. They, too, go away pleased. They have been caught up in the trap of “*SELF*”, also called “the flesh”. When self-motive enters into the picture (“I’m going to do great things for God!”)...you loose your crown reward at the judgment seat of Christ! It is *NOT* numbers that count, it is the *LEADING* of the Holy Spirit and your *RESPONSE* to that leading that counts. If you are operating in-the-Spirit, there is the likelihood of much greater success. The person receiving the Gospel must still exercise their *FREE WILL* to respond to the anointing and convicting power of the Holy Spirit. But by presenting the Gospel through the Word itself, the Holy Spirit and you are *MAXIMIZING* their opportunity to respond.

Remember that this presentation is intended for “one-of-one” evangelism. It *CAN* be adapted for group presentations using an overhead projector to project scriptures.

Now, do the following:

1. Look at *Section II* to identify the scriptures used in the presentation. They should be presented in *NUMERICAL ORDER* in which they appear in the presentation, and a number assigned to each.
2. Purchase color-coded *PAGE TABS* at any office supply store. Assign and place a scripture number on each tag.
3. Find each scripture in your Bible and place a page tab on that page so that the person receiving ministry can easily find that page and scripture when asked by you to do so, by number. Place the page tabs slightly staggered from each other so that the numbers can be more easily identified, and, group them into 3-4 separate groups so that finding scriptures will be easier.
4. Using a yellow marking pen (Highlighter) or Bible crayon pencil, mark through each Bible verse to be used so that they will be easier to identify.
5. *PRAYING* ahead of time is an *ESSENTIAL* part of the Gospel presentation. Do the following:
 - a. *PRAY* to the Holy Spirit to go on ahead of you to prepare

the heart and mind of the person to receive the Gospel.

b. **BIND** Satan, all principalities, powers, rulers of the darkness and wicked spirits in high places (Eph. 6:12), the ruler over the person, and the spirits of antichrist, religion, witchcraft, stupor, rejection, lies, unbelief, doubt, rebellion, deception, stubborn willfulness, and all other spirits not of the Holy Spirit, and all of their assignments, **LOOSE** the person from them and you, **BIND** them up and off and from retaliating, and command them to cease ministering, all "...in Christ Jesus' Name ."

c. Tell the Holy Spirit in prayer that you **YIELD** to him for the words to speak through you. Now, go forth in **FAITH** in Him, that the person **WILL** receive the Gospel and be saved. **DO NOT** use persuasion. **EXPLAIN** but do not persuade. If **YOU** are going to try to do the converting, the Holy Spirit will not. **DEPEND** upon Him and His presence in the circumstance. It is **HE** who does the convicting and the sawing.

d. If available, ask **INTERCESSORS** to pray for the person being ministered to, and you, during the presentation. They do not need to be physically present.

6. The entire presentation of the Gospel can be performed with no formal training by simply reading along from Tab 1 to the end, and then asking the person if they would like to receive Jesus into their heart as personal Lord and Savior, as long as you make it clear to them that you are going to show them, through the scriptures, what the Bible says about:
- itself
 - them
 - the condition of man
 - Jesus
 - How to be saved

You may want to arrange your page tabs into group colors and sections apart from each other, to make scriptures easier to find.

7. **FORMAT: LOOK AT SECTION II** and **FAMILIARIZE** yourself with the layout. Follow this procedure:

a. Ask the person to open the Bible to **TAB 1** and read the verse aloud.

b. Notice on your Section II **PRESENTATION SHEET** that the term "**TAB 1**" appears with the name of the Bible verse the person is reading, followed by a hyphen and a comment. When the person finishes reading, **SPEAKING** that **COMMENT ALOUD** to **REINFORCE** the **CONCEPT** of what that verse is teaching them.

b. As they are reading, **YOU** should **LOOK** at the **COMMENT** line to

follow, **REMEMBER** it, and **SPEAK** it to them. You can casually glance back at it if you need to.

