LIBERTY BAPTIST THEOLOGICAL SEMINARY

MAKING DISCIPLES THROUGH EVANGELISM:
A PLAN FOR THE EVANGELIST WHO HAS ONE CHANCE WITH A NEW CONVERT

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ABSTRACT

MAKING DISCIPLES THROUGH EVANGELISM: A PLAN FOR THE EVANGELIST WHO HAS ONE CHANCE WITH A NEW CONVERT

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Making disciples is an integral part of being a Christian. God has called some to be Evangelists (Ephesians 4:11). The rationale of the project is the need to fulfill the Great Commission’s command of “making disciples.” The value of this project is the plan that is developed to ensure that new converts will be placed with a disciple to confirm his or her Christian growth. This project will take the reader through a step-by-step plan to prepare, conduct and follow-up on an evangelism event to ensure that the Great Commission is fulfilled for the new convert to successfully walk in his or her new faith in Jesus Christ. This project, through (1) Interviewing pastors, new converts and evangelists (2) Surveying local Directors of Mission and SBC and (3) Experience in the field, will give the reader a workable plan for discipleship through evangelism.

Abstract length: 144 words.
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Note: Unless otherwise notated, all references to the Bible will be taken from The New International Version. Grand Rapids, MI: Zondervan, 2002.
INTRODUCTION

The Problem With Today’s Evangelists

Ephesians 4:11 says, “It was he who gave . . . some to be evangelists . . .” God has given every minister the task of his calling. However, in most cases, the minister has missed his calling; perhaps, none less so than in the case of the evangelist. Ministers of America have answered the call of the ministry for hundreds of years. They have stepped up and ministered the Gospel according to the Word of God; but have they? Even though many ministers preach and teach the Word, there is an element that has suffered gravely; that element is making disciples. Most ministers of the Gospel are content to sit by and watch those in whom they lead come week after week and do nothing for God. In fact, it could be said that the very ministers of the Gospel themselves are content to reap only a small harvest to placate themselves while ignoring the true calling of the Gospel of Jesus Christ.

John the Baptist was an evangelist. He was a voice crying in the wilderness. Even though he did not technically have the message of salvation, his message was a precursor of the One who did; Jesus Christ. Nevertheless, John knew that every messenger should have those who embraced and purported the message. John made disciples; his disciples were those who followed him and purported his message (Matt 9:14, 11:7, 14:12; Mark 2:18, 6:29; Luke 5:33, 7:18; John 3:25).

Jesus Christ gave believers a mission to complete, but believers have failed miserably at the mandate. Believing that someone else would surely do what God has commanded, believers have been content to “sit on the sidelines.” Leaders have been content to watch the game, but never getting involved, not understanding, or ignoring, the full mandate that has been given to all who believe in Jesus Christ. In Powerful Evangelism for the Powerless by C. John Miller he
writes, “There is something totalitarian about the Lord’s missionary program in the world. It requires a sold-out mindset. Unfortunately, in the western world the typical church member is already sold-out to modern culture and its self-centered lifestyle.”¹

Evangelism is a gift that has been placed aside in recent years. Many evangelists have a hard time trying to find a church who wants to have them come and give the message of the Gospel. Unfortunately, this is purported by many “Mega Churches” in the name of professionalism. Many pastors are afraid of the message the evangelist will bring with him. Sadly, many pastors do not want to stir up the controversy that the truth of Gospel brings.

Professionalism itself can be a cause of the problem. The power of the Holy Spirit is strongest in our weakness. 2 Corinthians 12:9 says, “But he said to me, ‘My grace is sufficient for you, for my power is made perfect in weakness.’ Therefore I will boast all the more gladly about my weaknesses, so that Christ’s power may rest on me (NIV).” The slick speaker is not a requirement for the Gospel to be preached. Walking in the power of the Spirit comes through obedience to Christ and proclaiming his message. In The Master’s Plan for the Church, John MacArthur writes:

A church absolutely must emphasize knowing and glorifying God. I fear that the church in America has descended from that emphasis and focused instead on humanity. The contemporary church thinks its goal is to help people feel better about themselves . . . it focuses on psychology, self-esteem, entertainment and a myriad of other diversions to try to meet the attendee’s felt needs.”²

While it can be agreed that one should present his best, the Holy Spirit must be allowed to show believer’s His best. The pastor who prohibits any type of evangelism is limiting God and the blessing the church might receive through such a Word.

It is amazing how many believers do not even know what an evangelist is. In announcing to my congregation recently that I am going to resign and go into evangelism, I had no less than ten people approach me to ask exactly what is evangelism. Strangely, we have had several evangelists come to our church to proclaim the Gospel in the last four years. Were the people not listening? Did they not understand what was going on? Even though the event was called an evangelistic event, it seems as though it was missed. The evangelistic event was advertised for weeks prior to it, but it was still not heeded or misunderstood. There was still a feeling that it was for the pastor and evangelist only to evangelize and handle the evangelism duties. Why did this happen? Because of the lack of discipleship for believers to know what was expected of them!

Evidently, in recent years the evangelist has been forgotten. Perhaps the congregation thought the evangelists were just another form of entertainment; a break from the message of the pastor. It was only after the event that I understood that the church is lacking in education about, and action on, discipleship.

Limitations

The itinerate evangelist is limited to the amount of time he has with a disciple. Therefore, it is imperative to work as a team. There may be times when the evangelist is at one place for days or even weeks. These periods of time must be used for training time for the disciples. As Paul traveled, he met with those which he continuously discipled through the use of letters and testimony from others he met on the road. The itinerate evangelist today is much better equipped to maintain a relationship through social media. *11 Innovations in the Local Church: How Today’s Leaders Can Learn, Discern and Move into the Future* by Towns, Stetzer and Bird say, “Followers of Christ are using the internet in new and creative ways, often to supplement in-person community, and sometimes in place of in-person gatherings. The common theme in
healthy cyber-ministry is that it continues to place high priority on human relationships. However, ‘virtuality’ can never replace face-to-face human interaction.”

Social media and even “good old fashioned” letter writing cannot replace the person-to-person contact that grows relationships. Paul writes of the importance of personal contact in his letters (Rom 1:11; 1 Cor 16:5; 2 Cor 13; Gal 1:18; Eph 6:22; Phil 2:19; Col 4:7; 1 Thess 2:1; 1 Tim 1:3, 5:20; 2 Tim 4:19; Titus 1:5, 3:12; Philemon). However, this presents a dilemma for the itinerate evangelist. Nevertheless, it was a dilemma that Paul overcame and the twenty-first century evangelist can overcome as well.

Project Theory

The theory of the project is simple. However, the intricacies of the logistics make it complex as well. The theory is that one goes to an event and creates, or cultivates, a relationship with the leadership of the church or organization. As the relationship progresses, the evangelist and leadership begin to work together toward a common goal for the purpose of discipling others for Christ; simple, right? In theory, yes! However, some acquaintances are more difficult to nurture into relationships. Many books address the “theory” of discipleship. It might also be stated that discipleship is more than a theory; it has been proven to work through the centuries. However, when one fails to act, discipleship remains in a theoretical state.

All the books written about discipleship will not make discipleship happen. It has to be a believer who understands the mandate and acts on it. Stephen Macchia writes about the disciplines of being a Christian in Becoming a Healthy Church: 10 Traits of a Vital Ministry. He writes about a pastoral staff that makes a covenant with each other and the church each year. In one particular year experienced by the author, the covenant included “(1) Seek godliness through

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faithful living, (2) Support one another in relationships and (3) Work together as body parts of the whole." The staff approached the church about the covenant for accountability. Again, the theory of the action is easily stated, but the action itself requires work and monitoring. This type of accountability seems like an excellent example to begin discipleship in a church. The leadership must be examples for those in whom they are entrusted with.

When the leader walks in the power of the Holy Spirit, discipleship moves from theory to actuality. The leader must show that Christ is real in his or her life. The life of Christ cannot merely be spoken, it must be lived. In *Spiritual Leadership: Moving People on the God’s Agenda* Henry & Richard Blackaby write, “Leaders do not have to prove God is guiding them. God’s presence will be unmistakable.” Discipleship must move from theory to practical. It must be something that is exercised.

Arthur F. Glasser writes in “The evolution of evangelical mission theology since World War II:”

There will always be others involved in the prophetic calling, reminding churches and Christians of their societal responsibilities. And there will always be those whose concerns are pastoral, assisting local congregations in their worship, nurture, study, and mutual helpfulness (1 Cor. 12:28-31). What this means is that one cannot establish biblically the thesis that evangelism should be the priority of all Christians although all are under obligation to bear witness to Jesus Christ.

Evangelist in the Greek (*euaggelistēs*) means, “a preacher of the Gospel.” All are not given the gift of evangelism; however, the same cannot be said for discipleship. Discipleship is not a gift, it is a command. All are called to have a relationship with another believer for the purpose of gaining a greater knowledge and closer walk with our Lord and Savior Jesus Christ.

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The proposition of this project is that the called evangelist must proclaim the Word of God, but it does not end with proclamation. There must be guidance for the new convert and, unfortunately, not all church leaders are equipped to give such guidance. In the previously mentioned scriptures, Paul made it clear that each shepherd was to disciple his flock. He gave instructions through written Word and messenger how said discipleship was to be accomplished. The same must be done by the evangelist today. If evangelists are content to proclaim the Word and the “let the chips fall where they may” Christianity will continue to decline. Dave Earley is adamant about multiplication of the church. He is not the only one! Jesus commanded us to make disciples which naturally multiply the church. True disciples will disciple others.

Methods of Evangelism

Discipleship through evangelism is a process that begins before the evangelist gets to the venue. It begins by contacting a church. The evangelist makes the first contact and begins the relationship. Booking the date is the first part of the relationship building process. Naturally, this has to be a two way street and should be recognized that the church must be willing to have an evangelist come for revival or other such meeting to encourage the church.

It might be noted that there may need to be some sales tactics applied to initially get to the venue which will be discussed in later chapters. Not all churches understand the importance of one coming to the church to give another perspective of Kingdom work.

Once the venue has been booked, it is necessary to prepare the church for what is coming. An understanding of the discipleship method that will be used should be sent to the pastor. Outlining each step will help the church to begin to work toward the event.

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Prayer must be one of the first things done for the event and should continue throughout the process. Setting up prayer teams is a good way to begin the discipleship process at the church and prepares hearts as well.

It might do well to send materials ahead to show the pastor what will be done and begin the process of discipleship beginning with the pastor. A well thought out plan, discussed later, will create excitement for the pastor as well as the congregation.

Advertising preparations should be started at once. The failure of most events begins with the lack of advertisement. Months in advance the church should begin advertising the event. Advertisement could be placed in the faith section of the newspaper or through word of mouth around the schools or at the church. The bulletin at the church can be used to spread the word along with the monthly newsletter. The church should place the event on the website and on its blog, if it has one. In the beginning, advertisement does not have to appear in excess. In fact, it is better just to give the audience a taste of what is to come so the event is not over-looked due to overexposure. As the event gets closer the advertisement should intensify.

There should be a plan for the revival or evangelism event. The plan might be something like this:

1. Have the pastor begin to pray for the revival.
   
   (a) Begin to prepare hearts for what is to come.
   
   (b) Begin to make a list of those who need to come to Christ.
   
   (c) Ask the congregation to write down the person or persons they are praying for.
   
   (d) Place the names in a box or container and place it on the altar of the church.
   
   (e) Pray for the evangelist
(f) Perhaps, take the congregation through a time of fasting

2. Prepare the congregation with a sermon series on discipleship.
   (a) This is an excellent time to explain the role of the average Christian in the discipleship process.
   (b) Be sure Christians know that it is their responsibility to disciple others for Christ.

3. Prepare the leadership of the church
   (a) Train the leadership about the importance of follow-up
   (b) Teach how to follow-up
   (c) The law of seven touches – Dr. Elmer Towns purports that if a person is contacted seven times, he or she will be touched by the contact and respond.
   (d) The first step to discipleship is the Gospel. Train the leaders of the church to give the Gospel. There are many: Faith Training, ABC, Romans Road, etc.
   (e) Be sure the leadership understands the importance of being at every meeting during the revival event.

4. Advertise the Revival/Event
   (a) Use the faith section of the newspaper – many newspapers will advertise for churches for free in upcoming events of the paper
   (b) Use community events resources of the newspaper
   (c) Advertise on the radio – many radio stations will give free public announcements. Surprisingly, few churches take advantage of these free resources.
   (d) Tell Students to advertise the event at school – students are allowed to mention any event, even a religious event as long as they are attending regular classes at school.
   (e) Perhaps the church might want to put out flyers a week or so before the event.
(f) Door to door still has a measure of success. Many have a bad taste for this type of evangelism, but it is still effective.

(g) Social media is a good way to get information out. Facebook, twitter, email and advertisement on a church website is a great place to advertise upcoming events.

5. Visitation

(a) Another tool for accomplishing the goal is visitation. This method is distasteful to many, but it is still effective. Like everything else in the church, if the pastor is involved, the people will be involved.

(b) This might be a good project for the youth of the church. If the pastor and youth leader get involved and pushing it, training it, and participating others will join with the youth as well. This is also a good way to engage the community.

(c) Visitation can be done by simply inviting the community to the event about one week prior or, it can be used to lead another to Christ while visiting. It is up to the disciple to decide the best way to approach the prospect. Either way, it is engaging.

