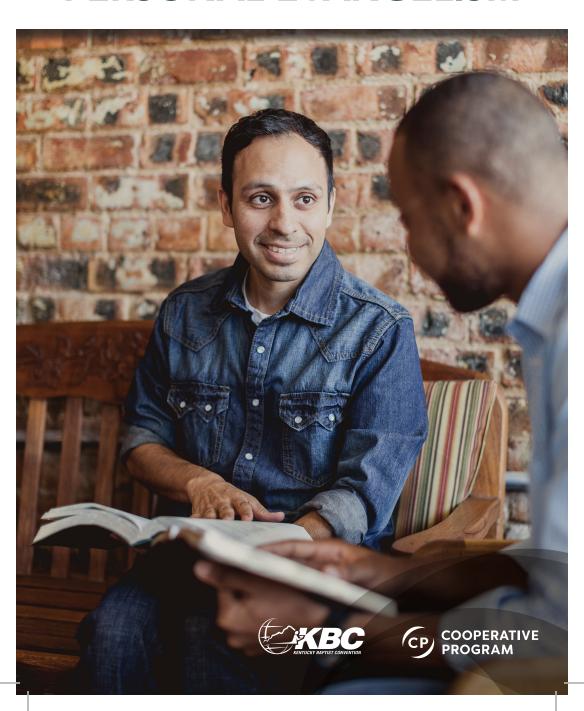


GROWING IN PERSONAL EVANGELISM



GROWING IN PERSONAL EVANGELISM

TABLE OF CONTENTS

FOREWORD FROM DR. TODD GRAY3
INTRODUCTION4
SESSION 1:
What is the Gospel?6
SESSION 2:
Why Must I Share the Gospel?14
SESSION 3:
How Can I Grow in Personal Evangelism
Faithfulness?
ARTICLE 1:
Better Together Through Evangelism Training 26
ARTICLE 2:
Church Growth through Evangelism Training 28
APPENDIX A:
10 Evangelistic Practices35

FOREWORD

Almost every Christian I know is aware of the need to share the gospel, but most do not feel adequate or equipped to do so effectively. Whether it is fear of the reaction of those with whom we share or the apprehension in talking to strangers or the anxiety felt at the thought about being asked a question that we cannot answer, many of us are silent when it comes to the good news of the death, burial, and resurrection of Jesus on behalf of guilty sinners.

The purpose of this workbook, *Growing in Personal Evangelism*, is to help followers of Christ take purposeful and intentional steps to become more active, and in turn more effective in telling the gospel to others. Just as newly married people must grow in marriage, and new parents must grow in parenting, and new employees must grow in the skills related to their job, so must new witnesses for Jesus grow in developing the skills, know how, and passion for having gospel conversations with those who are far from God.

This workbook was prepared by members of the Evangelism Team specifically to help Kentucky Baptists grow in personal evangelism. May our gracious and loving Heavenly Father use it for that end.



- Todd Gray, Executive Director-Treasurer, KBC

INTRODUCTION

Churches reaching Kentucky personalize the mission by mobilizing every believer to be a witness in their circles of influence. This commitment to live out the Acts 1:8 mandate is one of Ten Evangelistic Practices we have identified among churches reaching Kentucky for Christ, and it is the drive behind this resource. We pray that "Growing in Personal Evangelism" will help you take your next step in growing in evangelistic fervor and faithfulness. May it also be a resource to help you disciple others on their journey to becoming evangelistic disciple makers.

To learn more about the Evangelism Ministry Assessment Profile (E-MAP) or the Ten Evangelistic Practices of churches reaching Kentucky, please see Appendix A. Other great evangelism resources may be found at kybaptist.org/evangelism and your entire KBC Evangelism Team stands ready to help your church as we all cooperate to reach Kentucky and the world for Christ.