d. When you are done making comments, **ASK** them to go to the next **TAB** and read the verse aloud to you. As they are doing it, **YOU** should again use the brief time to and **GRASP** the **NEXT COMMENT** that you will have to say aloud. When they are done speaking, **REITERATE** aloud the teaching point of that Bible verse, make your comment, and ask them to go on the next **TAB**.

e. **REPEAT** this procedure down the line of the presentation until the presentation is completed and the **SINNER'S PRAYER** is prayed. Then continue to the end.

f. You may want to highlight certain "cue" words in the **COMMENT** lines to help you to **RECOGNIZE** and **REMEMBER WHAT** to say.

g. a **REDUCED-SIZE FORMAT** of **SECTION II** will be provided to you. It should be mounted in the back of another Bible, or your personal notebook, for you to refer to during the presentation.

h. If you will take the time to read the **SECTION II GOSPEL PRESENTATION** through once or twice daily for 7 days, **MUCH** of it **WILL** be remembered automatically over time, as you repeat. It **WILL** make your presentation more **SMOOTH** and **NATURAL**. Yes, some effort is involved on your on your part. Do you care enough to do it for the Lord's **GLORY**?

8. You can now proceed to **SECTION II**. Over time, depend upon the Holy Spirit to help you to individualize your presentation as you become more and more proficient at leading them through the **WORD**.

SECTION II: THE GOSPEL PRESENTATION

SECTION II: GOSPEL PRESENTATION

1. Greetings and Introduction

- identify what church you are from
- explain that you are there simply to pay a visit and to let them know that you and your church are reaching out to people, without obligation, simply to let them know that you exist, and are there to help or assist spiritually in any way feasible that you can.

2. Brief, casual, conversation about the person receiving ministry. Find out about their work, interests, home life, family, etc.

3. Then tell them about you, leading into your personal testimony as follows: (SEE TESTIMONY WORKSHEET)

a. Give a brief pre-conversion testimony of what happened to you in your life up to the point that you received Christ.

b. Before saying *HOW* you came to Christ, tell them: ‘...but something was missing in my life and I knew that I was not happy or fulfilled. Then I got interested in spiritual things’.

c. Then proceed in your testimony to describe *HOW* you came to know and accept Jesus into your life, that you have come to *KNOW* Him as a *LIVING PERSON* with whom you *RELATE*, and that He *TRANSFORMS LIVES AND CIRCUMSTANCES* in His Time. Then tell them *WHAT* He has done to change your life and circumstances. In other words, your personal testimony will be used to *UPLIFT JESUS* to the person receiving ministry. Jesus said, “If I be *UPLIFTED I WILL DRAW ALL MEN* unto me.” The point being that if we get in line with the Word of God, *JESUS* will do it. *HE* will *DRAW* the person into a desire for Him. God *WATCHES* over His *WORD* to *PERFORM* it. (Jer. 1:12)

4. Then, upon concluding your testimony, immediately ask them:

“Are you interested in spiritual things, (NAME)?”

5. If *ANSWER* is “*NO*”: say, “Well, may I show you some *PROMISES* in the Bible that God has *SPECIFICALLY* for you, that just might change your mind?”

- a. If answer is a firm “no”, or there is refusal or disinterest expressed in proceeding, cordially thank the person and depart. Do not try to get persuasive. Use casual conversation as a means to conclude, let them know that you and your church are available to them at any time in the future to meet their spiritual needs, and

cordially depart. It is not God's time for the at person unless the Holy Spirit shows you differently and leads you into something specific to do or say. Follow the leading of the Spirit. In most instances, it will probably be to depart, as God's timing is important for each individual.

- b. If the answer is "YES", say "Here, take this Bible and hold it in your lap so that I can show you some great things that God wants you to know."

"I'll be asking you to turn to the *TABBED* pages, in numbered order, to take you on a quick tour of the Bible, God's *TRUTH*."

"He has something to say to you and me."

"Turn to *TAB 1 NOW* and look at the outlined verse. Can you read it aloud to me?"

