

Werner Nachtigal

3 STEPS

IN PERSONAL EVANGELISM



GLOBAL OUTREACH DAY
TRAINING BOOK



3 STEPS

The Gospel is the best message in the world and the only way to salvation. Jesus died on the cross out of love for us. He rose again from the dead on the third day and lives forever. He is the only way to God and the only hope for eternal life.

One world – one day – one message: Jesus

Imagine a day on which Christians all around the world share the Gospel. Such a day is the first step toward an evangelistic lifestyle. That day is the Global Outreach Day (G.O.D.)

The Vision of Global Outreach Day is for every believer to share the Gospel on the last Saturday of May each year. Millions of Christians in over 140 nations are already sharing the Gospel on that day

Every Believer is a witness

God wants to empower and use every Christian! If the Lord could use a simple fisherman 2,000 years ago, he can certainly use each one of us today.

Jesus has called every Christian to be a witness for him, and he promised us his power to be just that:

Acts 1w:8 But you will receive power when the Holy Spirit comes on you; and you will be my witnesses...

It's easy!

The goal is for every Christian on this day to reach at least one person with the Gospel message. Millions of Christians who were previously anxious about sharing their faith have

now been trained in this 3-step program. Everyone can be a witness for Jesus. And it doesn't have to be out of fear or a feeling of obligation. Evangelization can become eFUNgelisation!

The Global Outreach Day is a great way to encourage people to start sharing their faith. Once Christians have overcome their fear of witnessing, they are more likely to continue to talk with others who need Jesus Christ.

*Steve Douglas, Campus Crusade for Christ,
International President*

When someone asked Billy Graham who would follow in his footsteps, he told a large crowd: "Every one of you!" We can only win the world if every Christian becomes actively involved. Imagine a day on which all Christians share the Gospel. How great an impact that would have on a lost world!

The first Global Outreach Day took place in 2012. Since then, G.O.D. has grown to a worldwide movement with over 25 million Christians participating. Many churches have grown, and new ones have been established as a result.

5 Years of Global Outreach Day

- **5.7 million decisions for Christ**
- **Reports of activities from over 140 nations**
- **Over 30 million Christians mobilized so far**
- **142 million pieces of G.O.D. printed materials distributed**

A sample report: In the Dominican Republic, 102,000 Christians from 2,454 churches worked together and reached one million people with the Gospel. Following the G.O.D. 2015, 7,000 people were baptized.

From Spectators to Enthusiastic Witnesses

“There is an army of believers, sitting in churches, waiting to be mobilized. If we can figure out a way to turn an audience into an army, to turn consumers into contributors, to turn spectators into participators—it will change the world. Be part of the Global Outreach Day.”

Rick Warren

93% of church members never share the Gospel with others regularly! Many Christians have never learned how to reach others with the Gospel message. What if you could learn to do that?

Please contemplate the following two questions:

- 1. What is the biggest decision you ever made in your life? Many Christians answer: “To invite Jesus into my life.”**
- 2. What is the best thing you can do for someone who does not know Jesus? Answer: “Lead that person to Christ!”**

A Christian only needs to overcome his fears in order to speak with someone about Jesus. However, for the person being spoken to, there are much higher stakes—even an eternal one!

Preparation for the Global Outreach Day

In this booklet, you will learn three steps to help you win people for Jesus.

Step 1: How to start a conversation

Step 2: How to share the Gospel

Step 3: How to lead a person to Christ

We will show you practical steps toward becoming an effective witness for Jesus. These three steps will help you talk with other people.

A young person in Germany thought that evangelization was not his thing, since he was rather shy. After participating in this 3-step training program, he began to evangelize, and on a single day, he led six people to Christ. Now he really enjoys telling people about Jesus. You, too, can experience how easy it can be to share the Gospel and lead people to Christ.

“Go out there, step out in faith. Do something you haven’t done before!”