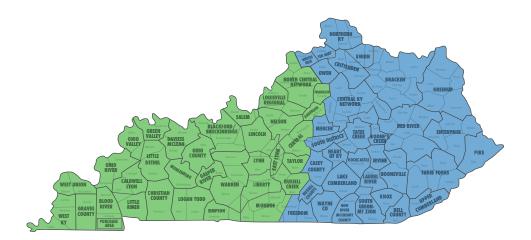
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WHAT IS

For I delivered unto you first of all that which I also received, how that Christ died for our sins according to the scriptures; And that he was buried, and that he rose again the third day according to the scriptures:

I Corinthians 15:3-4, KJV

"Another way to tell the same story is in an outline of Creation, Fall, Redemption, and Consummation. There are many other good summaries of the gospel. The particular outline you use doesn't matter as long as you teach the message people must know to be reconciled to God."

Mack Stiles, Evangelism, Page 33

"Salvation involves the redemption of the whole man and is offered freely to all who accept Jesus Christ as Lord and Savior, who by His own blood obtained eternal redemption for the believer. In its broadest sense salvation includes regeneration, justification, sanctification, and glorification. There is no salvation apart from personal faith in Jesus Christ as Lord."

Baptist Faith & Message, Page 11

THE GOSPEL?

Gospel Outline by Steve Gaines, Share Jesus Like it Matters. Page 116-118

God loves you. John 3:16
You are a sinner. Romans 3:23
God is holy and must punish sin. Romans 6:23
God sent His Son, Jesus, to save you.

1 Corinthians 15:3-4
What must you do to be saved?
Repent of your sin. Luke 13:3
Believe in Jesus. Romans 10:9
Receive Jesus as Savior and Lord. John 1:12

"Here is what I understand the good news to be: the good news is that the one and only God, who is holy, made us in his image to know him. But we sinned and cut ourselves off from him. In his great love, God became a man in Jesus, lived a perfect life, and died on the cross, thus fulfilling the law himself and taking on himself the punishment for the sins of all those who would ever turn and trust in him. He rose again from the dead, showing that God accepted Christ's sacrifice and that God's wrath against us had been exhausted."

Mark Dever, The Gospel and Personal Evangelism, Page 44

GROWING IN

WHAT IS

He now calls us to repent of our sins and to trust •• in Christ alone for our forgiveness. If we repent of our sins and trust in Christ, we are born again into a new life, and eternal life with God."

Mark Dever, The Gospel and Personal Evangelism, Page 44

"First, they must convey the reality and consequence of sin in the lives of their hearers. Second, they must declare the life, death, and resurrection of Jesus Christ and how He alone serves as the provision for everyone to be reconciled to God. Last, they must explain to their listeners that reconciliation with God through Jesus can only occur if they will repent of their sins and believe in Jesus Christ alone for salvation."

Matt Queen, Everyday Evangelism, Page 17

"Gospel is a Bible word that simply means good news.

The good news is that God loves us. He loves us so much that when He sees us in our brokenness, He doesn't just leave us there. Instead, God sent His Son, Jesus, to live a perfect life and die the death we deserve. Jesus died on a cross, was buried and God raised him from the dead proving that Jesus is who He says He is. The Bible says that when we repent and believe in Jesus, God does a miracle. He takes all of

THE GOSPEL?

our sin and puts it on Jesus and takes all of Jesus' righteousness and gives it to us. Now we are in right standing with God and He helps us recover and pursue His design for our lives."

Jimmy Scroggins, 3 Circles Trainee Manual, Pages 11-12

"So, let me get this straight," she says, "What you meant to say is everyone messes up. Jesus never did, though. And he died and came back to life so messed-up people like me could be with God?"

Matt Mikalatos, Good News for a Change, Page 123

Please write out your understanding of the gospel:

GROWING IN

WHAT IS

An adaptation of the GOSPEL Acrostic used by Greg Stier from Dare to Share Ministries:

God loves us and created us in His own image to have a relationship with Him.

Our sin, the wrong things we do, think, and say, separates us from God.

Sin, like a stain, cannot be removed by good deeds we do, or churches we join, or rituals we undergo.

THE GOSPEL?



Paying the price for our sin, as our substitute, Jesus died on the cross, was buried, and resurrected from the dead.



Every person who willfully turns from their sin and trusts in Jesus as their Savior and Lord will be saved.

