

Practical Pointers for Personal Workers



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The 7 Principles

1. Contact others socially
2. Establish a common interest
3. Arouse their interest
4. Don't go too far
5. Don't condemn
6. Stick with the main issue
7. Confront directly – Ask them to receive Christ.

Dealing with Fear

I. **RECOGNIZE It**

II. **UNDERSTAND It**

- A. Unknown creates apprehension
- B. Unpreparedness creates apprehension

III. **ACCEPT It**

- A. Can cause humility and dependence on God
 - 1 Corinthians 1:26-29
 - 2 Corinthians 12:9
- B. Keeps from being glib and professional in approach
- C. Can help create a sympathetic hearing

IV. **COMBAT It**

Remember:

- A. You are going as the Lord directs. (Matthew 28:19)
- B. You are not going alone. (Matthew 28:20)
- C. You are going to do the greatest thing one person can do for another.
- D. You will never witness to anyone that God doesn't love.
- E. You will never witness to anyone that doesn't need God's offer.
- F. You will never witness to anyone with whom God hasn't dealt.
- G. You can't fail if you are faithful.
- H. Leave the results with God (1 Corinthians 3:5-8, John 4:35-38)
 - 1. Offer help
 - 2. Leave material
 - 3. Return for sharing session

Do's and Don'ts

1. Do use Bible.
2. Do stay on subject.
3. Do be simple.
4. Do let Holy Spirit lead in pressing for a decision.
5. Do be tactful.
6. Do be clean and neat.
7. Don't have a holier-than-thou attitude.
8. Don't argue.
9. Don't preach a sermon.
10. Don't stutter and stammer.

Preparation Pointers

1. Pray for fullness and leadership.
2. Obey the Spirit's promptings. (DL Moody)
3. Know your prospect.
4. Be soul-conscious.
5. Go in faith. (Psalm 126:5-6)
6. Be aggressive.
7. Deal with him alone.
8. Go by twos – one talk.
9. Carry a testament and tract.

The Approach

I. **FORM Approach**

F – Family

O – Occupation

R – Religion

M – Message

II. **Indirect Question**

“I was wondering what your opinion was on how a person can get to Heaven?”

III. **Tract Approach**

A. “I have something really good to read that I would like to give you... (pause)”

B. “It just tells you how to go to Heaven.”

C. “Let me ask you this: Are you 100% sure you are going to Heaven?”

D. Explain tract.

IV. **Your Testimony**

A. Effective – First-hand experience with God.

B. Unique

C. Catches and holds attention

D. Difficult to refute

E. Helps listener to identify

POINTERS:

1. Ask leadership of Holy Spirit.
2. Keep short – 3 minutes.
3. Keep to the point.
4. Give adequate details.
5. Bring testimony up-to-date.
6. Use understandable language.
7. Avoid bragging and negative remarks.

8. Ask – “If I heard this, what would it mean to me?”

THINGS TO INCLUDE:

1. What caused you to be interested in salvation?
2. What were the circumstances surrounding salvation? (but stress the salvation experience)
3. Tell of sureness of Heaven.
4. Tell of recent working of God in your life.

WITNESSING BY TESTIMONY:

1. Give Testimony: “I would like to share something with you that changed my life.”
2. “Has anything like this ever happened to you?”
3. “If I could show you how a person could know for sure they are going to Heaven, would you like to know?”
4. Explain plan of salvation.

V. Transition Sets of Questions

A. Set I

Keep questions in the third person. If they answer wrong, agree this is what a Christian does but rephrase – “What are you to do to become a born-again Christian?”

1. Do you ever have any interest in spiritual things?
2. Have you ever considered becoming a born-again Christian?

3. If someone asked you what you must do to become a born-again Christian, what would you tell them?

B. Set II

1. Do you believe in God or a Supreme Being?
2. Do you believe one day we must give an account to God for our actions?