Nick Vujicic, Life Without Limbs

Our motivation and our source of strength are God’s love and the power of the Holy Spirit.

God’s Love

When you talk with someone and share about Jesus, be aware of the fact that Jesus died out of love for this very person. God loves this person, whether or not you do or not. Paul wrote to the Romans that God’s love is poured out in our hearts. God’s love enables us to see and meet people in a completely different way. It can have a great impact on people if they recognize that we are honestly interested in them and are sharing God’s love with them.

The Holy Spirit

Jesus promised that we would receive his Holy Spirit and be his witnesses. Streams of living water would flow from within us. The Holy Spirit is God’s source of strength for us and helps us to overcome our anxieties and fear of men. How many times have Christians thought that they were not able to evangelize? But God wants to empower us through his Holy Spirit.

Whoever believes in me will do the works I have been doing. A pastor's daughter 20-some years of age had never shared the Gospel with anyone out of fear of men. One day, she decided to change that. She set out, determined that fear would no longer hold her back. She met a woman, whom she told about God's love and his plan. The woman began to cry, and the pastor's daughter reacted spontaneously and just hugged her. However, she was startled when the woman drew a gun out of her handbag. The woman explained that she was on her way to the forest to commit suicide. Before she left to do this, she had prayed: "God, if you really exist, then send me an angel to keep me from committing suicide. And so that I will know it is you, let the angel give me a hug." Today this woman and her entire family are believers. She tells others about how Jesus saved her.

John 14:12

As Jesus' followers, we should be doing the same works that he did. One of those works is sharing the Gospel message. For that purpose, he promised to empower us by the Holy Spirit. Are you ready?



STEP 1: HOW TO START A CONVERSATION

Many Christians find it difficult to approach people and tell them about Jesus. But everyone can learn how to do it! First of all, it is important to get the person's attention.

In the Gospel of John, we read a story from which we can learn several important principles from Jesus. Jesus spoke with a woman from Samaria, and eventually the entire village came out to hear Jesus. The result of this conversation was tremendous, but the introduction of it was very simple.

When a Samaritan woman came to draw water, Jesus said to her, "Will you give me a drink?"

John 4:7

Jesus didn't begin with a sermon, but rather with an everyday need: water. He asked the woman to give him something to drink. The water was the point of contact with the woman. Start your conversation with a simple "Hello." Smile at the person and be friendly. Get the person's attention, then listen carefully and find a point of contact.

Listen and find a point of contact!

Your point of contact could be something simple like the water in the story about the Samaritan woman. It could be the family, children or even clothing. If the person is wearing a

cross, you can ask what that means to that person. Making a compliment up front is another effective way of connecting, as long as the situation lends itself to it.

An act of kindness could also be the beginning of a conversation. You could hold the door open for someone or pick up something someone has dropped. Do something helpful for a stranger—something which the person wouldn't expect.

Or you could talk about something relevant to the situation (the person's dog, car, cell phone, etc.) or some current affair. When talking with the person, look for common interests.

Don't preach to people! Ask them questions and listen to them. While I was in Brazil, I shared with excitement about Jesus to six employees of a restaurant where I was eating. After about 15 minutes, one of them told me that they all belonged to a Pentecostal church in the area. If I had started my conversation with a question, I would have known from the beginning that they were all believers.

- **Be friendly and smile at the person you are talking to.**
- **Start your conversation with something out of everyday life.**
- **Ask a good question.**
- **Do an act of kindness.**

If a fisherman wants to be successful, he has to use the right bait. He personally may prefer chocolate, but he won't catch fish with that. The fisherman doesn't even have to like worms, because the fish do. We have to get on the same level as the people we are talking to.

To be able to communicate effectively with someone, you must win that person's trust. You can do this by posing "open questions," such as: "What do you think about God?", "Why don't you go to church anymore?", or simply "How are you doing?"