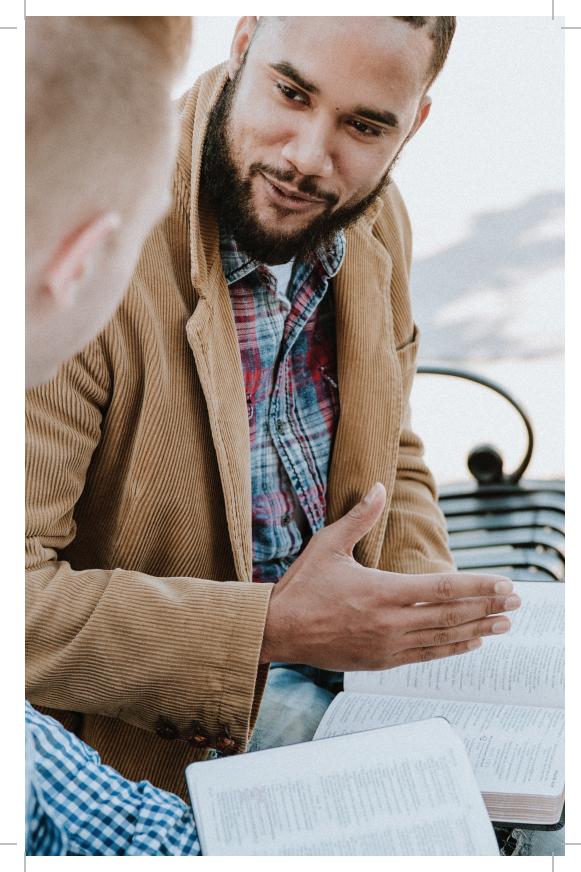


Life begins the moment we receive Jesus into our life as our Savior and Lord.

GROWING IN

"Someone has a story A LOT LIKE YOURS but doesn't know there can be a HAPPY ENDING."

- Greg Laurie, Tell Someone Page 83



GROWING IN PERSONAL EVANGELISM:

"Why Must I Share the Gospel?"

FIVE REASONS WE MUST SHARE THE GOOD NEWS

1.	Because of the	of Jesus.
	- Matthew 28:19-20, Acts 1:8	
	Because of the	of lost people.
3.	Because of the	of the gospel.
4.	Because of thesharing.	experienced when
	– 2 Corinthians 5:16-20	
5.	Because of the	of our example.
	- Mark 1:17 1 Corinthians 11:1	

"Why Must I Share the Gospel?"

FIVE REASONS WE DO NOT SHARE THE GOSPEL

1.	We are with other things.
2.	We do not feel to turn everyday conversations.
3.	We are we might mess it up.
4.	We think there is a unique or or the do not have it.
5.	We are from lost people.

GROWING IN

HOW CAN I GROW IN

1.	Pray the	prayer:
	a.	Open my eyes to the doors you are opening for me to share about You today. – <i>Colossians 4:3-6</i>
	b.	Open my mouth to share boldly as I should. – Ephesians 6:19-20
	С.	Open hearts to respond to Your gospel.
2.	Pray for	people by
	Tools you	ı can use:
	a.	BLESS Every Home blesseveryhome.com
	b.	Seven Most Loved kybaptist.com/evangelism
	С.	Who's Your One? whosyourone.com
3.	Seek an	evangelism partner.
	that I	for me, that utterance may be given unto me, may open my mouth boldly, to make known ystery of the gospel" (Ephesians 6:19).
4.	Report to	o an accountability partner.
	even t And h lightn	seventy-two returned with joy, saying, "Lord, he demons are subject to us in your name!" e said to them, "I saw Satan fall when like ing from heaven. Behold, I have given you rity to tread on serpents and scorpions, and

PERSONAL EVANGELISM FAITHFULNESS?

over all the power of the enemy, and nothing shall hurt you. Nevertheless, do not rejoice in this, that the spirits are subject to you, but rejoice that your names are written in heaven" (Luke 10:17-22).

- a. With whom have you attempted to share since we last met?
- b. How did it go?
- c. What is your next step?
- d. How can I pray for you and for your "ones"?

5.	a time when you seek to be
	about sharing the gospel.

a. One simple option is to use this simple tool at the beginning of each week to pick just one meal or one coffee for a gospel conversation. It does not require adding a single minute to your schedule beyond planning to include someone in something you're already doing.