(d) Materials used for visitation might include: a brochure about the church, a gospel tract, a business card and an invitation for the event or upcoming Sunday service (see Appendix A).

6. Materials

(a) Materials for the event would include tracts, contact cards for the church (The church could use the cards from the evangelist to cut down on duplication.) (see Appendix B)

(b) Other materials would most likely include Bibles. Paperback Bibles can be purchased relatively inexpensively on the internet.

Arrive Early

There is an old saying that says, “The early bird gets the worm.” I am not sure about the worm, but it can truly be said that the early person has success. Plans are made, but life happens. It would be a great benefit if the evangelist arrives to the event at least a week early. If not a week, a few days can still be helpful. During this time he can ensure preparations have been made and then aid in their completion. In many cases, the church will not necessarily do as they
have said they will do and a few last minutes preparations by the evangelist will help the event be successful. Many times it is the last minute preparations that ensure a successful conclusion.

*The Event*

Even though the aforementioned steps do not seem to be discipleship, it is important to realize that before one can be discipled he or she has to come to Christ; not to mention the need to be revitalized in one’s spirit. A spiritual event can be an excellent way to begin discipleship.

An important part of the event must be to collect data for follow-up. Therefore, a visitor’s pack, much like was handed out at visitation, should be given out. The visitor can fill out the information form and hand it in (see Appendix B). A good way to ensure that everyone turns in the form might be to have a drawing at the end of each service to give away a book, CD or other gift. It will be important to coordinate with the church about the forms. A copy will need to be kept by the evangelist to follow-up with the church later. This is part of the accountability phase that will help the church to stay in touch with new converts and potential members.

The leadership should take advantage of the opportunity to invite those who would be discipled to come to the event. In this way the discipler begins to work with the disciple to begin the relationship needed to bring a disciple to spiritual fruition.

The leadership must be encouraged to disciple at least one person. Strangely, this is foreign concept to most “spiritual Leaders” of the American church. Leaders must be ready to come to the front for a potential disciple. This might include praying with the prospect for rededication or leading him or her to Christ. This is a good place to state that discipleship leader training must include men and women. Titus, chapter two, teaches that older women should train the younger women and older men train the younger men. This must be stated for a number of reasons. The secular world might be concerned about the sexual harassment aspect of a male-
female relationship, but the spiritual leader has to be more attune to the spiritual aspects and temptations that could arise from mixed relationships. Therefore, it is never recommended for the opposite sex to disciple each other.

Unfortunately, it must also be stated that an older disciple must be careful in how he or she mentors or discipiles a much younger disciple as well. This world of perversion has taken on many shapes and the disciple should always use wisdom when dealing with private sessions of the discipleship process. Perhaps a good rule of thumb would be to meet in places that are a more public setting when dealing with younger disciples.

Follow-Up

The follow-up of the event is where the discipleship begins. Unfortunately, this is where “the ball is usually dropped.” So much preparation goes into the event that when it is completed, everyone sits back with a sigh of relief. That is why the follow-up begins before the event. The congregation must understand that the revival event is the beginning of the process, not the end. If the congregation is mentally prepared, the process will continue upon completion of the event itself.

Communication is the key to follow-up. In fact, it might be said that communication is follow-up. As stated earlier, it is imperative to receive information about each guest to maintain a relationship with them upon the conclusion of the event. This information is vital not only for the church, but for the evangelist to be able to grow an ever important mailing list.

Timeline

The timeline of the first goal of making contact with the church is self-explanatory. Obviously the goal could be reached anytime the contact is made. The timeline officially begins
after the initial contact. I believe the work with the pastor should begin at least three months prior to the event if possible. This will be a crucial time of discovering the needs of the church by the evangelist. It also begins a relationship between pastor and evangelist. This time gives the evangelist an idea of how to develop a workable plan for a given event as well as how the pastor conducts the business of discipleship, if indeed he does. Each area will have many of the same aspects; however, each area will have its own challenges as well.

This time will also be utilized to ensure the needs of the evangelist are taken care of; housing, meals, travel, media and sound set-up, etc. The details must be worked out for each venue if the event is going to be successful. It would greatly serve the evangelist to have a sheet of requirements worked up in advance to present as early as possible to ensure all parties are aware of each other’s needs (Appendix C).

Any training or preparation products should be sent before the event. Perhaps the church is already in the process of training for evangelization. This would be a great help for the evangelist to know how to minster in the short time he will be at the church.

Prior to the event the evangelist can make sure advertising is done. Most pastors are extremely busy. It is not a good practice to assume the church will handle all of the preparations for the event. If the evangelist has a radio spot he can prepare he should do so and send it to the church or, ideally, to the radio station that will play the spot. Any financial arrangements should be made through the church. No church wants an unexpected bill to come to them; this would be cause for a relationship to stop before it ever starts. If the church agrees to a certain amount of advertising, it should be added to the initial proposal that the church signs before the event.

Newspaper advertising should be taken care of by the evangelist; if the church does additional advertising, so much the better. Nevertheless, it is better to have too much than not
enough when drawing attention to an event. Again, the evangelist can utilize the free public services available through many markets via radio, television, newspaper and of course the social media.

An evangelist should use all of the tools available to him through the technology of the age. It is a good idea to send emails and Facebook to all of the contacts that might be available to attend a venue. This list will grow as the evangelist continues to work, but in the beginning it can still bring a few that were not necessarily expected.

The timeline of the event itself will be left up to the pastor and the Holy Spirit. It may last one day or several weeks. Nevertheless, most revivals range only to about five days. Even so, when God moves, time is not relevant.

At the conclusion of the event, the work does not end; it begins. Some say the fortune is in the follow-up. Following up with those who have renewed their life in Christ is crucial. This is where training will be important. If the teams have been set up properly, the church will already know who is going to meet with specific ones who have come forward.

Ironically, most pastors I talk to agree that believers must be discipled. However, it seems to be difficult for them to realize that discipleship begins with the pastor and the leaders of the church. Discipleship must be an act of purpose. One has to make up his or her mind to set a goal to disciple and, like any goal; the first step must be begun. The first step of discipleship is to choose a disciple. One must purposefully approach a person who needs discipling and propose said discipleship between discipler and disciple. I met with a fellow pastor in my office the other day. While he agreed that believers need to be discipled, he did not seem to see the need to disciple himself. Perhaps the office of the pastor has excluded personal discipleship for so long the pastor has to relearn what it means to be a disciple.

The teaching of Jesus, Paul, and Peter, the greatest preachers of the New Testament, demonstrates that the way in which the New Testament envisions the preached gospel becoming attractive to non-Christians is through the beauty of the Christ-like character and behavior of Christians individually and churches collectively. They did not divorce the two, as if merely by living out good character one could claim to be doing evangelism. They tied proclamation and character, not only of individuals but of the church as a whole, into a package of compelling beauty.  

It seems to be quite obvious that the greatest teachers ever known not only realized the importance of discipleship, but practiced it as well.

**Literary Review**

The literature used in this work will be multifaceted. There is much information on the subject of evangelism and discipleship. However, it must be understood that the two must be placed together; within the same phrase. They cannot be separated as two individual entities that have nothing to do with one another. Most of the literature explains the need for discipleship and even how to accomplish it. Nevertheless, the thrust of this proposal is for the evangelist to understand his place in the process as well as the necessity for the believer to practice discipleship as commanded in the Word.

To understand discipleship, one must understand who he or she is a disciple of. Even though the power of the infilling of the Holy Spirit reveals who the disciple upholds, it is still an excellent idea to study the Savior in depth. The beginning of said study begins with God the Father. A.W. Tozer’s *The Knowledge of the Holy* is an excellent book for the believer to

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understand the need to be the kind of disciple Jesus was. He walked in the power of God and tells his disciples they can do the same. His disciples include those who believe in Jesus Christ and place as Lord of their lives. As one reads about an all-powerful God in the pages of this book he or she can begin to understand the characteristics he or she is to uphold in his or her walk with Christ.

The word “holy” is listed 531 times in the New International Version and 567 times in the King James Version. Obviously, this is an important characteristic of God, but a command for the believer as well. 1 Peter 1:15-16 says, “But just as he who called you is holy, so be holy in all you do; for it is written: ‘Be holy, because I am holy,’” which references Leviticus 11:44 (NIV). To become holy is the driving force for the believer; Holiness has always discipled others.

In the same vein, The Pursuit of Holiness: Run in Such a Way as to Get the Prize by Jerry Bridges continues the discussion about a great and powerful God who is worthy of proclamation. Bridges’ book speaks more to the worthiness of God than it does his characteristics. It examines more of our need to exude God’s holiness. If we know Christ, we will show it by our holy walk. While Tozer’s book describes the holiness of God, Bridges’ gives instruction about how the believer should strive for holiness and walk in the power of God through the holiness of the Holy Spirit who resides within us.

Dave Earley and David Wheeler explain what Evangelism Is . . . How to Share Jesus with Passion and Confidence in a book of like title. Evangelism is many things and if the disciple is

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10 Jerry Bridges, The Pursuit of Holiness: Run in Such a Way as to Get the Prize (Colorado Springs, CO: NavPress, 2006).
going to evangelize, he or she should understand what it is and how to do it. The simplicity of the act is made complex by the attitude of those who should be doing it. The authors give many examples of evangelism. They place it in many lights and describe the need for the Christian believer to evangelize. *Evangelism Is . . .* breaks evangelism down to its simplest form to allow the reader to comprehend the scope of what can be accomplished through said evangelism.

John 13:35 says, “By this all men will know that you are my disciples, if you love one another (NIV).” As Earley and Wheeler state, sharing the Gospel is the most important aspect of being a believer. What better way to love one another than to share Christ and live in eternity. It could be stated that John is writing to believers in the above passage. Nevertheless, the love shown one to another will draw others to the love of Christ.

Erwin Raphael McManus has a book entitled *An Unstoppable Force: Daring to Become the Church God has in Mind*\(^\text{12}\). The church is indeed unstoppable, but only through the system outlined by the Word of God. It can be said that God will win no matter what. However, God has chosen to use an unclean vessel, mankind, to do so. Therefore, it is plain to see that the world is degrading before our very eyes. Why, because “The Unstoppable Force” has chosen to use other means to reach the world than what God has outlined in Scripture; namely, discipleship. McManus gives many ways and examples of how to enrich the church. Nevertheless, the most important one is given the least attention; discipleship. The church must learn to activate the Great Commission in the way Christ told us to do. The gospel must be proclaimed and then disciple another to do the same thing. A disciple must multiply, not merely add, if he or she is going to continue to grow the Kingdom for Jesus Christ.


\(^1^2\) Erwin Raphael McManus, *An Unstoppable Force: Daring to Become the Church God has in Mind* (Loveland, CO: Group, 2001).
2 Corinthians 12:9 says, “But he said to me, ‘My grace is sufficient for you, for my power is made perfect in weakness.’ Therefore I will boast all the more gladly about my weaknesses, so that Christ’s power may rest on me (NIV).” God has chosen imperfect vessels to show his perfection. As McManus says, the church is unstoppable when it walks in the power of an almighty God and relies on him alone.\(^{13}\)

*The Disciple Making Church* by Bill Hull is an excellent book for the discussion of discipleship. It is pointed about steps and methodologies to lead disciples to make disciples. It is a book that contains strategies to lead the believer to disciple others. He writes, “Preaching is the first and most important step in the discipling process for the local church.”\(^{14}\) The proclamation is the most important step to discipleship. However, he does not leave the scenario with the proclamation. He explains the need for the precious discipleship that comes only through relationships with one another.

*Jesus Christ Disciplemaker* by Bill Hull gives insights into discipleship from Jesus’ point of view.\(^{15}\) This book gives a vital look into the life of Jesus and how he discipled those who walked with him during his life on this earth. This book integrates the life of Christ with the life of the modern day believer. Hull’s work helps one to understand discipleship in modern society is no less important than that of when Jesus was physically among the people. If one is to disciple, one must know how to disciple. What better way to learn than to look at the life of The Savior.

Prayer is a vital part of discipleship. One important aspect of the plan to teach others to disciple is prayer. Prayer is outlined in the plan for preparation as well as the actual discipleship.

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\(^{13}\) Ibid.


Elmer Towns masterfully and simply explains prayer in his book How God Answers Prayer. Prayer cannot be discounted in any process, but none more important than the preparation for discipling another for Christ. This book takes the reader through various ways of how God answers prayer. Within the process is the means to understand how God speaks to his people. This will be vital information for the new disciple as well as the discipler.

In discussing prayer and referencing Elmer Towns, it is fitting to use the Lord’s Prayer as a Scripture reference. Matthew 6:9-15 and Luke 11:2-4 define the necessity to pray. The Scripture says “when” not “if” you pray. It is a mandate to talk to God. More than that, however, it is a privilege awarded to those who walk in the faith of Jesus Christ to be able to enter into the presence of the Father.

The discipline of the disciple is something that is not taught or focused on in the twenty-first century church. Perhaps teachers are afraid of “scaring the new convert away.” Nevertheless, a disciple without discipline is no disciple at all. The disciple must discipline his or her life to meet with the Savior on a daily basis; this is done in a variety of ways. In Celebration of Discipline: The Path to Spiritual Growth, Richard Foster guides the reader through twelve disciplines. Each one brings the believer to a new plane in the relationship process between the believer and the Savior. Foster explains the need for an in-depth relationship with Christ through disciplining one’s life to walk closer with him.