"Let's first see what God has to say about Himself".

TAB 1: 2 Tim.3:16 (ALL Scripture is God-breathed)

COMMENT: "So the first thing God wants us to know about Him is the author of the Scriptures through the minds of the apostles and prophets. Therefore His words are TRUE FACTS because God cannot lie." (Num. 23:19)

"Let's see, then, what His Word has to say about you and me. Can you read me TABS 2 through 4?"

TAB 2: Ro. 3: 23 (ALL have sinned).

TAB 3: Ro. 6:23 (the wages of sin is DEATH)

TAB 4: Mk.10:26, 27 (man CANNOT save himself)

COMMENT: "So man has a serious problem. All have sinned because Adam and Eve's fall brought sin into the world. Let's see what GOD'S REQUIREMENTS ARE to overcome it and get into heaven."

"Can you read TABS 5 through 7 to me".

TAB 5: Mt.5:48 (be PERFECT)

TAB 6: John 3:3 (be TWICE BORN - once physically, once spiritually).

TAB 7: Acts 3:19 (REPENT, that God may remove our sins and refreshing times may come).

COMMENT: "So there are 3 REQUIREMENTS to be saved from our sins and to enter heaven. We can and MUST REPENT, that is, to make a decision to turn from our sin. But we're not perfect, and we cannot re-birth our spirit. So only GOD can solve our problem, and He does it through JESUS."

“Please read TABS 8 and 9 let’s see what Jesus says about *HIMSELF*.”

TAB 8: John 14:6 (*HE* is the *ONLY* way to heaven).

TAB 9: John 15:5 (without Him we can do *NOTHING*).

COMMENT: “ Then, *HE HAS TO SOLVE THE PROBLEMS, HE HAS TO DO IT FOR US*. How? By satisfying God’s requirement for a blood sacrifice to forgive sin, *HE* took *ALL* of our sins upon Himself, and on the Cross spilled His Blood which washes away our sin, buys us eternal life, and *CREDITS* His *PERFECTION* or *SANCTITY* to us”.

“ Please, read me the *TAB 10* scripture”.

TAB 10: Heb. 13:12 (His *BLOOD SANCTIFIES* us; He gives out spirit His *PERFECTION*”(Remember Mt.5:48?)

COMMENT: “ He makes our spirit *PERFECT* to the Father by *JUSTIFYING* us to Him by *HIS BLOOD*.”

“Now, if we invite Him into our heart (spirit), the Bible says that He comes into us and lives our spirit and re-births it, making us *BORN- AGAIN* of His Holy Spirit, a *NEW CREATION*. He recreates our spirit anew”

“Look at *TAB 11*. What does it say?”

TAB 11: Rev. 3:20 (He stands at the door of the heart and *KNOCKS*.

That means He *SEEKS ENTRANCE* . He says, “...he who *INVITES* me in, I *WILL* come into him...” It’s a *PROMISE*).

COMMENT: “ We are made *PERFECT* and *BORN-AGAIN* in spirit through His *RESURRECTION*”.

“Jesus says that we *MUST INVITE* Him in. *THEN, WHAT ELSE MUST WE DO* to be *SAVED*? Let’s look at the Scripture *TABS 12* through *14*”.

TAB 12: Eph. 2:8,9 (receive salvation as *FREE GIFT, NOT* by our efforts, by *FAITH [TRUST]* in Him, through His *GRACE [FAVOR]* toward us).

TAB 13: Mt. 10:32,33 (if we *CONFESS* Him as *LORD* and *SAVIOR* He *PROMISES* to confess us before the Father).

TAB 14: Ro. 10:9, 10, 13 (if we *CONFESS* Him with our mouth and *BELIEVE [TRUST]* in our heart that He is resurrected, we are saved... *ANOTHER PROMISE*).

COMMENT: “ Then let me ask you this... is there *ANY REASON WHY* you should *NOT INVITE* Jesus into your heart and *CONFESS* Him as Lord and Savior?” (*ANSWER*).