Sun	Mon	Tues	Wed	Thur	Fri	Sat
Breakfast						
Lunch						
Dinner						
Coffee						

GROWING IN



HOW CAN I GROW IN

6.		a "Witnessing Reminder Alarm."
	a.	Read Matthew 4:19.
	b.	Set your phone alarm to 4:19 p.m. as a daily reminder.
7.	Ask your	how you can pray for them.
	a.	Say "We always give thanks for our food."
	b.	"Is there anything in your work, family, school, we can pray about for you?"
	С.	Be sensitive as the Lord opens doors for gospel conversations.
	d.	Pray as requested and always leave a good tip.
8.	Tell your	story.
	a.	Prepare a two-minute version of your salvation story.
	b.	Include the gospel message in your story.
	С.	Ask for opportunities by saying, "May I tell you about the greatest thing that has ever happened to me?"

PERSONAL EVANGELISM FAITHFULNESS?

9.	use your	for evangelism.
	a.	Invite people into your home.
	b.	Keep the meal simple.
	С.	Enjoy getting to know them.
	d.	Ask, "How can we pray for you?"
	e.	Be sensitive to open doors for gospel conversations.
10.	Create a	prayer team.
	a.	There are likely other believers in your neighborhood.
	b.	Introduce them to Bless Every Home. blesseveryhome.com
11.	Be a wit	ness in times ofor
	a.	People are open.
	b.	Visit in the hospital.
	С.	Visit at the funeral home.
	d.	Take food or gift cards when appropriate.
	e.	Be prepared to represent Jesus in these situations.

GROWING IN

HOW CAN I GROW IN

12.	Practice	eevangelism.
	tool in n 80 perce attendir	door evangelism remains a viable outreach nost Kentucky counties. With approximately ent of the population of 4.6 million people not ag any church on any Sunday we must use every at our disposal.
	a.	Pick a neighborhood.
	b.	Find a partner.
	С.	Gather resources (gospel booklets, church brochure, invite cards, etc.)
	d.	Pray, go to work, and enjoy the experience.
	e.	Great video training and resources for Front Door Evangelism are available at kybaptist.org/evangelismresources
13.	Evangel	ize with your
	a.	Pray for the unsaved family members.
	b.	Involve your children as evangelism is more easily "caught than taught."
14.	Get	in personal evangelism.
	a.	Equipped Christians witness more than those who are not equipped.
	b.	Attend personal evangelism training annually.
	С.	Learn the gospel presentation.
	d.	Practice what you learn.
15.	Find an	evangelism
	a.	Ask your pastor for suggestions.
)		

PERSONAL EVANGELISM FAITHFULNESS?

- b. Ask the person to take you witnessing.
- c. Men with men, ladies with ladies, or groups of three.
- d. Take steps of faith in learning to witness.

16. Read evangelism ______

- a. J.I. Packer, Evangelism and the Sovereignty of God
- b. Mack Stiles, Evangelism, How the Whole Church Speaks of Jesus
- c. Bill Fay, *Share Jesus Without Fear*
- d. Steve Gaines, Share Jesus Like it Matters
- e. Gregory Koukl, *Tactics: A Game Plan for Discussing Your Christian Convictions*
- f. Matt Mikalatos, Good News for a Change: How to Talk to Anyone About Jesus
- g. Greg Laurie, Tell Someone
- h. Tim Beougher, *Overcoming Walls* to *Witnessing*
- i. Dave & Jon Ferguson, BLESS: 5 Everyday Ways to Love Your Neighbor and Change the World;
- j. Matt Queen, Everyday Evangelism

GROWING IN

HOW CAN I GROW IN

17.	Reflect	on gospel
	a.	What was the witnessing situation?
	b.	What did I do well?
	С.	What could I have done better?
18.	Set a wi	tnessing goal.
	I'm askii a week.	ng the Lord to help me witness time(s)
19.	Look for	witnessing opportunities at
	a.	Meet new people who attend service or events. Engage them in conversation and seek to schedule a coffee conversation.
	b.	Ask to hear their story and listen well.

