

SIX STYLES OF EVANGELISM:

- **CONFRONTATIONAL STYLE**
 - Peter in Acts 2
- **INTELLECTUAL STYLE**
 - Paul in Acts 17
- **TESTIMONIAL STYLE**
 - The Blind Man in John 9
- **INTERPERSONAL STYLE**
 - Matthew in Luke 5
- **INVITATIONAL STYLE**
 - The Woman at the Well in John 4
- **SERVING STYLE**
 - Dorcas in Acts 9

HP + CP this is the **SALT** part of the equation
CC this is the **LIGHT** part of the equation

What Does Light Do?

- It makes things visible and helps us see them for what they really are
- In the Biblical sense, “light” means “illuminating” God’s truth to others (both attractively and clearly)
- This is the “clear communication” part of our equation!
- Our light can’t be covered up or people will be left guessing what it is that sets us apart
- **To achieve “MAXIMUM IMPACT” we need all three parts of the evangelism equation!**

NEXT WEEK: INITIATING SPIRITUAL CONVERSATIONS

Contagious Christianity

Part 2

From Last Week:

- Evangelism Styles Questionnaire
- Impact List

Review

- A person’s coming to Christ is like a chain with many links.
- We do not have to feel that we individually carry the full burden of evangelism. God has not called us to only be the LAST link, just to be a link.
- We need to intentionally become partners with other Christians, **LINKING** our strengths and abilities in order to lead people to Christ.

An Equation For Evangelism

- $HP + CP + CC = MI$
- HP = High Potency
- CP = Close Proximity
- CC = Clear Communication
- MI = Maximum Impact
- *Matthew 5:13-16* You are the salt of the earth. But what good is salt if it has lost its flavor? Can you make it useful again? It will be thrown out and trampled underfoot as worthless. You are the light of the world—like a city on a mountain, glowing in the night for all to see. Don’t hide your light under a basket! Instead, put it on a stand and let it shine for all. In the same way, let your good deeds shine out for all to see, so that everyone will praise your heavenly Father.

What Does Salt Do?

- It makes us thirsty
- It enhances food by adding flavor
- It can be used to preserve food
- Which meaning did Jesus have in mind? We don’t know!
- Most of all, salt must have high potency and be in close proximity to have an effect
- Both components are necessary if we want to be the “salt of the earth” and have a spiritual impact on our friends!

HIGH POTENCY CHRISTIANS

- High potency Christians have three essential traits:
 - Authenticity
 - Compassion
 - Sacrifice
- **Authenticity**
 - What qualities in other people bother you the most? Top answer in most groups is DISHONESTY (TWO-FACED).
 - What qualities in other people do you find most attractive? Top answer is usually HONESTY (AUTHENTIC).
 - ILLUSTRATION: During Gulf War, Colonel “talking on phone” to General Norman Schwarzkopf while Private waiting to install phone!
 - Authentic Identity
 - Don’t repress your God-given uniqueness in order to appear more spiritual!
 - Authentic Emotional Life
 - Don’t try to deny or “Christianize” your feelings in order to appear more spiritual! (Remember Jesus wept over Lazarus)
 - Authentic Confession
 - Deal honestly with your failures (this is in stark contrast to our culture, with its “blame shifting” tendency)
 - Sinners are too smart to expect perfection from Christians, but they are looking for honesty!
 - Authentic Conviction
 - Sinners are not impressed by spinelessness! Stand up for your beliefs! (Remember Centurion at crucifixion)
- **Compassion**
 - Good Samaritan, 1 Corinthians 13
 - Compassion Scale (can’t use # 5) – grade yourself NOW, not based on the past or what you hope to be
 - Common “Compassion Busters” ...
 - Where you live (*compassion breeds compassion*)
 - How you live (*time pressures, emotional fatigue*)
 - How you give (*imbalanced caring brings resentment*)
 - What you’ve received (*fresh appreciation for grace*)

- **Sacrifice (impacts “hard cases”)**
 - The sacrifice of time (slow down!)
 - The sacrifice of resources
 - The sacrifice of lifestyle
 - Live a consistent life that backs up your words to prove to cynics that Christianity isn’t just your latest fad!
 - Are you a **SPRINTER** or a **MARATHON RUNNER**?
- **Think of the people on your IMPACT LIST. Are you living a “high potency” life before them? If so, great! If not, what changes are you going to make? Let’s move on to the next part of our EVANGELISM EQUATION, which is “close proximity.”**

CLOSE PROXIMITY RELATIONSHIPS

- The most potent salt in the world has no effect unless it comes in contact with something!
- Jesus spent most of His time with those outside the religious establishment – with sinners!
- **Barriers to Building Relationships**
 - Biblical issues
 - Friendship with the world means the “system” not the “people”!
 - Spiritual danger
 - Know yourself! You be the influencer!
 - Negative effects are unlikely when you enter the relationship with a **MOTIVE**!
 - Risking your reputation
 - Jesus **RUINED** His reputation! (accused of being a glutton and drunkard – Luke 7:34)
 - Personal discomfort
 - We don’t go back to our old environment to **STAY**, but we must go back to **VISIT**!
- **Barrier-Breaking Solutions**
 - Throw a Matthew party! (barbeque first!)
 - Involve others in your everyday activities
 - Use “strategic consumerism”
- **Most Important: Be Yourself!**