God calls us to discipline. In fact, it can be said that he is very serious about discipline. Job 5:17 says, “Blessed is the man whom God corrects; so do not despise the discipline of the Almighty.” Hebrews 12:8 says, “If you are not disciplined (and everyone undergoes discipline),

then you are illegitimate children and not true sons.” Those are strong words to show the seriousness of walking in discipline for the disciple.

*Powerful Evangelism for the Powerless* by C. John Miller describes the necessity of evangelism for the modern day church. This short work gives insight to pastors and leadership into evangelism for today. He gives practical steps to evangelism in a no-nonsense way. He outlines methods to be bold for Christ and step out into evangelism to fulfill the Great Commission.

1 Corinthians 15:42-44 says, “So will it be with the resurrection of the dead. The body that is sown is perishable, it is raised imperishable; it is sown in dishonor, it is raised in glory; it is sown in weakness, it is raised in power; it is sown a natural body, it is raised a spiritual body. If there is a natural body, there is also a spiritual body (NIV).” As has been previously stated, God’s power is shown in man’s weakness. The power of God is shown through a “powerless” church. It is only through the majesty of Jesus that the church walks in power and authority.

It would seem if one is to get a good picture of how to evangelize, one should know the culture in which he is trying to evangelize. In Thom S. Rainer’s *Surprising Insights from the Unchurched and Proven Ways to Reach Them* he gives insights into the ways of those who do not attend church. He says that unchurched are not necessarily unbelievers, they can also be those who have been to church and have fallen away or those who have never really committed to the church. The unchurched must be evangelized and can better be reached by knowing their characteristics and what it will take to reach them. This book paints a picture of those who have

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18 Miller, *Powerful Evangelism for the Powerless*.

not committed their lives to Jesus and ways one might utilize to try to bring them back into the church as well as to bring them to Christ for the first time.

Communication is the tool of the evangelist. John C. Maxwell is a master communicator. In his book *Everyone Communicates Few Connect: What the Most Effective People Do Differently*, Maxwell gives many ways for the speaker, evangelist or disciple to communicate with those to whom he or she is speaking.\(^{20}\) Maxwell gives ten chapters how to not only communicate, but to connect to the person or persons one is trying to communicate with. The connection is vital if said communication is going to be conveyed and brought to a successful conclusion. A successful conclusion might be for the communicator and listener to connect for the purpose of striving for the same goal.

1 Timothy 6:18 says, “That they do good, that they be rich in good works, ready to distribute, willing to communicate . . . (KJV).” Communication is a key ingredient to any relationship. The evangelist will need to communicate with the pastor, the pastor will need to communicate with the church and the church will have to communicate with the community in order for discipleship to occur.

Another aspect to be discussed in the field of evangelism is the need for fasting. Elmer Towns’ book *The Beginners Guide to Fasting* will be employed to address this issue.\(^{21}\) Many do not see the need for fasting. In said “many” are pastors as well as laymen. Education on the subject is needed to understand that God has commanded fasting as a means for communication with him. Jesus said, “When you fast . . .” not, “if you fast (Matt 6:16-17).”

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Another book on fasting is John Piper’s *A Hunger for God: Desiring God Through Fasting and Prayer.* This book addresses other aspects of fasting not mentioned in Towns’ book. It gives the reader another perspective in this vital discipline for spreading the Gospel. Fasting is not a discipline that is purported in many churches of the twenty-first century; it is not necessarily a popular subject. Nevertheless, it is a discipline that strengthens the disciple to do the battle of the ministry through evangelism and will be a vital tool for the disciple as well.

Truth must be paramount in the message of the evangelist. He cannot pick and choose the messages he has to “tickle the ears” of those listening (2 Tim 4:3). The true evangelist must proclaim the Gospel of Christ and declare what the Word says. *Truth Decay: Defending Christianity Against the Challenges of Postmodernism* by Douglas Groothuis is a good book for apologetics. This is an excellent book to prepare the evangelist for proclamation of the truth of God.

Jerry Falwell’s *Strength for the Journey* should be a book that can be utilized by anyone who is serious about a ministry for Jesus Christ. This man of faith is an inspiration to anyone who wishes to step out in faith for Christ. Falwell’s life is a testimony to what it is to walk in the power of an almighty God. This book shows a walk of faith that the evangelist will need to brandish if he is to do mighty works for God. The pages of the book offer strength and hope to the one who wants to be a disciple for Christ.

Hebrews 11:1 says, “Now faith is being sure of what we hope for and certain of what we do not see.” Jerry Falwell was a man of faith and an example of how we are to walk in Christ’s

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power as believers. Acts 1:8 says, “But you will receive power when the Holy Spirit comes on you; and you will be my witnesses in Jerusalem, and in all Judea and Samaria, and to the ends of the earth.” Said power is to be used to be witnesses for Christ. It is only through the power that we receive the faith that must accompany the believer in order to disciple a lost and dying world.

It would not seem right to write about evangelism without including the greatest evangelist of our time Billy Graham. Graham’s *Just As I Am: An Autobiography* outlines the triumphs and struggles of any evangelist.\(^{25}\) It was from the pages of this book I received the inspiration and confirmation to not only become an evangelist, but realize there is more to preaching than merely preaching. One must disciple others if he is to be a true disciple. Graham has evangelized the world. This vital work inspires the evangelist to examine every aspect of where the field of evangelism might take him. It inspires the reader to listen to God and walk in the faith of Christ just as has been written in the text of God’s Holy Word.

Psalms 2:7, 9:11, 19:1, 22:31, 30:9, 40:9, 50:6, 64:9, 68:34, 71:16, 92:2, 96:2, 97:6, 106:2, 118:17, and 145:6 all speak to the proclamation of God. To proclaim the mighty God and his love should be the life of every believer. The proclamation of one who loved us enough to leave heaven and come to earth to die for sinners, should be the longing for every Christian. Proclaiming his love is exactly what men like Billy Graham have done for the twentieth and twenty-first centuries. It is up to all disciples to follow suit and give the Gospel to the lost.

“Changing the World, One Story at a Time: Rediscovering Evangelism after Cape Town 2010” by C. Rosalee Velloso Ewell and John Baxter-Brown is an essay that tells how believers are to change the world one person at a time.\(^{26}\) It gives insight as to how one person can make a difference and multiply disciples by building relationships and teaching another to do the same.

In an editorial in Christianity Today, “Make Disciples, Not Just Converts,” the author writes about the need to place discipleship at the top of the list of disciplines needed in the twenty-first century church. The emphasis of the Great Commission has been placed on “Go” instead of “making disciples.” If the church is going to thrive the prominence of discipleship must be brought to the forefront of Christianity. The author writes, “Ultimately, evangelism without disciple-making can only end in cheap grace, not God’s grace.” The thrust of this dissertation is the need for discipleship. However, the evangelist must know that part of that responsibility falls to him. Therefore, the method of discipleship for the purpose of this work is evangelism.

In “Evangelism and Discipleship: The God Who Calls, the God Who Sends,” Walter Brueggemann writes:

God’s call disrupts the lives of settled people, both in biblical times and now. God sends, then and now, to transform the present world, subject to alien powers, into the world God intends. Discipleship and evangelism are, therefore, not primarily about church membership and recruitment but about an alternative way of being in the world for the sake of the world. Brueggemann emphasizes the necessity of the modern day Christian’s calling to proclaim the Gospel. He continues, “. . . the call of God is to discipleship, that is to follow God’s presence and purpose and promise with the disciplines necessary to the project.” The above quote reiterates the thesis of this project as to the importance of discipling others through the use of evangelism.

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29 Ibid, 122.
and the main need for the Christian is to proclaim the Word and then form relationships that lead to a closer walk with Jesus Christ in order for the disciple to multiply him or herself for the glory of God.

If the church is going to be effective in the twenty-first century, it must return to the message of the first century. The message was, and is, plain and simple; “Go and make disciples of nations . . . (Matthew 28:19, NIV).” This mandate must be professed if Christians are to be in the will of God. God has told his people what is expected of them. Christians must once again heed the call if they are to bring the Gospel to a lost and dying world. The world, though unknowingly, is thirsting for the Truth. It is time for all Christians to understand what the mission of the Gospel is. It is the major duty of the evangelist to explain it to them in no uncertain terms and then model the life of Christ through discipleship.
CHAPTER ONE
Improvement Needed

From the First Church to the New World

As previously stated, evangelism in the modern day church has been prevalent, but lacking in effectiveness. If evangelism is going to be successful, discipleship must become a part of the equation.

In the first church, the Gospel was preached and the new convert was added to the fellowship; then the discipleship process began. As Peter preached to the masses, people were converted. Acts 2:42 says, “They devoted themselves to the apostles teaching and to the fellowship, to the breaking of bread and to prayer.” In short, they were taught how to live the Christian life through the Holy Spirit and Apostles teaching; they were discipled. As the church continued to grow, Scripture was given under the inspiration of the Holy Spirit to educate believers how they are to live. Within the Scriptures, it is said time and time again to love each other and be an example, which is the epitome of discipleship. Discipleship is merely the cultivating of the Christian way of life through the example of mature believers.

Over time, the desire to be discipled has dwindled. When the “pilgrims” of Plymouth came to the New World seeking religious freedom, they really meant “freedom of their religion” and no one else’s; they were separatists.¹ The colonies were not founded on the brotherly love that was spoken of in the Word of God. Even so, one should not generalize as to the thinking of those in whom one has not lived with.

It appears as though the pilgrims had good intentions. In Original Intent: The Courts the Constitution, & Religion, David Barth quotes William Bradford as saying, “Having undertaken

for the glory of God and advancement of the Christian faith . . . [we] combine ourselves together into a civil body politic for furtherance of the ends aforesaid.”² Bradford continues, “. . . a great hope and inward zeal they had of laying some good foundation, or at least to make some way thereunto, for the propagating and advancing the Gospel of the kingdom of Christ in those remote parts of the world.”³ In short, they were going to evangelize the heathen, which would be the cause of the Gospel of Christ. Unfortunately, they were to evangelize by “propagating of Christian religion to such people as yet live in darkness.”⁴ Instead of discipling the lost for Christ, they forced their “religion” on the “savages,” becoming savages themselves, forcing the religion of Christianity on them rather than giving the love of Christ and discipling the lost. The scenario has continued and grown worse. The world sees Christianity as a religion of “don’ts” rather than a relationship with a loving Savior and Lord.

As the country grew, the original intent of the founding fathers was propagated, but the message of Christ became watered down in the bureaucracy of the flesh. In his book The Original Argument: The Federalists’ Case for the Constitution, Glenn Beck writes about the intent of the forefathers to promulgate the cause of the Gospel and maintain a country that stood on the principles of the Word of God. Beck writes:

The Founders’ faith in God meant that they believed our rights came directly from Him. . . . But that same faith made them understand that sin was here to stay. They were not naïve enough to believe that a government – any government – could stop human nature. Therefore, the young upstart nation would need a practical government built on and accurate reading of how flawed creatures think and behave in the real world, not in some idealized utopia.”⁵

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3 Ibid.

4 Ibid, 76.

Of course, during the infancy of the country, the Gospel is being preached. It would be presumptuous to say that there was no discipleship; however, it is obvious by the state of the country today, that is has not been done correctly to instill brotherly love. American Christianity is a “foggy” mirror image of the first century church. Even though it can be said that the New Testament shows the troubles of the first church, it is obvious through Scripture that discipleship was taught.

When the New World was started, Christianity was taught as a religion, but the love of the Gospel was convoluted. It became a more of a religion than a relationship. At this juncture, it would be best to clarify that the decline of Christianity did not start with America. It had been in decline, spiritually, since the beginning of the first church. Nevertheless, the thrust of my argument is about American evangelism; therefore, I will remain in that vein for the majority of this work.

As America has grown, the desire to be like Christ has been downplayed and replaced with the desire to be all inclusive. Even though, societally, this seems to be a good philosophy, the proof of the degradation of society proves that it is not. Edwin Gaustad and Leigh Schmidt write in *The Religious History of America*, “While religion often reinforced ethnic cohesiveness, ethnicity sometimes challenged the unifying dimensions of religion. Ethnic loyalty created social community at the same time it threatened or shattered theological and ecclesiastical community.” In other words, without discipleship in Christ, Christianity is just another religion!

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Losing Ground

As the New World turned into America, the country was shaped more by culture than Christ. The “get along” philosophy began to invade every aspect of the American way of life. The First Great Awakening of Colonial America and the Second Great Awakening of the 1800’s seemingly catapulted Christianity forward in America; denominationally Christianity grew exponentially. Nevertheless, it seems that it created few actual “disciples” of Christ who live a Christ-like life. Christianity moved closer to a social gospel. It was not only accepted that one was a Christian, it was expected. However, the label of Christianity does not make one a Christian.

When can it be said that the church changed to more of a social gospel? Truthfully, a valid answer cannot be given. But it is important to understand that man is “fallen” and sinful. Man desires, if only in his mind, to be in control. According to Justo L. Gonzalez’s *The Story of Christianity: The Early Church to the Dawn of the Reformation*:

> The question of the nature and sincerity of his conversion must also be discussed. But what is paramount importance for the story of Christianity is not so much how sincere Constantine was, or how he understood the Christian faith, as the impact of his conversion and his rule both during his lifetime and thereafter. That impact was such that it has been suggested that until the twentieth century the church has lived in its “Constantinian era,” and that we are now going through a crisis connected with the end of that long era.\(^7\)

For the discussion of this work it might be said that Constantine’s conversion begins the degradation of Christianity. How can that be? The reasoning is this; when the church was under persecution, the message of the Gospel remained intact. There was only one message and that was as Paul said, “For I resolved to know nothing while I was with you except Jesus Christ and him crucified (1 Corinthians 2:2).” There were no denominational divisions that kept the church

apart. That is not to say that the first church was a utopia. One does not have to read much of the New Testament to discover the fallacies of believers. However, it is to say that they worked for a solution together through the Word of God.