• Practice "The Open Chair" principle.

be intentional in evangelism.

Share your story and be open to witnessing

Help your Sunday School class or Small Group

- Do a ministry project together with evangelism in mind.
- Train the group in personal evangelism.
- Host a friendship dinner in a member's home.

С.

d.

opportunities.

PERSONAL EVANGELISM FAITHFULNESS?

20.	Give awa	y booklets (tracts).
	a.	Choose a biblically accurate gospel booklet
	b.	Leave them behind or give them to individuals
	С.	Give away saying, "May I give you one of these?"
	d.	Read through one with an unbeliever.
21.	What oth	ner ideas have helped you to grow in personal sm?
	a.	
	b.	
	С.	
	d.	
	e.	
	f.	

GROWING IN



"For I delivered unto you first of all that which I also received, how that CHRIST DIED FOR OUR SINS according to the scriptures; And that he was buried, and that HE ROSE AGAIN the third day according to the scriptures..."

I Corinthians 15:3-4, KJV

CHOOSE YOUR AREA OF GROWTH

What is God leading you to do in order to grow in personal evangelism?						to grow

GROWING IN

BETTER TOGETHER

"I shouldn't need training to talk about someone I love. If I love Jesus, I will naturally talk about Him." This statement, often heard as an objection to personal evangelism training, is both true and untrue. It is true that we do not need training to talk about someone we love like one's spouse, children or grandchildren, or in this case, Jesus. It is untrue, however, that Christians do not need training when it comes to personal evangelism.

The primary reason we need training is when we open our mouth to speak of Christ, the spiritual forces of Satan and his army of demons are unleashed upon us in the form of fear, pride, cowardice and much more. Every soldier going into war needs training. Sharing Christ with those who are held captive by Satan is in fact spiritual war and as witnesses for Jesus, we will benefit from specialized training.

For Josh Schmidt, pastor of First Baptist Church of Grayson, one of his favorite witness training tools is "Three Circles: Turning Everyday Conversations into Gospel Conversations."

Schmidt was first introduced to the personal evangelism resource by his Kentucky Baptist Convention Regional Consultant Paul Badgett. The KBC Evangelism Team conducted dozens of equipping events statewide and Badgett provided personal training for Schmidt and the members of First Baptist. To date, nearly 100 members of the church have been trained and the evangelism results are encouraging.

Schmidt said a woman who accepted Christ as her Savior through the Three Circles method in April 2018 "has not stopped talking about it since."

"Now she uses it to reach others," he said. "Several of her family members have been saved and she continues to reach out to others with the gospel."

THROUGH EVANGELISM TRAINING

Schmidt told me he has made the Three Circles tool an evangelism staple in the life of First Baptist.

"Every leader, deacon and Sunday school teacher goes through Three Circles personal evangelism training. Every new member goes through the training in the new member class and we also offer it as a standalone class." Schmidt said.

First Baptist set a goal of having 2,100 gospel conversations in a ninemonth period. When the nine months passed, that goal was met and surpassed. Schmidt doesn't just talk about others doing evangelism, he practices it by setting a personal goal of having at least one gospel conversation every week.

Because of the Cooperative Program, approximately 2,400 KBC churches participated in training more than 100 members of First Baptist in Three Circles Evangelism. Through the faithful and generous gifts of KBC churches, Family Church (Fla.) Pastor Jimmy Scroggins was able to partner with the North American Mission Board to produce the Three Circles Evangelism training kit.

The KBC Evangelism Team was then able to purchase 600 of these kits and train Kentucky Baptist churches and pastors in personal evangelism. KBC Regional Consultant Paul Badgett was then able to train First Baptist Church of Grayson in Three Circles Evangelism and Pastor Josh Schmidt has continued to carry the ball forward.

We are truly better together. We must continue to work together to reach Kentucky and the world for Christ.