“Shall we do it now? *PRAY ALOUD* with me?”

(SINNER’S PRAYER)

“Lord Jesus Christ, I am a sinner and without a way to save myself through my own efforts. I’m not perfect and my spirit need to be re-birthed. I need to be made perfect in spirit by You. *I REPENT* of *ALL* of my sins, known and unknown, past and present. *I RENOUNCE ALL* of them. *I NEED* a Lord to lead me through life, and a *SAVIOR* to save me. *I INVITE* You into my spirit *NOW* to be my Lord and Savior. Come into me right now and live in my spirit. *I RECEIVE* You by my *FAITH* in You, by my *TRUST* in You. *I CONFESS* you before all here as Lord and Savior and as the *RESURRECTED CHRIST*. Keep me in the *GRACE* of continued repentance, trust, and belief. *BAPTIZE* me in Your Holy Spirit and release in me your spiritual gifts and power. I receive by my faith and trust in You *ALONE*. I ask All in Your Name. Your Word *CANNOT* lie, Lord. *I ASK ALL THESE THINGS* in Your Name, Lord Jesus Christ and *TRUST* that You perform Your *PROMISES* and do it. I give you *THANKS, PRAISE, and GLORY*. Amen.”

COMMENT: “Did you INVITE Him in?” (TAB 11) (ANSWER)

“Are you *NOW TRUSTING* Him for your salvation?” (*ANSWER*)

“Did you *CONFESS* Him before men, such as me?” (*TAB 14) (ANSWER)*

“Did you *CALL UPON* His *NAME*?” (*TAB 14) (ANSWER)*

“Can you re-read Ro.10:13 *ALOUD* to me again?” (*TAB 14)*

“ *THEN*, according to God’s Word which *CANNOT* lie, are *YOU NOW SAVED*? “ (*ANSWER*)

“And if Jesus appeared to you right *NOW* and asked you *WHY* He should permit you to enter heaven, would you have reply?”

(*EXPECT a FAITH [TRUST] ANSWER*)

(if person does yet know, use the opportunity to repeat that we are saved by *TRUST* in Him (*FAITH*), not by our works, and teach them that the answer would be something like “I’m *TRUSTING YOU* for it, I can’t save myself.” , to *REINFORCE* the knowledge of *HOW* they are saved through *FAITH* in Him).

COMMENT: “Now you CAN KNOW you have eternal life in Christ. Shall we see?”

“Read the *TAB 15* scripture”.

TAB 15: 1 John 5:12,13 – you now have the Son so you have eternal life. These things are written so that you may KNOW.

COMMENT: “Agreed, in Jesus Name?” (ANSWER)

“Can you say “Amen”?” (ANSWER)

(The person’s affirmation is a prayer of agreement and ends the presentation).

Bern Zumpano’s MINI-EVANGELISM COURSE

- Gospel “flow” Chart-

WHAT GOD SAYS ABOUT HIMSELF:

2 Tim.3: 16 (ALL Scripture is God-breathed)

WHAT GOD SAYS ABOUT MAN:

Man has a problem:

Ro. 3: 23 (ALL have sinned).

Ro. 6: 23 (Sin brings *DEATH*)

Mk.10: 26, 27 (man *CANNOT* save himself)

GOD’S 3 REQUIREMENTS TO GO TO HEAVEN:

Mt.5: 48 (be *PERFECT*)

John 3: 3 (be *TWICE BORN*).

Acts 3: 19 (*REPENT*).

GOD SOLVES THE PROBLEM THROUGH JESUS:

John 14: 6 (*HE* is the *ONLY* way).

John 15: 5 (Can do *NOTHING* without Him).

Heb. 13: 12 (His *BLOOD SANCTIFIES*, make us *PERFECT* in spirit)

Explain Jesus’ work on Cross.

WE RECEIVE SALVATION BY:

Rev. 3: 20 (*INVITING* Him in. [born-again]).

Eph. 2: 8,9 (Grace, by *FAITH*).