I was sitting in a taxi cab and saw a cross hanging from the rearview mirror. I asked the driver what it meant to him. He answered that he always thought about Mary. Instead of telling him he believed the wrong things, I told him I had learned something about the cross that had changed my life. I then asked him if I could tell him about it. He said yes, and at the end of the conversation, he gave his life to the Lord.

Find out where people stand. That will allow you to connect with them better. You could ask: "What does God mean to you personally?" This is also a question you could ask people from other religions. Instead of arguing with them or perhaps even claiming that their religion is wrong, show genuine interest in finding out what their faith means to them personally. After a while, you might ask whether or not they know that they have eternal life and will be forever with God when they die. No religion offers an answer or assurance to this question. Only Jesus promises eternal life. Our goal, however, is not to argue with them, but to lead them on the path to Jesus.

Avoid insignificant subjects that have a potential for conflict. These should not be the focus of your conversation. If you emphasize subjects that are not relevant to salvation, you strengthen them. If you ignore them, they become insignificant.

To win people for Christ, we must be friendly to them. Confrontations harden the heart. Even if all of their opinions differ from yours, try to understand them, and always respond respectfully.

If you try to take a bone away from a dog, he will hold on to it with all his might. But if you offer the dog a tasty slab of meat in the bone's place, he will immediately let go of the bone. In the same way, people will hold on to their religion, their opinions and their points of view, because they don't

know any better. But when they hear about the love of God and what Jesus has done for them, they will let go of their beliefs. Tell them about God's offer of forgiveness for their sins, of peace, true joy and eternal life. The Gospel is like that slab of tasty meat.

2. Interest

Once you have someone's attention, the next step is to arouse interest.

The Samaritan woman said to him, "You are a Jew and I am a Samaritan woman. How can you ask me for a drink?" ... Jesus answered her, "If you knew the gift of God and who it is that asks you for a drink, you would have asked him and he would have given you living water."

John 4:9–10

Jesus addresses a central issue in this woman's life, and she is deeply touched. Perhaps the person you are talking with has no peace with God, no assurance of eternal life, or just feels guilty before God. Or the person has a problem, is sick, or has financial troubles.

Jesus often met people in their need. God is still able today to heal sick people, repair broken marriages, and deliver people from their areas of bondage. However, the biggest need everyone has is eternal separation from God.

Your Story

Then Jesus declared, "I, the one speaking to you—I am he." Jesus revealed himself to the woman and shared with her the most important thing in his life.

John 4:26

Your personal story is very important, too! Tell how you experienced God and how Jesus has changed your life. You can

share your story in a boring or an interesting way. Don't use words that an outsider wouldn't understand. It is important to be honest and not exaggerate. Be real and authentic.

You can share your personal story in three main points.

- **What did your life look like without Jesus?**
- **How did you get to know Jesus?**
- **What changed in your life?**

You could also share how you found a purpose for your life, received peace, or how God healed you. Write your story down so that you can share it within a few minutes' time. Your story is unique, and you need to learn to share it in a unique way. Share things from your life your conversation partner can best relate to.

Make sure the person understands what you are saying, and ask him what he thinks about what you shared. Observe the person's reaction. While you are sharing, you can awaken a desire in the person to say: "I want that, too!" You can relate your experiences to the person's own story or simply explain the Gospel to him.



STEP 2: HOW TO SHARE THE GOSPEL

The Gospel can only save someone if he understands what you are saying. That is why you must learn to share the Gospel in a language that is easy to understand. The people you share with must understand the following points:

1. God's Plan



It was God's plan from the beginning to be friends with mankind. In the beginning, everything in the world was created perfect. There were no wars, no injustice, no sickness—everything was complete and well. Mankind lived in peace and harmony with God.

"God saw all that he had made, and it was very good."

Genesis 1:31

Consider this: God's plan for the person you are talking to right now is the best plan there is for his or her life. God wants to have an eternal relationship with this person.