GROWING IN



CHURCH GROWTH

Thirty-three years ago, no one would have dreamed that Hardin Baptist Church, in Hardin, Kentucky would be what it is today. When the church extended a call to Pastor Ricky Cunningham, who was in his early twenties at the time, the church averaged about 60 people in attendance, and met in a building that would accommodate about 120 people. Today, 33 years later, the church has relocated to a more visible location and ministers to about 1,250 people each Sunday morning. In a recent conversation I asked Pastor Ricky what he felt the Lord used to grow the church to this unusual degree. His answers are helpful to others who are laboring and praying to see a church become more effective in its mission.

- 1. The people were willing to follow their Pastor: Bro. Ricky says that when he came as pastor there was a sense of desperation in the church. They knew they were stagnant and needed to do something to move forward but they did not know what to do. He says, "I like to say the church was hungry to do what God wanted them to do as a church because they recognized that at their current pace that if they didn't change things that their future was not good." For a church to move forward there must be an agreement between pastor and congregation that the status quo is no longer working and that something must change. Bro. Ricky shared that, "They told me when they called me that if I would lead that they would follow, and buddy they did. Everything I asked them to do they did."
- 2. They remodeled the old sanctuary: The old facility, the one they were using 33 years ago, needed repair and an update. Bro. Ricky says, "A church building says something about the way you feel about the things of God." The way a church takes care of its facility communicates to outsiders. The churches that fix items that need to be repaired, work hard at cleanliness, keep the lawn and parking lot in neat condition, make a statement to those who pass by their building. Those who do not do these things also make a statement. It is often the case that a church that has experienced turn-around did exactly what Hardin Baptist did and remodeled and updated their facility.

THROUGH EVANGELISM TRAINING

- 3. They started a second service: While the church agreed early on that a second service was needed due to new people coming in, the service itself was considered a failure. Pastor Ricky explains, "Hardin Baptist was a family church. All the young people started coming to the early service which was negatively effecting the family culture of the church." The church voted to return to one service and instead build a building that would accommodate the growth God was sending. After Bro. Ricky had been there four years the church built a new sanctuary that would seat 330 people. He says, "We thought that would hold us until Jesus came." It didn't. They could not afford to hire a contractor, so they borrowed money for the materials and used the skilled laborers in the church to build the building. They have since relocated about a mile from their original location and built a facility that will accommodate 675 people in worship. They now have three Sunday services and average between 1,200 and 1,300 people in attendance. The pastor says, "They had such a good experience building the other building with volunteer labor that they built this one the same way."
- 4. They became intentionally evangelistic: Pastor Ricky went through Continued Witness Training because he knew how to share his faith but did not have a good plan for equipping others to witness. As a result of the CWT process he shared that, "We began equipping people to the point that when we had 200 people in church, 100 of them were equipped through CWT." He says, "The first 13 weeks we went out sharing our faith we had 13 people receive Christ and they all got baptized at another church." This did not discourage the folks at Hardin Baptist as they saw personal evangelism as Kingdom work. Ricky says, "Training those people to share gave us a culture of intentional evangelism, winning people to Christ." The culture of the church became so evangelistic that when it came time to do the church directory, those in charge would not let them photograph Pastor Ricky behind the desk but instead had him go and knock on someone's door because that was closer to the nature of his leadership as a pastor.

GROWING IN

"What you meant to say is

EVERYONE MESSES UP.

Jesus never did, though. And
he died and came back to life so
messed-up people like me could
BE WITH GOD?"

Matt Mikalatos, Good News for a Change, Page 123

CHURCH GROWTH CONTINUED...

5. Pastor Ricky focused on preaching: For most of the 33 years Ricky has been at Hardin he has worked bi-vocationally as a farmer. He and his family farm several hundred acres of land in West Kentucky. As a pastor, Bro. Ricky puts his ministry efforts into the preparation and practice of preaching. He says, "When I came to Hardin the people decided that we were going to preach The Bible. We decided that I would preach through books of the Bible and deal biblically with every topic that came up. They remain committed to the Bible."

While every church will not follow the path taken by Hardin Baptist Church, there are experiences in this church from which others can learn. They have made a commitment to the gospel, to the community and to reach the lost. The Lord has honored their commitment. Bro. Ricky shared, "In my trial sermon, 33 years ago, Hardin, Kentucky was famous for catfish and a local restaurant had a particularly strong reputation. In my trial sermon I said that I hope one day that Hardin, Kentucky is more known for the gospel than for catfish." That restaurant has since relocated to a neighboring town, but the gospel is still being proclaimed loud and clear in Hardin, Kentucky.