Much like the church of “Constantinian era (A.D. 300’s),” acceptance of Christianity can be a curse. In fact, socially and politically, it was more advantageous to be a “Christian” around Constantine than not to be. Therefore, many Christians were created in name only. The same might be said for the nineteenth and twentieth centuries. However, that is changing rapidly in the twenty-first century. It is no longer expected to a Christian. In fact, it might be called a detriment in some “circles.” The twenty-first century, when it has become politically correct to be all inclusive and even shun the Christian, the world has degraded fast. One might say, “At least the world was a more righteous place to live during those times;” perhaps, but at least today the mask of deceit has been slightly lifted over those who claim to be Christians. Since it is more accepted to not be a Christian, many have “come out of the closet” and no longer try to hide their lack of faith. That actually makes the target easier to spot. Thom Rainer calls these people “unchurched.”

Though many have followed Constantine’s lead, they have not learned from his mistakes. Our government today speaks of Christianity and even calls itself Christian, but most do not live the Christian life nor walk the walk of Christ. It sees the problems of joining the church with the state, as was done by Constantine, but still imposes one upon the other. It also professes separation of church and state, but makes laws against the freedom of religion. Truly our government has not learned what Constantine seemed to understand. The separation of church

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8 Rainer, Thom S. *Surprising Insights from the Unchurched and Proven Ways to Reach Them.* (Grand Rapids, MI: Zondervan, 2001).
and state is not as necessary as maintaining a godly attitude about both of them. Constantine understood that one cannot work without the other.

The church today is losing ground because of its lack of commitment to discipleship. Christians today no longer devote “themselves to the Apostles teaching and to the fellowship, to breaking of bread and to prayer (Acts 2:42).” The culture of America has invaded the church instead of the church invading the culture. Instead of “devotion” the church is content to be Sunday Christians. Unfortunately, this is not likely to change with the writing of one dissertation. Nevertheless, perhaps it is a starting place if believers will heed its warning.

The New World to Now

The New World brought new hope for those who were seeking freedom. The pilgrims came searching for religious freedom, the Spanish sought power and expansion of territories, the Catholics sought to evangelize for Catholicism and the Protestants sought to evangelize for Protestants. What is left out is evangelizing for Christ. It could be argued that the Christians of the day should not be condemned. After all, they were acting on good intentions. Nevertheless, good intentions usually compound the problem. Many times, good intentions are fueled by ignorance.

It is important to say that one should not mistake the intention of this work. I do not write this dissertation with the means of pointing out the fallacies of days gone by. Neither is it my intention to purport an example of Holiness on my part. God is sovereign and meets people at the level they are. However, it would seem prudent to admit the shortcomings of Christianity of history and seek to make it the relationship God intended it to be until his return.
It is certain that the world must continue into degradation of the world will be in need of a savior; the Anti-Christ. Nevertheless, it is important for the believer to continuously act in the way in which God has laid out in his Word.

Separation from God

America today is enamored with the idea of separation of church and state. However, it is not for religious reasons that separation is sought; it is for power. Additionally, the world thinks it wants God out of its business. The world strives to be in charge. Satan purports the idea that the world without God means peace.

Roger Williams was a proponent of separation of church and state in the mid 1600s. Williams has been labeled as anything from a “precursor of Unitarianism” to a “conventional Calvinist.” Historians have misinterpreted him and theologians have disregarded him. Nevertheless, it cannot be disputed that he played a vital role in the religious freedoms that Americans enjoy today. Even though he is attributed with the separation of church and state, his view was not that the two would be entirely separate, but only that one would not be compelled, forced or otherwise stifled by the other.

Williams’ quarrel was based on his understanding of “Christ’s kingly office.” In his book Roger Williams: American Democracy and the Baptists Curtis Freeman writes:

John Cotton and the Massachusetts Bay Puritans believed that their common wealth fulfilled the types of Israel in the Old Testament that justified the use of civil power by church authorities to punish those like Williams with whom they disagreed. Williams argued that Israel was a type of Christ’s church, not the Puritan commonwealth or any other civil government.9

9 Freeman, Curtis W. “Roger Williams, American democracy and the Baptists.” Source: Perspectives in Religious Studies, 34 no 3, Peer Reviewed Publication Type Article.
One can understand both points of view. God initially set up the kingdom of Israel to be ruled by God. However, through the disobedience of Israel, God granted them a king who was to be guided by the prophet whom God would choose. Jesus is now the Prophet, Priest and King who should rule every aspect of mankind’s life. However, mankind is still in disobedience and steeped in sin. Therefore, mankind will not listen to Jesus any more than Israel listened to the prophet that God gave them to help guide them as a nation. Hence, no matter whether there is separation of church and state or not, man will still want to rule under his own power instead of the power of God. Williams acknowledged that God must be in charge if society is going to work.

Fundamentally, God did not design men to be separate from him. Romans 1:19 says:

... since what may be known about God is plain to them, because God has made it plain to them. For since the creation of the world God’s invisible qualities – his eternal power and divine nature – have been clearly seen, being understood from what has been made, so that men are without excuse.

Romans 1:28 says that man has been given the knowledge of God. It is up to governments as well as churches to follow the example of Christ and live according to the Word of God. In that way, it would seem neither the Puritans nor Williams were right even though the latter seems to be more spiritually motivated than the former. Jesus said in Mark 9:40, “... for whoever is not against us is for us.” This of course rings true of the religious freedom that Williams was purporting. However, it is a freedom that must come from the inside. Jesus further tells Christians they should love their enemies. On the surface it would seem that advocating the separation of church and state is the only course of action to promote religious toleration and harmony. Nevertheless, a government that is totally devoid of God is predestined to fail. While it is plausible that Williams never understood the total implications of said separation, it is obvious in the degradation of American society today that one cannot live in strength without the other.
Today, Muslims perhaps mirror the concerns of the Puritans of long ago. They do not want to separate religion from government. Even though it is religious tyranny, they see Allah as important in their society and are not willing to remove him from the equation of civil affairs.

The religious liberty that Williams promoted and is enjoyed in America today, to the Muslims, is a degradation of their religion that they are not willing to embrace. Perhaps Christians should take some of the same stance about Christianity. Robert F. Shedinger writes:

> Given the way that Islam conceives of God, the world, and the purpose of human life, it should be clear that Islam will be fundamentally opposed to any form of government, be it secular liberal democracy or atheistic communism, that removes the sovereignty of God from its rightful place as guarantor of a just and egalitarian social, political, and economic order.

In other words, when religious liberty imposes restrictions on religion, is it truly religious freedom? For this discussion, the issue is not whether Islam is a true religion: the issue is whether or not the separation of church and state will work in all societies. The “flip side” is, can a tyrannical government be allowed to stand in the name of religious freedom? The Muslims, rightly, recognize that the separation of church and state will lessen the impact of their religion. Islam will most likely not stand for stated separation because it is a religion that has always been dependent upon force and coercion.

Religious freedom is indeed a double edged sword. On the one hand it allows individuals to worship in any way that they wish. On the other hand it can be pointed to as the degradation of the society itself through pluralism. Religion itself is not the answer for peace in the world; only the Prince of Peace, Jesus Christ is the answer.

There has never been a time when America was more immoral than today. While it can be agreed if a man is forced to believe in a religion he has not taken to his heart he will not be

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truly changed, it must also be agreed that God cannot be left out of the equation altogether. To do so lends credence to disaster. It would seem as though Williams’ experiment has not lent itself to the desired effect that he himself had hoped. David Read writes:

Whether he presents himself as a theological controversialist or a nascent linguist, his purposes are to align his activity with God’s scripturally revealed plan for the human community, to remove the obstacles to the unfolding of the divine will in history, and to help open the way for Christ’s triumphant return at the end of the age – which in William’s view, can occur only after the New Testament, and the true form of the church present within it, is embraced throughout the world.11

As the church begins to separate farther and farther from the state, the corruption of power within the government grows ever more prevalent and the true form of the Church is more elusive. According to Abraham Lincoln, the United States is supposed to be a government “of the people, by the people and for the people.”12 The people of the United States include Christians. Unfortunately, Christians have been content to remain anonymous; never reaching out to change another life for Christ. Anonymity has made the church ineffective and irrelevant in today’s society. The church has “bought in” to political correctness and allowed society to dictate its doctrine rather than the Word of God.

Anonymity of the church has done something else as well. It has effectively separated the church from the power of God. The church denies the power of God in the name of political correctness. The late Jerry Falwell was hated by many in the American society. In the seventies, as well as today, his name was, and is, uttered in disdain. Why, because he dared to speak out against the accepted practice of an immoral modern society. He dared preach what the Word of


12 Abraham Lincoln, The Gettysburg Address (Gettysburg, Pennsylvania, November 19, 1863).
God says. His preaching brought feelings of condemnation to those who were, and are, living in sin.

I remember hearing Jerry Falwell speak in the seventies and eighties. Ironically, his stance for the Moral Majority brought condemnation of him from the world. A world that was openly belligerent about what they perceived as condemning speech from Falwell publicly condemned him. Paradoxically, it was not acceptable for Falwell to chastise a fallen nation, but perfectly acceptable for the nation to condemn him for his opinion; of course, that of the Bible as well.

Though not known as a scholarly source, Wikipedia must be brought into this discussion. Wikipedia is an entity on the web that is widely used by Americans. Even though not all information is researched; the average American has no knowledge of that fact and uses the website as absolute! Wikipedia says:

The origins of the Moral Majority can be traced to 1976, when Jerry Falwell embarked on a series of “I Love America” rallies across the country to raise awareness of social issues important to Falwell. These rallies were an extension of Falwell’s decision to go against the traditional Baptist principle of separating religion and politics, a change of heart Falwell says he had when he perceived the decay of the nation’s morality.13

Even though the above statement is based on truth, the full truth is Baptists have always been involved with politics.

The Baptists were a big part of the American Revolution. The Reformed Reader says:

When the General Association met at Depuy's meetinghouse on the second Saturday in August 1775, the ferment in the colony of Virginia, as well as in the other colonies, in determining to resist the oppression of the political and religious establishment, produced a very favorable season for the Baptists. They were, to a man, in favor of any revolution by which they could obtain freedom of religion, having been ground under by Virginia's interpretation of toleration under British laws. They resolved at this session to circulate petitions to the Virginia Convention, or General Assembly, throughout the colony, asking

13 http://en.wikipedia.org/wiki/Moral_Majority
that the state church establishment be abolished and that religious societies be protected in the peaceable enjoyment of their own religious principles and modes of worship.

May we never forget and may we pass on to our posterity that a vital part of our Baptist heritage involves religious liberty in America. Thanks be unto God for great statesmen, such as Madison, who were sensitive and knowledgeable of the needs of our oppressed forefathers and that they had the wisdom to devise or develop a constitution that has enabled us to evangelize our nation. May other peoples of the world be as blessed. God help us to be thankful and instill biblical principles of salvation and government into the hearts of future generations.\textsuperscript{14}

Gaustad and Schmidt write, “Baptists, who spoke much of liberty, found the rhetoric of resistance to all tyranny, civil or ecclesiastical, congenial to their interests and readily adaptable to their theology.”\textsuperscript{15}

On the issue of slavery, a political as well as moral issue, Gaustad and Schmidt write, “And many Baptists . . . did take a stance against slavery.”\textsuperscript{16} Falwell was not going against traditional Baptist principles, he was purporting them.

The state should never be separated from the church! However, the church must be separated from the state. The secular cannot rule the spiritual. Israel wanted a king like all the other nations in 1 Samuel. Saul was described as, “There was a Benjamite, a man of standing . . . an impressive young man without equal among the Israelites—a head taller than any of the others (1 Sam 9:1-2).” Israel chose a king on his looks. They did not seek his heart or even want to know what he stood for. He looked like a king. Sound familiar? Nevertheless, God’s plan was that if there was to be a king, he was to be advised by God through a holy man; in this case Samuel. However, as time went on, Israel got further and further away from listening to God and

\textsuperscript{14} http://www.reformedreader.org/americanrevolution.htm (This Day in Baptist History, ©1993 by E. Wayne Thompson and David L. Cummins).

\textsuperscript{15} Gaustad and Schmidt, \textit{The Religious History of America}, 90.

\textsuperscript{16} Ibid, 250.
the kings became more and more self-sufficient which led to the fall and exile of Israel and eventually, Judah as well.

America is in the same shape. For many years the White House sought counsel from Holy men. For many years they sought the counsel of men like Billy Graham and Jerry Falwell. The White House of the twenty-first century seeks no such counsel. Instead, it touts separation from God in the name of a constitutional amendment that does not exist. The First Amendment to the Constitution states, “Congress shall make no law respecting an establishment of religion or prohibiting the free exercise thereof, or abridging the freedom of speech, or of the press; or the right of the people peaceably to assemble and to petition the government for a redress of grievances.” If one reads it, it is plain to see that said amendment was intended to prohibit the encroachment of the government on religion, not the other way around.