2. The Problem



Mankind decided to go his own way and turned away from God. Today we can see the results of this decision. Instead of

being able to live in peace and harmony with one another, lies, hate, jealousy, sickness, and war are everywhere. However, even worse than that is being separated from God forever. The problem is that out of his own efforts, mankind cannot restore the connection to God. The various religions are a desperate attempt to get closer to God again. Because of guilt, mankind has been separated from God.

"There is no one righteous, not even one. For all have sinned, and fall short of the glory of God."

Romans 3:10,23

Consider this: Before the person you are talking to can desire to get saved, he must understand that he is lost.

3. God's Love



God is just and therefore cannot simply ignore our guilt. Because God loves us so much, he came up with a perfect plan for redeeming everyone, which means you also can be brought back into relationship with him. God showed this love by sending his only Son, Jesus Christ, into our world to die on the cross for everyone. In doing so, Jesus took the punishment for our guilt upon himself. On the third day, Jesus rose from the dead, just as he said he would. He is alive today, and through him, the way to God has been reopened.

This is how much God loved the world: He gave his Son, his one and only Son. And this is why: So that no one need be destroyed; by believing in him, anyone can have a whole and lasting life.

John 3:16



STEP 3: HOW TO LEAD A PERSON TO CHRIST



What is your decision?

Our good deeds, our own efforts, meditation and church attendance are not enough to come to God. There is only one way: We have to turn to Jesus and step away from a selfish life in which we lived simply for ourselves. We are separated from God through our guilt, but Jesus died for that guilt. Only he can save us for eternity.

Repent and believe the good news!

Mark 1:15

Jesus rose from the dead! He is alive. He is here right now, waiting for your answer. We have to ask him for forgiveness and follow him, and then we will be saved.

If you declare with your mouth, "Jesus is Lord," and believe in your heart that God raised him from the dead, you will be saved.

Romans 10:9



Symbols used with permission of THE FOUR

If a ship on the ocean is sinking, and the passengers are drowning, it is not enough for a lifeboat to come along to help and hold “good talks” with them. Nobody would understand that! In the same manner, it is not enough for us just to share the Gospel. Jesus came to seek and to save the lost. He wants to use you, as well, to lead people into reconciliation with God and to salvation. You can learn how to lead people to Christ.

1. The Decision for Christ

The decision to follow Jesus is the most important decision in life. You now have the privilege of leading the person to Christ. Ask him the decisive question.

We are therefore Christ's ambassadors, as though God were making his appeal through us. We implore you on Christ's behalf: Be reconciled to God.

2 Corinthians 5:20

Christians often hesitate at this point, but many people are seeking God and just waiting for someone to lead them to Christ. Don't be afraid to take this step! Just ask: “Do you want to put your life in order with God right now?”, or “Would you like to get to know Jesus personally?”

Then be quiet and wait for a response. Before leading the person in a prayer of salvation, ask him if he believes that Jesus died for his sins and rose from the dead. We don't want to force or manipulate anyone. And it is not about becoming a member of a church. It is about being reconciled with God and receiving eternal life. It is about life or death!

Now pray with the person. You can do that anywhere—on the street, at a bus stop, or in a restaurant. Make sure the person is serious. You can retreat to a quieter place in order to be undisturbed.

2. The Prayer of Decision

Now pray a simple prayer and ask the person to pray along with you with all his heart and ask Jesus into his life. Pause after each sentence to allow the person to repeat it. Here is an example prayer:

“Lord Jesus, I believe you are the Son of God. I believe that you died for my sins. Please forgive me of my sins and come into my life. I believe that you rose again from the dead and are alive today. I receive you as my Lord and Savior. I will follow you for the rest of my life. Amen.”

3. Discipleship

After the person commits his life to Jesus, explain to him what just happened. We are reconciled with God through Jesus and now can talk with God and discover his plan for our lives.

Explain the four most important aspects of the Christian life:

1. Prayer:

Talking with God and building a relationship with Jesus.