Mt. 10: 32,33 (*CONFESSING* Him).

**Ro. 10: 9, 10, 13 (*CONFESSING – BELIEVING*)
(*TRUST*) (A *DECISION!*)**

Sinner’s Prayer:

- I’m a sinner, need Savior.
- I repent / renounce all sin.
- Forgive me.
- I invite you, Lord Jesus Christ into my heart to be Lord and Savior.
- I confess you as resurrected Christ. Baptize me in Spirit.
- I receive you by *FAITH (TRUST)* alone.
- Give me continued *GRACE*.

RE-READ RO. 10: 9, 10, 13:

- Did you *CONFESS? BELIEVE? SAVED?*

THE BIBLE GUARANTEE ! 1 John 5: 12, 13.

SECTION III: INSTRUCTIONS AND FOLLOW-UP

SECTION III: INSTRUCTIONS AND FOLLOW-UP

1. Make the newly born-again Christian *UNDERSTAND* that Christianity is Not a religion, but a *COVENANT* with the Lord Jesus Christ. This *COVENANT* is a *CONTRACT* made in Christ's Blood.

- He agrees to save the sinner.
- The sinner agrees to walk a *FAITHWALK* in Him... to *WORSHIP* Him as God.

2. Instruct them in *HOW* we keep *COVENANT* with the Lord, that this is what the *FAITHWALK* consist of:

A. DAILY PRAYER LIFE

- includes *PRAISE* and *THANKSGIVING*
- praying for the *NEEDS* of others and self, *ASKING* "...in the Name of Christ Jesus...".
- Encourage $\frac{1}{4}$ hour daily to start.

B. DAILY SCRIPTURE READING

- We must feed our spirit God's food, His Word, the way we feed our physical body regular food so that it will grow and be nourished.
- Encourage $\frac{1}{4}$ daily to start.

C. CHRISTIAN FELLOWSHIP

- They should enter a Christian fellowship or community, such as a Bible study and other church ministry so that they can be *STRENGTHENED*, *ENCOURAGED*, and *TAUGHT* by other Christians, in order to *NURTURE* their spiritual growth in Christ.
- They should be encouraged to socialize with other Christians.

D. WORSHIP WEEKLY

- Worshipping in community on Saturday night or Sunday morning is *ESSENTIAL*.

The Book of Hebrews tells us that we are *NOT* to forsake the assembly of the brethren. God desires community.

- If they object that they do not want to go to church because the church is "full of hypocrites", remind them that they are not going to church to worship the "hypocrites", they are going to church to worship Jesus.

3. Instruct them to seek out a Bible-believing, Bible-preaching, Spirit-filled church to attend. Help make a contact for them, if possible.

4. *DO NOT ABANDON* any person that you have led to Christ. If it is impossible for you to follow them up, *COMMIT THEM* over to the care of the *HOLY SPIRIT* in Prayer. If you *CAN* make yourself available to them, give them a *CONTACT PHONE NUMBER* or *BEEPER NUMBER*. Tell them you are willing to talk with them again and advise them, if they are having difficulties with the faithwalk, or spiritually.

5. If they do not have a Bible, or at least a New Testament, or can't afford one, get them one if you can afford it. If not, direct them to a local church.

6. If they have no church to go to, *INVITE* them to your church. If they have no means of transportation, see if the church can provide it if you cannot. Remember, the scripture says that we are to bear one another's burdens.

7. Provide a second contact person for them if a spiritual emergency or crisis arises and they cannot reach you.

8. Determine their needs for further ministry, including that of healing or deliverance, or Biblical counseling, by spending some time talking to them. Pray for the Holy Spirit to give you discernment regarding their spiritual needs.

9. Instruct them in *HOW* to read the Bible. Suggest that they start with the New Testament first, and first read:

- The Gospel of John – which shows them *WHO* Jesus really is.
- Romans – which will reinforce in their mind *HOW* we are saved.
- Hebrews – which will show them *WHAT FAITH IS*, and *HOW* to have strong faith.