Romans 1:20 says, “For since the creation of the world God’s invisible qualities—his eternal power and divine nature—have been clearly seen, being understood from what has been made, so that men are without excuse.” Mankind knows there is a God, yet by the fallen nature, they seek to fool themselves into believing they have the power to control themselves. It is human nature, fallen nature, to be separate from God. The United States sought its freedom, presumably for the right reasons. Nevertheless, it has chosen to go the way of the rest of the world and repeat history. A society without God, the one true God, will crumble. The United States will crumble if it does not decide to once again place God in the forefront.

The State of the Church

There are many books written about growing the church. However, they are only about surface growth. The core issue, discipleship, is merely skirted. Until taking Dave Earley’s class

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at Liberty University, EVAN 950, the issue of discipleship was never truly illuminated to me. That is not to say that the issue of discipleship has never been mentioned. All of the books about church growth have an element of discipleship in them. Nevertheless, it seems as though discipleship as a solution for the modern day church has been discounted. Earley placed the emphasis on what must be emphasized if the church is going to continue and that is making disciples.

If one were to read all of the books studied to research this dissertation one would discover many great books. Each one gives an account of how to grow the church of Jesus Christ in the modern world. Each one depicts successes and failures to strive for and avoid. Each of the works explains how the church can grow and “be healthy.” Nevertheless, throughout the modern world of America the church is in decline. It appears as though all of the books address the growth of the church numerically. Each book seems to address the way one can see more people in the buildings. Unfortunately, it appears as most of the “growth” is simply people leaving one church to go to another. Sometimes, many people leave smaller churches to meet at one large facility which is then called a “Mega” church. Sometimes, they tire of the larger church to return to the smaller. Unfortunately, that is not what the Bible meant when it said “the Lord added to their number daily (Acts 2:47).”

The church as a whole seems to be Christians moving from one fellowship to another so they can become more comfortable than they were previously. The true meaning of “adding to their number” must be re-realized. The book Radical: Taking Back Your Faith from the American Dream by David Platt examines the need to make disciples. In fact, it goes into detail about the need to become the Christians of the Bible; to stand on one’s faith with fervor. God tells everyone to make disciples. Concerning discipleship Platt writes, “Any Christian can do
this. You don’t need to have inordinate skill or unusual abilities to make disciples. . . . That’s why Jesus says every Christian must do this (italics added).”\(^{18}\)

The church has influenced the culture of America in the past. In fact, it can be said that Christian ethics shaped the values of this country. McManus writes:

On a national scale, we have seen the result of loving our neighbors as ourselves and the extraordinary admonition not to hate but love our enemies. The foreign policy that shaped our response to World War II was largely formed by a Christian ethos. . . . I am not arguing that those who held office were followers of Christ or even believed in God, but the core beliefs and values that shaped their worldview and their understanding of reality and right and wrong were drawn from a Christian context.\(^{19}\)

The above quote was, in the past, indicative of the American philosophy of life. However, that is now changing. America seems to care less and less about nations and has begun an inward focus. Much of this can be blamed on the leadership that is content to live with any god except the God of the Bible. However, the bulk of the responsibility falls to the Christian who is not willing to share the Christ he or she professes to love.

As has been previously discussed, cultural influence has not begun with America alone; it has been a culmination of Christians since the beginning of the church. Paul wrote his letters as a rebuke to those who were being influenced by outside forces other than the church. Nevertheless, in America, it seems to be worse than ever and the toleration for Christianity is declining in general.

The independent spirit of the American citizen is heralded as strength; however, where the church is concerned, this is counter-scriptural. In *Becoming a Healthy Church: 10 Traits of a Vital Ministry*, Stephen A. Macchia writes, “I have found that one of the greatest sins of the


\(^{19}\) McManus, *An Unstoppable Force*, 106.
Christian church today is an independent spirit. ‘We’ll do it our way or no way, thank you very much’ seems to be our attitude.”\(^{20}\) The Christ like attitude of “doing it for God” gets lost in the independent culture of twenty-first century America. Not relying on others can be a good trait when one is talking about providing for a family. Nevertheless, eventually it turns into an attitude of “relying only on myself.” God is left out of the picture all together. The independent mentality has crept into the church and Christians no longer lean on God. They literally circumvent Scripture which says, “Lean not in your own understanding . . .” Conversely, many lean on their own understanding instead.\(^{21}\)

In C. John Miller’s *Powerful Evangelism for the Powerless* he says, “Unfortunately, in the western world the typical church member is already sold out to modern culture and its self-centered lifestyle.”\(^{22}\) In the chapter, “Should We Evangelize the Church,” it would seem the answer should be a resounding, “Yes!” The church must begin to better understand the power available to them for the spreading of the Word of God. Pastors must focus more on the Word and less on worldly situations. Granted, worldly situations are valid in the pulpit. However, once they become the focus, Christ is not. There is more focus on “cute stories” than the Word of a powerful God.

One might say that there must be a balance of “cute stories” and the Word. This can be agreed if the application of the story creates focus on Christ. Too many times the pulpit is used to gain popularity or financial gain in the name of “doing ministry.”

Elmer Towns’ *365 Ways to Know God* is a devotional that helps the believer to focus of Christ. It truly is a book of discipleship. That is not to say that a book can replace the act of

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\(^{20}\) Macchia, *Becoming a Healthy Church*, 29.

\(^{21}\) Proverbs 3:5-6

\(^{22}\) Miller, *Powerful Evangelism for the Powerless*, 117.
discipleship. Discipleship requires relationships to grow and teach another about Christ. It is to say, however, that this book and others like it help believers to focus on what the believer should be focused on; Jesus Christ. The church today is content to seek itself within itself. It does not wish to purport the Commission set before it by God himself. The commission of the church today is about itself; what will serve us best? That is the basic mentality of the average American as well.

Many of the books and much of the literature written about church growth focuses on the Sunday morning worship. While this is an important aspect of the Christian church, it cannot be the only focus. It is difficult if not impossible to fulfill the Great Commission in the corporate worship service. It might be argued that this is the catalyst for discipleship. Perhaps, it should be argued to the reverse. Disciples will come together to praise and worship God. Therefore, a better approach to the dwindling worship services might lie in discipleship rather than rallies. If disciples become the catalyst for worship the church will grow exponentially. If disciples make disciples who make disciples, church growth will turn from the negative to the positive and society will change as well.

Small groups are a popular way of growing the church today; perhaps, because it takes one back to the Great Commission. Small groups are about people making relationships and then bringing others in to join in the relationships; in short, discipleship. In his book *Comeback Churches: How 300 Churches Turned Around and Yours Can Too*, Ed Stetzer and Mike Dodson write, “We are not reemphasizing the need for small groups, which have often been overlaid on already overfull and over-demanding church calendars. Rather, we are arguing for basic
communities to become the very building blocks on which the church is built and is able to expand.”

The church was built on fellowship. Relational living was part of loving each other and was an integral part of being a Christian. Unfortunately, many “Christians” are content to show up on Sunday and then go back to the American way of life never communing with other Christians until the next Sunday. This cannot be if the church as a whole is going to “grow in the grace and knowledge of our Lord and Savior Jesus Christ 1 Peter 3:18).” Church is more than a place to come together and meet once a week. It is a living breathing organism that must have constant nourishment if it is to survive.

The world is content to deny Christ. Why would they not be? It is much more comfortable to follow “the norm” than to step out against the grain. Being a Christian can be uncomfortable. Even the church is content to accept philosophies purported by worldly minds to simply get along and prove that Christians are not “kooks.” However, the philosophy the world has accepted and the church has allowed to infiltrate has no foundational basis. Eta Linneman writes in *Biblical Criticism on Trial: How Scientific is “Science Theology”?*:

> The fascination with historical-critical theology, to which many evangelicals have unfortunately more or less succumbed, lies in its claim to be scientific. It is considered necessary to respect scientific results. But what goes unnoticed is that these “results” are often nothing more than unproven hypotheses forcefully declared to be facts once they have found broad agreement.

If the church is to make an impact in the twenty-first century, it will be necessary to stand on biblical foundations and not hypotheses purported by the general popular thought of the moment.

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It is not surprising that world denies Christ. What is surprising is the loving embrace the church has placed on the world.

Jesus said, “If the world hates you, keep in mind that it hated me first. If you belonged to the world, it would love you as its own. As it is, you do not belong to the world, but I have chosen you out of the world. That is why the world hates you (John 15:18-19).” The world hated Jesus because he is The Truth who calls people to the truth. However, the sinful world loves itself, therefore cannot withstand the truth. Because believers are ambassadors for Christ, believers are hated as well (2 Cor 5:20).

The state of the church is its lack of passion for the Christ who died so that the church could have eternal life. The church is content to embrace the world seeking to placate Christ. Unfortunately, the world has taken a dangerous stance. God wants the undivided attention of those who call on his name. Rev 3:16 says, “So, because you are lukewarm—neither hot nor cold—I am about to spit you out of my mouth.” That is not a Scripture that sounds as though God accepts consolation. God seeks those who have burning desire for him. Others are simply going through the motions.

The power God gives his church is a power that is available to all believers. However, said believers must be willing to not only use the power, but accept the responsibilities that come with the power as well. The responsibility is to proclaim the truth of the Gospel to a lost and dying world. The church must reclaim its position of unwavering dedication to God and reap the benefits as well as the consequences. The consequences are the probability that it will not be accepted by a world enamored with its own self-worth. But the benefits will be to hear the words from the Master, “Well done, good and faithful servant! You have been faithful with a few
things; I will put you in charge of many things. Come and share your master’s happiness! (Matt 25:23)”
CHAPTER TWO
Survey Said?

True/False Survey

To make a well-rounded study of evangelism, it would seem prudent to get the point of view of those who have witnessed evangelism for many years; namely, the church. Two churches were surveyed with eleven true/false questions. Many of the questions were intentionally vague to allow for expression from the surveyed audience. It should also be noted that all who were polled were professing Christians. This was purposefully done. The purpose of this project is to get an idea of the mentality and spirituality of the twenty-first century Christian. This could be done by polling non-Christians as well to get the “feel” of the difference the church is making on the lost. However, it would seem that the proof is in the results of the decay of the world in which we live. Therefore, this work is designed to focus on the solution from the churches point of view and more specifically, the Evangelist himself. What education is needed if the church is going to be effective in the days and years to come; should the Lord tarry for much longer?

The purpose of this chapter is to analyze the questions of the survey so it can be used as a tool for an Evangelist. Some of the questions require supposition and may be interpreted differently by both the interviewee as well as the reader. Nevertheless, they will provide some insight to the way the church thinks. It might be said that since this is only a small sampling, two churches, it is not a good picture of the church at large. However, through personal church membership, almost twenty years of ministerial experience, seven years of seminary and witnessing the mode of operation by many other churches, I believe the findings of the survey are indicative of the way the church of America thinks and operates.
There are certain truths that must be acknowledged by the Christian if the Gospel is to be spread and be effective in this post-modern society. However, many truths are obscured by the thinking of the world rather than the facts of the Word of God. Douglas Groothius writes *Truth Decay*, “...if everything is a matter of interpretation or redescription or perspective *all the way down*, then there are no bedrock facts at all – no facts to relay and no facts to obscure.” The same might be said for the questions on this survey. Although many of the questions are ambiguous and open to certain interpretation, the overall theme of the questions has one factual answer. The answers to the questions are found in the Word and have little argument if one is willing to accept the answers given by God for those who are to be discipled.


The premise of this statement/question is to discover what the church believes evangelism actually is. Although the question itself might seem vague to many people, the way it has been answered reveals the way it was construed. 10.7% of the people surveyed believed that the above statement is true. Fortunately, that means 89.3% believe that it is not only an evangelist who evangelizes. At the very least, it would seem that the Surveyed realize there is something additional to evangelism that must take place in the life of the new believer. Unfortunately, as we continue to look at this study it will also be revealed that many do not have any idea what that “something” entails. Each question by itself reveals a little. But the questions and suppositions of the overall survey reveal much more. It reveals a church that wants to be effective but has not been educated in the ways that are needed to do so.

It can be said that each convert must take upon him or herself to read the Word and learn from an all-powerful Holy Spirit. However, the truth is, not all believers are leaders. In fact, I

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believe it is more likely that most are not! God raises leaders to teach his flock and lead them to an all-encompassing knowledge of him. Instead, many leaders choose to tickle the ears of the Beloved and teach only superficially. In *Growing True Disciples* George Barna writes, “surprisingly few pastors make discipleship a top priority within their ministry.”  

For the purpose of this work we are going to address the evangelist as the person who should begin the process. It might be obvious that is not always the case, sometimes it is the pastor or a Sunday school teacher, etc. Nevertheless, it is a position we will begin from to move to a conclusion.

10.7% is not an alarming number of believers who believe that evangelism is done only by a person who is called to do so. Nevertheless, it is a number that has to be dealt with. While the rest of the Surveyed give “lip service” to way evangelism should be done. It is obvious through the church itself that discipleship is not being purported to a degree that will make the church effective for the Gospel of Christ in the twenty-first century if the church continues in its complacency.


This statement/question was answered true by 50% surveyed. Matthew 28:18 says that the believer is to go and make disciples! This is a mandate by Jesus to grow the kingdom. It is possible that some did not understand the question and answered it wrong. However, by observing the church as a whole it is unlikely. Most believers do not want to make disciples. Possibly the term “do not want” is too strong. Most believers may want to disciple, but do not

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know how or are afraid. In either case, it is the leadership who has not taught the Word well enough for the average Christian to feel equipped to share the Gospel.