2. Bible:

Reading God’s word in order to understand his will, his character and his plan.

3. Fellowship:

Finding a church or fellowship closeby (a place where Christians who believe in the Bible meet)

4. Evangelization:

Sharing the Gospel, as well as your own experiences with God, with others Finally, exchange addresses with your conversation partner. Meet with each other within the next three days or agree to visit a church service together the following Sunday.

Evangelization is a Lifestyle

Evangelization is more than an event or a program. Evangelization is a lifestyle. A young woman recently shared with me about the first time she led someone to Jesus. Her eyes were radiant, and she was utterly joyful. And that is not the exception. I have talked with many people who have shared with me the incredible joy they felt after leading someone to Christ.

You can discover this breathtaking life by learning to share Jesus with others in your own unique way. You begin to see opportunities in everyday life to speak with people in the supermarket, in a restaurant, at a bus stop, at work, at school or college. You will be able to lead some of them to Christ. Instead of being afraid of talking to people and being rejected by them, you will experience more and more how you are able to share the precious message freely and with a genuine interest in people.

You can discover the joy of showing people the way to God. Every day can be a special day if you make yourself available to the Holy Spirit. Set yourself a simple goal right now:

Every week I will speak to one person and tell him about Jesus.

This is a realistic and attainable goal for every Christian. We will only see results if we make a decision and become active. A clear goal will challenge you, but it will also lead you into a new dimension. We can only achieve our goal if we are ready to leave our comfort zone. But if you do that, you will experience a life of adventure. Recognize that you are not alone. Many other Christians are doing the same thing, and you are a part of God's worldwide army.

**You can reach one person per week -
together we can reach the entire world.**

Be a part of the One Movement



ACTION!

On the Global Outreach Day, we pray, and we become active!

Prayer

Prepare yourself beforehand in prayer, whether alone, with your church, cell-group, house fellowship, or Bible study group! Even if you only have a few minutes, pray a powerful prayer:

"Lord, here I am. Send me and use me to reach people with the Gospel message. I will be obedient to your word and go."

After that, pray specifically for your outreach or for a particular person you want to reach on that day.

Action

The goal of each Christian is to talk to at least one person on Global Outreach Day. There are endless ways to reach out to people in this day and age. You can find a few ideas on this page...

One on One – Call or visit someone and invite him or her over for a coffee and talk about Jesus.

Two by Two – Meet at your church and split up into teams. Then go two by two to reach people where they are: on the streets, in the market places, in hospitals, etc.

Care and Share – Do something good for someone and then share the Good News with him or her.

Reach your local area – Plan how to reach your neighborhood or your whole city or region, for instance by going door to door. Think about how you can share the Gospel with people.

Ideas from A to Z – You could organize an open-air event or visit places where people regularly come together. Ask God to give you ideas about where you could go. There are so many ways to reach people and so many places to reach them.

Everyone can reach someone.
Together we can reach the world!

Go to www.globaloutreachday.com to share your experiences with us and to find out more about the Global Outreach Day.

Link to Website: 3-steps, tracts, etc., “My First Hours Booklet”

3 STEPS

HOW EVERYONE CAN WIN PEOPLE FOR JESUS

The Gospel of Jesus Christ is the best message of all times. God wants to use you to share this message with others. In this 3-steps training booklet, you will learn how you can win people for Christ!

Step 1: How to start a conversation

Step 2: How to share the Gospel

Step 3: How to lead a person to Christ



Werner Nachtigal is the initiator of the Global Outreach Day and travels around the world to inspire, mobilize, and train Christians for evangelism. Every year, millions of Christians are actively involved in the Global Outreach Day and in sharing the Gospel message.

- Give a person a fish and you will feed him for a day.
- Teach a person to fish, and you will feed him for a lifetime.

**Everyone can reach someone.
Together we can reach the world!**



**GLOBAL
OUTREACH DAY**
It's my mission!

www.globaloutreachday.com