This quick “jump-start” on the faithwalk can be followed by encouraging them to read and re-read the New Testament several times slowly from its beginning (Matthew) to the end (Revelation).

Instruct them:

- to pray to the Holy Spirit before reading, for Him to *OPEN UP* the Word to their heart and mind, and for Him to *TEACH* them the Word.
- not to worry about what they do and do not remember. Assure them that every time that they re-read the scriptures as a lifetime practice, the Holy Spirit will teach them just what He wants them to remember at that moment in time. The faithwalk is all performed by *TRUSTING* Christ.

10. Most of all, *SHOW* them Christ's love in you and through you.

11. *ENCOURAGE* them to provide further *CONTACTS* of family members, relatives, friends or acquaintances, for the purpose of presenting the Gospel. *ASK* if it will be possible to do so, and *ARRANGE* a home visit.

12. *ARRANGE* for a follow-up home visit with the newly born-again Christian at one week, as well as a later date, if possible. Let them know that you are willing to supply a *SUPPORT SYSTEM* for them until they are grounded in their faithwalk.

13. Provide reading materials that will encourage them in their *FAITHWALK*, if possible.

14. At the end of Gospel Presentation, or afterward, give them the *OPPORTUNITY* to *ASK* questions regarding themselves or the faithwalk, and be willing to meet with them to answer what you can.

15. *IF* you cannot answer their questions or meet their spiritual needs, refer them to a Christian who will be able to do so.

16. Welcome them to the family of God and *EXHORT* them in Christ.

17. Before departing, *PRAY FOR THEIR NEEDS* and *PRAY WITH THEM*, to encourage them to *VERBALIZE* a dialogue with the Lord. This gives them an *EXAMPLE* of *HOW* to be expressive with Him and *HOW* to pray.

18. *INSTRUCT* the newly born-again believer in the *NEED* for *WATER BAPTISM* by *IMMERSION ONLY*, the only scripturally valid form of baptism. Without going down *UNDER* the water, there can be no *BURIAL* of the "old man" or "old self", and without *COMING UP* out of the water, there can be no testimony of *RESSURECTION* into the *NEW CREATION*. The Bible tells us that Jesus, when He was baptized by John, *CAME UP OUT OF THE WATER*. That implies that he was *PUT DOWN UNDER* the water. The Holy Spirit said through Paul that these things *ARE GIVEN* as *EXAMPLES* to us. *WATER BAPTISM* by immersion is *NOT AN OPTION*, it is a *COMMAND* of Scripture: "Believe and *BE BAPTIZED...*", "Repent and *BE BAPTIZED....*".

Since infants can neither believe or repent, *ONLY ADULT BAPTISM BY IMMERSION* is recognized by scripture and there is *NO EXAMPLE* of infant or child baptism in the Bible. On the contrary, 1 Cor. 7: 14 tells us that because of even one believing parent, the children are considered holy (saved) by God. They are under presumptive *GRACE* until they reach an age of accountability where they will then have to make a decision for Christ, by themselves.

19. Encourage the new believer to seek and receive the Baptism-in-the-Holy Spirit and gifts of the Holy Spirit if they have not already done so. They will need instruction in *WHAT* this baptism represents, and what the gifts are, and *HOW* to recognize them. For this, they should

be instructed to read 1 Cor. 12. Make them to understand that the gifts of the Spirit are *DIFFERENT* than the fruits of the Spirit (Gal. 5: 22, 23).

TESTIMONY WORKSHEET

The personal testimony of how you came to know and accept Christ as your personal Lord and Savior is an important part of this presentation.