I submit discipleship is the essence of being a Christian. It is the character that exudes from one who has been recreated in the image of Christ. Barna writes, “Discipleship . . . is about being and reproducing spiritually mature zealots for Christ.” So, are most not saved? Have only few been “re-created?” I believe those who profess to be a Christian and actively seek to know Christ are saved. In fact, in the beginning of their new life, most seem as though they are dying to tell someone. However, they are quickly shut down by unbelievers and believers seem to inadvertently bring them into the status quo. Believers who believe they are living the Christian life by simply attending church and doing the right things quickly influence the re-born by their complacency. The new Christian simply begins to watch what is modeled to them and emulates it. The believer must get back to being a disciple to change lives for God. This must begin within teaching which can begin with the evangelist. He should not take for granted the pastor and the church knows about discipleship. Discipleship is a major part of the Good News (Matt 28:18-20).

John Sort is quoted in John Piper’s *Let the Nations Be Glad* as saying, “The highest missionary motives is neither the Great Commission . . . nor love for sinners who are alienated and perishing . . . but rather zeal – burning and passionate zeal – for the glory of Jesus Christ.” Within the zeal is the drive for the believer to spread the Gospel and fulfill the Great Commission. Later in the book Piper writes, “The promise (of the Great Commission) extends to “the end of the age,” . . . Therefore, if the sustaining promise is expressed in terms that endure

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until the end of the age, we can rightly assume that the command to make disciples also endures to the end of the age (parenthesis added).“\(^5\)

3. Discipleship Can Be Achieved By Attending Sunday Morning Services.

14.3% answered true to this question. Many in the American Church believe Sunday is enough. It becomes evident in the rest of the week services and service to the Lord. It seems as though the modern day church is content to meld into the tapestry of post-modernism and relax. In Luke 12:20 Jesus gave the parable of the rich fool. The man worked hard all of his life, but there came a day when he believed he had done enough. It was time for someone else do the work. This seems symptomatic of the thinking of the modern day church. A few years ago I was the pastor of a church. I wanted to do F.A.I.T.H training (a door to door evangelism tool put out by Lifeway) with the church. The class I targeted to speak to first was the class that I perceived as being the “heartbeat” of the church. As I presented the plan to reach the lost there was a lot of opposition. Two of the ones who surprised me the most were old missionaries. They had traveled the world spread the Gospel. In the uproar, one old missionary said, “If I had known we were going to talk about this today I would have gone to another class.” The other missionaries response was, “Been there, done that!” Without even the support of the two who were called to spread the Gospel, the initiative died. I did it a few months later and was successful. In the meantime, both men died; one of Lou Gehrig’s and one of cancer. I am not saying that they were taken out because of their attitude. I am simply drawing similarities to the parable. Unfortunately, in the years to come I discovered that classes attitude truly was the heartbeat of the church.

\(^5\) Ibid, 160.
The church of America seems much like the parable. It is content to sit around and allow anyone else to do her job. God must grow weary of complacency and grumbling. If the church believes one can merely be a bench warmer, it is the fault of the leadership; the pastor, the evangelist, the deacons, etc. In *The Disciple Making Pastor* Bill Hull writes, “The disciple-making pastor declares his beliefs concerning discipleship from the pulpit. He proclaims the purpose and goals of the church. In order for disciple-making to become the heart of the church, the pastor must teach it as such.”

4. One Must Be Trained To Be An Effective Evangelist

28.6% marked “true” on the survey with one undecided. It is true that one should be trained as well as possible if he or she is to be an evangelist for Christ. However, it should be noted that believers are not taught to simply get out, spread the Gospel and allow the Holy Spirit to guide. It is the Holy Spirit who does the evangelizing. God wants his people to open their mouths and proclaim his greatness. Perhaps all of the training classes and books have scared the modern day church out of evangelization instead of giving them the confidence to proclaim the Gospel. Perhaps with all of the rules to spread the Gospel the average person believes they can do it wrong and thus hurt the name of Jesus.

Acts 1:8, “But you will receive power when the Holy Spirit comes on you; and you will be my witnesses in Jerusalem, and in all Judea and Samaria, and to the ends of the earth.” It is time that the church of the twenty-first century is reminded of the power that is given to them to proclaim God’s Word. It is “Not by might, nor by power, but by my spirit,” says the Lord (Zech

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4:6). The church continues to seek its own power instead of the power of God. If this trend does not change the church will continue to be ineffective.

It should not be said that no training is needed to evangelize. It is to say that many are unwilling to proclaim the Gospel without training. Since many pastors do not train the flock to spread the Gospel, no one does the work. Jerry Falwell writes in *Falwell an Autobiography*, “At the heart of my Christian faith is the strong belief that people who do not know Christ as Lord and Savior are spiritually lost and that we who know Him are responsible to share His story with those who don’t.”

Falwell’s dream was to train more people for the Gospel than any one else. I believe that goal has been accomplished and still continues. I share in his dream. Therefore it is important to realize that I am not diminishing the importance of training. However, when there is so much emphasis on the training and the power of the Spirit removed, one tends to sit back and wait for the training that never comes. It gives the excuse needed to do nothing.

5. Evangelists Always Follow-Up With New Converts.

When asked the above question 25% said it was true. The reality is, I do not believe it is possible for the evangelist to follow-up with all new converts. Nor is that supposition the premise of the project. The purpose of this work is to assist in the discipleship process from the point of view of the evangelist who is bringing the message. When interviewing evangelists, I discovered that all had some sort of plan to follow-up with new converts. Some implemented the plan better than others, but they each had a plan nevertheless.

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6. Evangelists Usually Have A Plan For Follow-Up.

53.6% of the people polled believe that evangelists have a plan for follow-up. One said, “They should have, but I don’t believe they do.” From these statistics it would appear that they either do not do a very good job of follow-up or the leadership of the church does a poor job of conveying said follow-up. The reality is that most people do not see that much difference, if any, when the evangelist leaves. This statistic should speak volumes to every evangelist. Nevertheless, evangelists go and do a job to the best of their ability. Perhaps they do not even know of the void. Hopefully, a project such as this will inform them of the need to work with those who are left at a previous ministry venue. A plan must be in place at a church for the leadership to maintain discipleship. True, the leadership is responsible for the follow-up, but the evangelist has the responsibility to maintain contact with the churches in which he has ministered to discover any flaws that should be dealt with.

Experientially, most evangelists do not have a follow-up plan, at least not one that is discussed in detail with the pastor. Possibly, the reality is that many pastors would not follow the plan anyway. That statement probably sounds cynical, but most pastors are over taxed and might use the evangelist as a break. That is not to say that pastors do not want to grow their church or are unwilling to allow the Spirit to move. It is to say that when an evangelist is gone, the church generally goes back to business as usual.

7. Discipleship Should Be Done By The Preacher Alone.

This is a telling statistic. 21.4% of the people polled believed this statement to be true. Why would believers believe this for one minute? It would seem that professional pastors have been telling congregations for years that they are the professional and that they can handle the
job. In an effort to “keep the job” pastors have convinced congregations that is what pastors have been hired for. Such thinking has now back-fired on modern day pastors who have finally discovered that it is the Body of Christ who is supposed to share the ministry. It is up to the pastor to teach his flock to disciple and minister to a lost world. Instead, most churches think they hired the pastor to perform weddings, conduct funerals, visit the sick, disciple the church, mow the lawn, and clean the toilets as well as a host of other duties.

It has taken many years for pastors to realize they work for God and not the church. It is not the church who pays the pastor, it is God. If the church does not take care of the pastor they will suffer the consequences, but God will take care of those in whom he has called.

Gene Mims in *The Kingdom Focused Church* says, “. . . evangelism is the ultimate goal of the kingdom focused church . . . No minister, believer or church can say they believe salvation is possible only through the grace of Jesus Christ and then not share that news with the world at every opportunity.” Evangelism and discipleship must be done by ALL believers. There can be no exceptions. Anyone who vocalizes their love for Christ and then does not wish to share his greatness with others should check their spirit.

8. I Have Discipled Another At Least Once In My Life.

This is another telling statistic. For even though 92.8% of the people answered this as true, the reality is that the church does not portray such a claim. It seems obvious that most people do not understand the meaning of discipleship. The Greek word for disciple is *mathētēs*. It means to be a pupil; a learner.9

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A disciple is one who disciples another. A “learner” does not simply do so to learn. He does so to teach as well. As a father has been taught, he will teach his children and then his grandchildren. Knowledge is something that can be passed down from generation to generation. Acts 6:1 refers to the days when the disciples were increasing. How did that happen? It happened because disciples do not simply learn; they shared their knowledge as well. From the above scenario it would seem obvious that the church is not discipling because the Christian church in America is not growing.

Every church leader must model how one is to disciple another. It is through the leadership that the church will grow for Christ. Whether God has called the pastor, the teacher or the evangelist, he expects each to disciple others. Barna writes, “Successful pastors care about the discipleship commitment of their people, they monitor it closely, and they respond when the numbers suggest a waffling of dedication to spiritual advancement.”

9. If I Give Enough Money It Will Count For Discipleship.

Even though 100% of the people answered the above statement “false,” it does not seem as though the church believes it is false. For example, as a pastor I have had many people say that they cannot go on a mission trip or some other discipling event, only to follow-up with, “But I’ll donate some money.” Now, obviously the money is important. It is difficult to do ministry without it. Even Jesus was asked to give money and he did so from a fishes mouth (Matthew 17:24-27). However, money cannot be a substitute for relationships and discipleship.

There was another woman at a church I was pastoring. After the morning sermon on discipleship she left through the front door to congratulate me on my sermon. However, she paused and said, “Don’t forget that all of the people who give money are actually discipling

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people.” I knew what she meant to a degree, but I did not “let her off the hook.” I told her, “No they are not; there is no substitute for the relationships between believers.” She made a stunned face and then left. Money cannot replace the love we are to have for those we are ministering to.

“No servant can serve two masters. Either he will hate the one and love the other, or he will be devoted to the one and despise the other (Matt 6:24; Luke 16:13).” This passage is not saying that money is evil. Money is simply a tool. However, many place more value in making their money than working for the Kingdom. If one gives a lot to the church it is easy to justify working instead of ministering. Their must also be a balance. However, there is no substitute for the believer who shares the Gospel and involves him or herself in another’s life. God is about relationships and focuses on our relationships one with another. When money gets in the way of those relationships, it is not pleasing to God.

10. As Long As I Work In The Church Doing Something I Am Discipling.

10.7% of the people surveyed answered true. Once again, I believe the actual percentage is higher, but I believe that many were trying to answer in the way they thought I wanted to hear, or possibly even the way they thought God wanted to hear. But the reality is, through experience the percentage of those who think working in the church is a good replacement is much higher than 10.7%. One does not have to attend many deacon meetings to discover the true feelings of the leadership; especially those who continuously lack in developing relationships, but will be there for the work day. The true nature of being a servant should be to share in the relationship of Jesus with another. The leadership of the church I pastored did not disciple anyone. In fact, it was difficult to get them down to the front on Sunday morning to counsel another for Christ.
11. I Know Exactly What It Means To Be A Disciple.

Why would the Church of Jesus Christ not know exactly what it means to be a disciple? 75% answered true to this statement; unless they were babes in Christ, why not 100%? And if it is true that 75% of the church understands exactly what it means to be a disciple, why is the church lacking both numerically and spiritually.

I pastored a church in a little town of 5500. If the same people who answered this survey understood what it means to be a disciple, why were there not at least 3000 in the church? Why when asked to invite someone to church would we see no growth from one Sunday to the next? Because the church of Jesus does not know what discipleship is! Discipleship is the multiplication of relationships for the glory of God.

Evangelist Live Interview

Five evangelists were interviewed for this project with the same basic questions that were asked to the laymen. The answers even coincided many times with that of the congregations surveyed. Nevertheless, the ineffectiveness of the church is seen to a lost and dying world that sees the church as irrelevant in the twenty-first century.

Discipleship

All of the evangelists interviewed had some sort of discipleship plan. Most said they kept in contact with the church through the pastor. They recognize the importance of discipleship in the process of evangelism. The new convert who is simply converted and then allowed to go on his or her way will not grow. Like in the parable of the sower, without discipleship one has a better chance to fall away. That is not to say that one can lose his or her salvation but like the parable of the sower in Matthew 13, it is possible one has simply had an experience with God.
and not a conversion. Through the discipleship process the experience can turn into conversion as one learns more about our loving Savior. In *Tell the Truth*, Will Metzger tells of a young man who had an experience with God. However, he was never discipled. When he went to college he met others who had similar experiences. He writes:

> He had enthroned vivid, firsthand, emotional experiences as the criteria and content of faith. Now at college he met others with a variety of experiences and opinions that were not close to Christianity. But their experiences were just as intense. Why was his “religious trip” any more valid? they asked. Before long he was openly denying the faith and continues to do so to this day. He had never really been converted.11

Discipleship must be a part of the Christian experience at all stages and through all Christians.