GROWING IN



REACHing

There are at least three solid reasons believers need to be trained to share Christ with lost people:

- 1. Because personal evangelism involves spiritual warfare: When I talk about my children, or my favorite hobby, or better yet my favorite place to get a great cheeseburger, there is little if any spiritual warfare involved in this conversation because there is little at risk spiritually. When I, however, open my mouth to tell a hell-bound sinner how he/she can be saved from the wrath of God because of the cross and resurrection of Jesus Christ then the powers of the devil and his demons will no doubt move to stop this conversation from happening, or at lease minimize the impact of it (Mark 4:15). Nik Ripken, in his book *The Insanity of God*, says "What is Satan's paramount intent? Quite simply it is this: denying the world access to Jesus!" (page 310). One reason believers must be trained to share Jesus is because of the reality of spiritual warfare directed at the one who witnesses for Jesus.
- 2. Because of the clear teaching of Scripture: Ephesians 4:11-12 says, "And he gave some, apostles; and some, prophets; and some, evangelists; and some, pastors and teachers; For the perfecting of the saints, for the work of the ministry, for the edifying of the body of Christ" (Ephesians 4: 11-12 KJV). This text teaches that there are those whom God has placed in the Christian community to equip the believers for the work of ministry. No biblically minded believer would disagree with the statement that evangelism is part of the work of the ministry. Believers, therefore, must be equipped for evangelism. Training in personal evangelism is needed because of the clear teaching of Scripture.

KENTUCKY

3. Because of the positive impact that training has on the evangelism mandate: In a recent article from Joel Sutherland of the North American Mission Board, he states, "Top evangelistic churches train their members to share their faith and to initiate gospel conversations." (Your Church on Mission: Live on Mission - Evangelism Training, November 9, 2016). This article states what many pastors and church leaders already know: when people are trained to witness, they are more likely to initiate gospel conversations with unbelievers.

GROWING IN

GROWING IN PERSONAL EVANGELISM Answer Key

Why Must I Share the Gospel

- 1. Commission
- 2. Condition
- 3. Power
- 4. Joy
- 5. Need

5 Reasons We Do Not Share the Gospel

- 1. Busy
- 2. Equipped
- 3. Afraid
- 4. Gift, Calling
- 5. Disconnected

How Can I Grow in Personal Evangelism?

- 1. Open door
- 2. Lost, name
- 3. Prayer
- 4. Evangelistic
- 5. Set, intentional
- 6. Schedule
- 7. Server
- 8. Salvation
- 9. Home
- 10. Neighborhood

- 11. Crisis or need
- 12. Front door
- 13. Family
- 14. Equipped
- 15. Partner
- 16. Book
- 17. Encounters
- 18. Numerical
- 19. Church
- 20. Gospel

APPENDIX A

TEN EVANGELISTIC PRACTICES OF CHURCHES REACHING KENTUCKY

The Evangelism Ministry Assessment Profile (E-MAP) is designed to help your church assess your current evangelistic activities in comparison to what a church culture of evangelism could look like in your community context. You can learn more or request a discovery workshop for your church at kybaptist.org/e-map. Churches reaching Kentucky...

No. 1: Prioritize evangelism through intentional leadership and focus.

No. 2: Pray for the lost.

No. 3: Preach and proclaim the gospel, call people to decision, and provide clear pathways to respond.

No. 4: Prepare people and practical resources for both "go and tell" as well as "come and see" evangelism.

No. 5: Provide inviting environments to remove unnecessary stumbling blocks to the gospel.

No. 6: Promote Baptism as a first step of obedience and create systems to help celebrate baptisms as public professions of faith and life change.

No. 7: Pursue Discipling Pathways with clear next steps for new believers to mature into multiplying disciple makers.

No. 8: Personalize the Mission by mobilizing every believer to be a witness in their circles of influence.

No. 9: Plan the work of evangelism into the life of the church and work a contextualized plan to "be the church" for their neighborhood.

No. 10: Partner to take it farther.



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