There are several *ESSENTIAL POINTS* that *MUST* be made so that your testimony will line up with the Word of God, contributing to the bringing of conviction of the need to be saved, upon the person hearing the presentation. Here are some basic guidelines for the construction of your testimony, which, when you begin, should be written out on a sheet of plain white paper:

1. Make your testimony brief.
2. Make your testimony *CREDIBLE*. Don't exaggerate.
3. Begin with a brief description of what kind of a person You were before Christ came into your life; *ACKNOWLEDGE* that you were a *SINNER*. You do not necessarily need to reveal your past sin unless the Holy Spirit leads you to do so for the sake of the hearer.
4. Describe the spiritual emptiness or void in your life.
5. Make them understand that it was recognition of that spiritual emptiness that gave you the realization that you needed something spiritual in your life to *FULFILL* you; that created in you at interest in *SPIRITUAL THINGS*.
6. Tell them that your search led you to the realization that, after much seeking, you came to the understanding that you were not looking for an *EXPERIENCE* to fulfill your life, you were looking for a *PERSON*, and that that *PERSON* was *GOD*.
7. Tell them now, *HOW* you came to know *JESUS* as *LORD* and *SAVIOR* (your actual conversion experience), and that after *COMMITTING* your life to Him that you came to understand that *ONLY HE* could fulfill that spiritual emptiness or *VOID* in your life. Tell them *WHAT* you did to receive Him.
8. Conclude your testimony by telling them the *FRUITS* of your commitment and faithwalk;
 - a. that your *MIND* has been *RENEWED* or transformed in attitudes. (Rom. 12:2) How you now *THINK DIFFERENTLY* about Christ and the things of God; that you continue to *SEE* Him perfecting and changing the attitudes of your mind (soul) as you grow in the knowledge of His Word, a process.

- b. That *SIN NO LONGER HAS DOMINION* over you. (John 8:36).
- c. that this is the *NEW CREATION* spoken of in 2 Cor. 5:17, the *NEW SPIRITUAL MAN*.

Notice that there are 8 essential points to be made in your testimony. They are scriptural. It is interesting to note that the number 8, in the Bible, is the number of Jesus (888), and it is number of *NEW BEGINNINGS*. When presenting your testimony in this way, you are *UPLIFTING JESUS* and His Power to those hearing the Gospel, and Jesus said: "...if I be uplifted, *I WILL DRAW* all men unto me...". In other words, He will do it. He will draw them. It is important, then, that your testimony *NOT* exalt *YOU*, and *ALL* important that it *EXALT JESUS*.

One or two sentences should be adequate to cover each of the above points in the testimony. When you are finished giving your testimony, ask the hearer:

"(NAME), are *YOU* interested in spiritual things? Then, continue with the presentation as described in Section II, which tells you *HOW* to handle the answer to that question, whether it be "yes" or "no".

An efficiently written testimony can be smoothly presented in 10-12 sentences, certainly not more 16. It should be concise and to the point. Do *NOT* repeat facts. Re-read it over-and-over again so that you become familiar with its content. You will remember most of it, since you lived the experience out. Remember, it is *ESSENTIAL* part of this gospel presentation.

Now, let's *REWIEW* the *ESSENTIAL 8 POINTS* in presenting our testimony:

1. Make it brief.
2. Make it credible.
3. Begin with your pre-Christian history.
- acknowledge that you were a sinner.
4. Acknowledge that you recognized a spiritual emptiness or void.
5. Tell them that your need for spiritual fulfillment created interest in spiritual things.
6. That you discovered that you were *NOT* looking for experience but were looking for a Person; that Person was God (Jesus).
7. Then describe your actual conversion experience of accepting Christ as Lord and Savior.
8. Tell them about the *FRUITS* of your experience since Christ came into your life:
 - a. renewed mind attitude
 - b. freedom from dominion of sin

c. new creation

Then, *ASK THEM* if they are interested in spiritual things. Proceed with the rest of Section II.

HERE'S WHAT MY TESTIMONY LOOKS LIKE

“This I the way I was” (pre-Christian sinner)



“I was spiritually empty”



“Needed spiritual fulfillment”



“Got interested in spiritual things”



“Learned I wasn't looking for an experience, but for a Person”



“That Person was Jesus (God)” (Describe your conversion)



“This is the way I am *NOW*” (*FRUITS* of transformation)