**Discipleship Plan**

*Prayer*

Evangelists have a plan for discipleship in the church in which they minister. The plan always includes prayer. Prayer is the stability of Christianity. It is the glue that binds Christians with the Father. Communication is the key to any relationship and none more so than the believer with the Savior. The desires of our heart are revealed to God in prayer. Elmer Towns writes in *How to Pray*, “It’s not the formula of words we utter that matters, but rather our willingness to open up our hearts to God.”12

*Preparation*

When asked about preparation, Evangelist Gary Maroney said he did extensive preparation for an upcoming event.13 He talked with the pastor to find “the heartbeat of the

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church.” What is their passion for missions? Do they have a heart for the community? Or, are they merely focusing inwardly? Other preparation is to ask for specific names of people either in the church or in the community that the church has been praying for.

None of the evangelists interviewed came to the event more than a day in advance. Some events are not scheduled far enough in advance to allow for coming earlier. Others said that the pastor’s schedule did not allow coming more than a day. Others worked at camps that would not allow one to come earlier than the day the event started. Perhaps the schedules of the evangelists themselves prevented them from scheduling earlier than the stated time.

**Materials**

Most of the evangelists interviewed use the materials provided by the church or materials the church has been using from the weeks prior to the event. The exception was decision cards or materials needed to add disciples to an email list, newsletter list or mailing list. Gary Maroney was the oldest and most experienced of the evangelists interviewed. He has seen the need to occasionally use materials outside of the church if he has a particular emphasis from God to bring to the church.

There are many evangelistic materials available for an evangelist to spread the Gospel. Gospel tracts are extremely effective and are short to read for a society that is on the go. Some might bring books or newsletters to reach the lost or teach how to reach the lost.

Many of the evangelists also said that the pastor must be consulted before any materials are given out. The pastor is the shepherd of the church in which the evangelist will speak. Therefore, all requests must go through him to honor his position as well as God. God has placed his man in the church and evangelism must go hand-in-hand with the mission of the individual church in which the message is preached.
Follow-Up

All agreed that this was the most important part of the evangelism process. Salvation in itself is wonderful. But leaders must be sure to help new converts make other converts to become true Disciples of Christ. Perhaps it might be good to teach the new convert to begin concentrating on their own lives with God. Most want to jump out and change the world before they realize that they must take time to allow God to change them. This comes through prayer, study and discipleship. In The Emotionally Healthy Church, Peter Scazzero quotes an old Hasidic rabbi as saying on his deathbed:

When I was young, I set out to change the world. When I grew older, I perceived that I was too ambitious so I set out to change my state. This, too, I realized as I grew older was too ambitious, so I set out to change my town. When I realized I could not even do this, I tried to change my family. Now as an old man, I know that I should have started by changing myself. If I had started with myself, maybe then I would have succeeded in changing my family, the town, or even the state – and who knows, maybe even the world.\(^\text{14}\)

It is important to help the new convert understand that their own relationship with the Father is extremely important and helps one to be able to proclaim the Gospel to others. That is not to say that the new convert should not spread the Gospel until he or she has properly studied. Quite the contrary, the excitement of the new convert is exactly what brings others to Christ. However, it is important for the new convert to realize he or she does not have all the answers and should be working with a mature disciple to be able to give another convert the knowledge he or she must have to grow in Christ. This knowledge is given during the follow-up process and should continue for life. Discipleship is a lifelong process. It is not taught or learned in days or weeks.

I Believe in the Great Commission

This question might seem to be a strange question to ask an evangelist. However, I thought it important to actually hear the words from the evangelists as well as ask, “What is your opinion of the Great Commission.” Thankfully, all evangelists interviewed believed in the Great Commission. Sadly, all of them also referred to it as the “Great Omission.” They were concerned that the Great Commission has either been forgotten or misinterpreted for many years. In the Baptist realm, it seems to have been misinterpreted. The focus has been on the “going.” Going is important, but discipleship does not happen merely in the going. The Great Commission says, “Therefore go and make disciples of all nations . . . (Matthew 28:19).” The imperative is in the “making disciples.” The imperative is not in the “going.” Jesus is telling believers to “go” and while they go they must make disciples. Going in and of itself does not get anything done except self-edification. If one goes on vacation he does not merely go never to stop. There is a purpose, a destination that must be reached or else there is nothing truly accomplished.

Making disciples includes looking at the entire Kingdom of God. Once one focuses only on himself, he misses the picture of the Gospel that God shows to the entire world. It seems America in general has forgotten what God wants to do in his church. Unfortunately, as one visits small towns and communities, one finds that Christians are inwardly focused and are concerned only with what is in front of them. In Run with the Vision Sjogren and Stearnes write, “Why aren’t many western disciples aware of the awesome move of God across our globe? Perhaps because much of the west’s view of God’s work in his world no longer matches reality.”\(^\text{15}\) In other words, the “disciples” of the western world are so focused upon themselves that they cannot see what God is truly doing or wants to do in the life of the Christian.

\(^{15}\) Bob Sjogren and Bill and Amy Stearns, Run With the Vision: A Remarkable Global Plan for the 21st Century Church (Minneapolis, MN: Bethany House, 1977) 17.
Discipleship seems to be what has been lost in the church for centuries. There is no true
conversion without discipleship. This can be seen in many who merely go through the steps of
being a Christian but never seem to be regenerated.

Email, Mailing Lists and Newsletters

There were many variations of follow-up through written materials. There was no one
way an evangelist followed up with whom he ministered to. Some only kept in contact with the
pastor, some had newsletters, and some had email lists. Nevertheless, there was the common
denominator of maintaining a relationship.

Discipleship is relationships. Relationships keep the body of Christ sharp. God
commanded believers many times to love one another. It is the relationships one with another
that God is most concerned with. He wants his children to get along. John 13:34-35 says, “A new
command I give you: Love one another. As I have loved you, so you must love one another. By
this all men will know that you are my disciples, if you love one another.” 1 Peter 1:22 says,
“Now that you have purified yourselves by obeying the truth so that you have sincere love for
your brothers, love one another deeply, from the heart.” It is God’s desire that believers have a
deep love for one another. Disciples will love each other. That is not to say there will not be
disagreements, but it is to say that said disagreements must be worked out and allow the love for
one another to grow.

With the technology of the social media, it would behoove the evangelist to incorporate
said technology. The twenty-first century American is seeking relationships or, at the very least,
contact with others. This could possibly be said for the entire world, but I have no criteria to back
that statement up other than the success of social sites like Facebook, Twitter, and Linkedin to
name but a few. These types of sites should be the dream of an evangelist. There are millions of
tweets and postings every day that go out to the world. Why not post the Gospel as one of them?

Discipleship can even be sustained to some degree through social media. Paul and the
disciples used a much slower method to keep contact with those whom were discipled and it was
not only effective, but withstood the test of two-thousand years. It is said that what goes out on
the internet is eternal. What better media to use to proclaim an eternal God? Dwight Frisen’s The
Kingdom Connected: What the Church Can Learn from Facebook, the Internet, and other
networks explains ways in which the modern day church can use modern day tools to reach the
goals of building the Kingdom for Jesus Christ.\footnote{Dwight Frisen, \textit{The Kingdom Connected: What the Church Can Learn from Facebook, the Internet, and other networks} (Grand Rapids, MI: Baker Books, 2009).} Amazon.com says, “Frisen inspires hope for a
connective vision of life with God.” In short, it is up to the modern day church to use modern
day technology to spread the Gospel. Would a modern day evangelist still ride a horse from
place to place and expect to reach as many as those of us who own a car? Of course not! Neither
should the modern day evangelist shun the electronic technologies given to us today.

\textit{Follow-up Cards}

Follow-up cards would seem to be vital for the evangelist who is growing a valid
ministry. Most had this media and use it, but there are some who do not. The card can be used to
begin a mailing list to be able to stay in touch with those in which the evangelist has ministered.
Contact is the life blood for the evangelist. There must be a way to maintain relationships for
future ministry opportunities. This helps in a variety of ways not the least of which is to be able
to return to the venue to proclaim the Gospel, continue relationships and continue much needed
income for the evangelist to be able to remain a fulltime member of the ministry to be able to
fulfill his calling.
Perhaps, if the evangelist does not use cards, he could set out a tablet to collect the information needed to use the technology of today. Of course, one could use technology to collect technology. Simply give a website or a text number to receive information from those in the listening audience.

One evangelist had a drawing to ensure that he received all of the information he could. He simply gave cards at the beginning of the service and asked them to fill them out. He then had a few drawings to give away CDs, Books and etc. I used the same technique after I had seen him and it was very effective.

Arrive Early

Arriving early was not a popular aspect of the evangelistic process. Most said they did not come any earlier than the night before the event. It is easy to see that it would not always be possible to arrive at an event early to help with visitation and/or contact with the lost or the congregation. However, it quite possibly should be factored into the evangelistic tour somehow. Arriving early allows the evangelist to pray with the pastor and church membership. It allows relationships to begin.

While it is probably not feasible to arrive a week early to an event, a day before can do wonders. I have worked with many evangelists who came to the area a day earlier and helped to make contacts, work visitation and prayed with the congregation. Tim Moore of The Gospel Space does many evangelistic events. I invited him and his church to Rockdale to help us with an evangelistic event. About 50 of his members joined us on a Saturday before an evangelistic event. Rockdale is a town of 5500. Along with our 50 or so members, we set out to visit every house in Rockdale. The visitation was a huge success. It not only helped the event itself to be
successful, it gave the membership at our church the confidence to continue to do visitation for later events.

Outcome of the Surveys

So, were the surveys effective as a tool to discover inroads to evangelism? The answer for me is a resounding, “Yes!” The people interviewed gave insight to how the evangelist should formulate his ministry. Obviously, each church and ministry event will be different. It can be seen through the authors and evangelists quoted that there are many different ways of ministering to God’s people. Nevertheless, one thing has been established; the Gospel must be preached and disciples grown for the Kingdom of God. No longer (if they ever should have in the first place) can the Christian simply be content with inviting friends to church. That is merely the beginning of the relationship that is needed to cultivate the discipleship required for a convert to grow in the grace and knowledge of our Lord and Savior Jesus Christ (2 Peter 3:18).

Men called to evangelism are simply that; men. There are no magic potions or specialties of those called. The power comes from the God we serve to do his will. However, it must be noted that a similar calling has been placed on all who bear the name of “Christian.” The surveys reveal that Christians recognize the need to evangelize. In fact, the survey also reveals that Christians believe they are evangelizing. However, the state of America shows that the evangelism process has not been completed correctly; that process has to include discipleship. Moreover, The Great Commission has not been completed with the “going!” The Great Commission has been missed and misread. The church must now wake up and do the Great Commission of “making disciples.”

God has called his people to love one another. Loving one another means to be in a loving relationship with one another; it does not include “bringing someone to Christ” and then
hollering “Next!” If one does not take the time to cultivate the relationship, how can one truly know that the person has been reborn? Evangelism and discipleship go hand-in-hand. As we will see in the remainder of this work, God expects believers to do both.
CHAPTER THREE
Discipleship Through Evangelism

This work is based on the supposition that the evangelist will have only one chance with a new convert. How could one hope to disciple such a person? Discipleship takes years! The answer is in the preparation for the event and follow-up of the event itself. The solution cannot reside only in the evangelist discipling the individual. However, neither does it preclude the involvement of the evangelist in the individual’s life. That means the evangelist must be open to all avenues if he is have the most influence in the life of the maturing Christian and/or the new convert.

Goals to Be Accomplished

Evangelism is manifested through many different ministries. However, the goal of this project focuses on the itinerate evangelist who travels a distance to reach his audience. The goals are multifaceted, but come to one end: discipleship! Today’s Christian America views the evangelist as one who comes to a body, or an audience, to either encourage, exhort or evangelize the message of the Gospel and then goes on his way to the next venue, congregation or audience. I believe what has been lost is the purpose of the message, which is to disciple others to proclaim the Gospel. Furthermore, there has to be more than the message for others to proclaim the Gospel; there must be a workable plan as well through the power of the Holy Spirit. Paul proclaimed the Gospel of the Lord, but he also had a plan to leave believers with those who could disciple them in the Word. Ed Stetzer and Mike Dodson write in Comeback Churches: How 300 Churches Turned Around and Yours Can Too:

Many churches that are stuck on a plateau or spiraling into decline can discover the joy of reaching the peak of revitalization. In many ways, the North American Church has forgotten the joy of climbing the mountain peaks of ministry. It has become
overweight with modern techniques and methodologies and lost sight of its true mission and purpose to simply more and better followers of Jesus Christ.\(^1\)

In other words, it is time to get back to the basics of the Gospel. Eternal salvation is grounded in the Gospel of Christ. As previously stated, this work is by no means an all-encompassing study of evangelism in America. However, it will establish a need and offer a few workable solutions.

Therefore, the goals of this project are to express a need to disciple through evangelism as well as give the steps required to begin such a process. It should be stated that discipleship should be done as a beginning; the first step for a new believer. However, since this does not seem to be the case for many Christians in America, it must be done from this point on. Furthermore, those who have not been discipled or who have not discipled can begin the process today. It can be said that the goals of the process of discipleship can be stated easily. Nevertheless, accomplishing the goal takes years of relational bonding between the discipler and his or her disciple. In *The Disciple Making Church* Bill Hull says, “Paul, an apostle with a unique call from God, had served an apprenticeship under Barnabas. . . . Training others for ministry is the greatest investment any leader makes.”\(^2\) Discipleship is the most important aspect of living the Christian life.

God is a relational God who wants to ensure that we disciple each other through relationships that glorify the name of Jesus Christ. But, how is this accomplished if one merely goes to a location, gives the Gospel and then leaves? There are a variety of ways; all of which take planning and follow-up. The goal of this chapter is to give some ideas for the planning and follow-up of the itinerate evangelist. Possibly even those evangelists who are a normal part of every church.

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\(^1\) Stetzer and Dodson, x.

Who Accomplishes the Goal?

Ultimately, the person who will accomplish the goal of discipling in the local church is the pastor of the church visited and evangelized. However, there are many steps that can happen to aid in the successful discipleship process. Nevertheless, it is not to say that it falls to him alone. Still, he is the leader who will ensure that discipleship continues within his flock.

Many pastors have an idea of discipleship. However, it appears as though many do not know where to begin to disciple those God has placed in their charge. It is up to the pastor to continuously work with the leaders of his congregation and encourage them to disciple the believers. This takes perseverance and a plan; it will not happen on its own.

The first step to discipleship begins with those who will disciple; namely, the pastor, the ministerial staff, the leadership, the Sunday school teacher, and any other person in the congregation who is considered to be mature enough to have a fruitful relationship with one who is seeking maturity in Christ. Therefore, what is required of the pastor is to begin to develop leaders in preparation for the discipling process.

Even though the success of discipleship falls to the pastor, in the context of this chapter, it begins with the evangelist. The process of successful discipleship will be discussed later; suffice to say at this point, the process begins with the evangelist carefully preparing for the visit through communication with the church and constant prayer for the preparation to come.

It should be stated that the discipleship effort for the single itinerate evangelist is a lofty goal. Billy Graham had a full staff and thousands of volunteers who helped to prepare for an event. However, the venue of the average evangelist will most likely not be thousands of people in a stadium. Therefore, there should be no excuses as to the difficulty of the task at hand. If the church is to grow and multiply in America, it must begin with one becoming two, two becoming

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3 Graham, Just As I Am, 790.
four, four becoming sixteen and so on. The way to accomplish the stated goal is for the pastor of the future venue to understand what his obligation is; to disciple his people. It might also be stated that there will most likely be some pastors who might resent the implication that they need “help with their job.” Nevertheless, I believe there will be many more who will appreciate the information to grow the church God has entrusted to them.

It can truly be said that accomplishing the goal will be a team effort. It will be a team of believers who understand the need to grow the church through the multiplication process defined in the Bible as discipleship. In the book *Radical: Taking Back Your Faith from the American Dream,* David Platt says, “You don’t need to have inordinate skill or unusual abilities to make disciples. You don’t need to be a successful pastor or charismatic leader to make disciples. You don’t need to be a great communicator or innovative thinker to make disciples. That’s why Jesus says every Christian must do this.”

When the leadership discovers that the majority of the discipleship falls to the Holy Spirit, it makes the entire process easier to cope with. God expects his leaders to rely on him and trust him to help with the discipleship process. Nevertheless, God wants to use his imperfect vessels (men and women) to disciple others. Acts 1:8 says, “You will receive power when the Holy Spirit comes on you and you will be my witnesses . . .” The main goal of the believer is to be witnesses for Jesus Christ. The training needed for the witness is empowered by the Holy Spirit for proclamation of the Good News.

**Accomplishing the Goal**

Accomplishing the goal of discipleship through evangelism begins with the first contact with the pastor of the church or event coordinator. Even so, the Primary must be the pastor at

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4 Platt, *Radical,* 90.
some point. The pastor is the leader of the church and must “buy in” to the idea of discipleship. Without his leading, the project will not be as successful as it can be or, possibly, will fail altogether. There are many books on leadership and all of them explain the importance of a strong leader; in the case of the church, the pastor; in the case of this chapter, the evangelist. The evangelist must bring the message to the pastor God has told him to bring. At that point, he leaves the message with the pastor who is the most influential person in the church.

At this point, it is important to explain to the pastor that the goal of the evangelism effort is to help him minister to his flock and grow the Kingdom of Jesus Christ. It is not to make anything he has done to the present look bad. Instead, it is to bring everything the church has done to the point of the event come to a culmination of all efforts. The relationship process between the pastor and the evangelist is extremely important. This can be accomplished relatively quickly in most cases.

Pastors are men who have answered the call of God just as the evangelist has. He is trying to do difficult job that is not necessarily appreciated by most. If the evangelist realizes this fact, he will come into the relationship with the pastor in an encouraging way. It is important to know that the pastor is the leader of his flock, not the evangelist. Neither is it the duty of the evangelist to change the doctrine of the church. For example, if a Baptist evangelist agrees to minister at a Lutheran church he has already agreed to some considerations. Obviously, there will be doctrinal conflicts; an evangelist should stay away from the conflict of the doctrinal issues. The truth is there is much common ground that can be stood upon and the evangelist’s job is to proclaim the Gospel. If an evangelist cannot make the concessions needed to minister at a Lutheran church, he should stay out for the Lutheran Church. The job of an evangelist is to
encourage and/or admonish. If doctrinal barriers are raised, the message from God through the evangelist will never be heard.

Obviously, if a Muslim church offers to have an evangelist come to their Mosque, it must be understood that the evangelist is going to preach Jesus. However, the odds of this happening are not very good. But it has happened! If that does happen, as an evangelist you have been given a mission. Normally, the evangelist will cross over into other Christian venues, but must be prepared nonetheless. The relationship with the pastor is extremely important to have a successful conclusion to the discipleship process. The bottom line is that all issues with whatever venue is to ministered in must be revealed to the leadership.

At this point, one might possibly be thinking, “What about Paul, or Peter, or Jesus for that matter. Many times they proclaimed the Gospel to an audience that was not prepared to hear the message.” That is true! However, in each of the cases of the individuals mentioned, they were inserted into a situation to proclaim the Gospel to unbelievers. If one is inserted into such a situation, as an evangelist (or believer for that matter) he has the obligation to proclaim the Gospel no matter the outcome.

Blackaby says in *Spiritual Leadership: Moving People On To God’s Agenda*, “Leaders who are led by God will be willing to lead their people to accept God-sized assignments.” In *An Unstoppable Force: Daring To Become The Church God Had In Mind*, Erwin Raphael McManus says, “The pastor is perhaps, first and foremost, a spiritual environmentalist who awakens the primal essence of the church.” Ed Stetzer and Mike Dodson write in *Comeback Churches*, “On the surface, leadership seems to be more of a secular emphasis or reality than a

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spiritual endeavor. However, the Bible often reflects the fact that God calls people and uses them to fulfill His purposes.”

God recognizes that the leadership of the church is extremely important. “The elders who direct the affairs of the church well are worthy of double honor, especially those whose work is preaching and teaching (1 Tim 5:17).” He raises leaders in the body to minister to the flock and guides them through the power of the Holy Spirit to raise new leaders up for the proclamation of the Gospel.

It is easily seen through the previous quotes that the pastor plays a major role in the success of the discipleship process. Therefore, the evangelist must place equal importance on such a strong leadership position. Perhaps, it might even be the evangelist’s job to encourage the pastor to step up to the position in which he has been called. This will take courage on the part of the evangelist, but God calls his servants to be bold and proclaim the Word God has given him. However, arrogance on the part of the evangelist will do more harm than good, so minister in love; that is where prayer comes in.

A few years ago I became pastor of a Church. Prior to being the pastor I was the Associate Pastor/Music Director of this same small rural church. When I became pastor I felt as though I should lay down my guitar and become only the pastor. Because of the void in the music position, I sought to find a replacement. There was none to be found. I tried out several in the church, but either they could not do the job or were not willing to do so. The church’s worship services floundered during this one year period.

After the first year we had a revival. The evangelist came and ministered the way he was called, but something else happened. He had heard that I was a singer. He asked to hear one of

7 Stetzer and Dodson, *Comeback Churches*, 34.
my CDs. As I took him on the two hour drive back to the airport, he listened to the CD. After the first song he began to strongly rebuke me because I had not incorporated this into my ministry. As he continued to speak, the Lord began to confirm what he had said. The next Sunday morning I picked up my guitar, told the congregation what had happened, and played a song. At the end they began to cheer and many told me that they had been praying that the Lord would reveal that to me. After that, the missing link in our services was filled and we began to grow. God used the evangelist to speak to me. He was bold with me and forced me to listen. He was not concerned with “future employment” from the church. He was more concerned about giving me the message he knew God wanted me to hear.

Even though the pastor is a major player in the discipleship process, the leadership must be consulted, trained and prepared to do their part if the process is to be successful. There is no way a pastor can do all of the work and expect the process of discipleship to be successful. In short, it is impossible for the pastor to disciple everyone. In *Becoming A Healthy Church: 10 Traits of a Vital Ministry*, Stephen A. Macchia writes:

Paul defines for us four major reasons why we are to serve others:

1. To prepare God’s people for works of service;
2. To build up the body of Christ;
3. To reach unity in the faith; and
4. To become mature, attaining the whole measure of fullness of Christ.\(^8\)

He continues, “When churches pursuing health take the mandate of servant leadership seriously, developing leaders takes on new fortitude.”\(^9\) In other words, the importance of discipleship becomes paramount in the life of the church when the leadership begins to understand their important role in the multiplication of the church. In the context of strategic planning, George

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\(^8\) Macchia, *Becoming A Healthy Church*, 119.

\(^9\) Ibid.
Barna writes in *Turn Around Churches*, “The pastor need not be the person who creates every element within the plan but must be the driving force behind the plan.”

**Early Bird**

Even though this has been discussed previously, it is a step that can reap many benefits and is worth repeating. If possible, the evangelist should arrive at the destination a week early. This will ensure that the details of the event have been taken care of and allow time to “tie up any loose ends.” It is understood that this aspect may not always be possible. Today’s society is fast moving and through social media, an evangelist could make up for lost time over the internet or a cell phone. This is where the wonders of the twenty-first century come in!

The reality is most evangelists cannot or will not devote this much time to an event; especially since it is highly possible he will have multiple events to attend in the previous weeks. However, it is a step that is important for the relationship building process. It should also be stated, if an evangelist is going to take this extra step, he should have plenty to do. He should have a plan to work and not simply be under foot of the pastor. Otherwise, this step is counter-productive and better left out altogether.

Arriving early awards the evangelist time to get a “lay of the land.” It allows him to make contacts and, possibly, even allow him to be a part of the visitation. Training can be done within this week for final preparations of evangelism with the leadership. This is an important time of relationship building with the leaders as well.

Unfortunately, arriving early adds additional financial responsibility. This may make it a difficult step to accomplish. Nevertheless, it is an additional step to be thought of and a great tool to use if possible. With today’s technology, it is possible to be somewhere without physically

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10 Barna, *Turn Around Churches*, 94.
being there. Conference calls can be made with the pastor and his staff, emails can be sent, Facebook and Twitter as well as other technological options. In this way, the evangelist can be at an event a week or even months early without even being there. Technology is great if it is used correctly.

An evangelist has not only new technology to rely on; he has the old ways of phones and postal service as well. There are many opportunities for the evangelist to have time work for him. With the technology of the cell phone an evangelist can keep in touch with an upcoming event from virtually anywhere. With the exception of the “dropped call” phone calls can be made all over America. This is an excellent way to stay in contact with a pastor before, during and after an event.

Electronic Media

Part of “arriving early” can be done electronically. If an email list is available, the pastor can send it to an evangelist who can make contact prior to an event with the church to prepare their hearts. Preparation can begin weeks earlier through email sites like icontact which is free to join for up to 500 emails. If the pastor is not willing to divulge the emails of his membership, he can be encouraged to begin to prepare the emails and send them to his congregation in advance. Once again, it should be noted that the pastor is busy. Therefore, perhaps the evangelist should prepare the email he would like and send it to the pastor. The pastor can then forward the message to his congregation with little effort.

It is important for the evangelist to be sure to take care of, or oversee, many of the details of his ministry himself. Pastors are busy and it is possible that little will get done if the church itself is relied on to do the work. Once an evangelist ministers to a church and is successful, much of the groundwork is already laid. Until then, however, it is better if the minister is on top
of the work. Much of this is done through pre-event follow-up with a secretary (if the church has one), outreach co-coordinator or the pastor himself. Be organized! Do not become an extra burden. Prepare behind the scenes. For example, if there is a local paper, get the name and phone number; call the paper yourself to see what has been done. If nothing or little has been done, try to see to the details yourself. If a budget has been discussed, be sure to check with the church so the budget is not exceeded or double ordered.

Social Media

Paul Slack is the president of one of the largest social media marketing companies in the country. He is one of the leading agents to help the entrepreneur expand his marketing base. The same information can be used in the ministry.

Interrupt media such as Radio and TV are diminishing. Another aspect of arriving early and then staying on as an influence in the disciples life is social media. It is important for the evangelist to begin a Facebook page, Twitter and Linkedin. These are free media that are easy to join. Once joined, stay on top of them weekly.

Three important reasons to be on social media are (1) that is where the customers are (2) it is word of mouth advertising at its greatest (3) The old media is not as successful as it has been. The internet is here and is revolutionizing the way we communicate. That is where the customers/lost people are! Beginning relationships on the internet gives a wide variety of opportunities to minister to the lost. People are searching for answers today. Where do they go for those answers? The internet/social media formats. It is important to be consistent when you begin your internet campaign.

The internet is the ultimate word of mouth advertising! Instead of having access to hundreds of people who are excited about a product and/or a meeting, the evangelist has access
to literally millions through social media. If one lets his presence be known, he can make a huge difference in discipleship through this exciting media.

The old media is not as successful as it has been! Newspapers, television and radio are scrambling to keep up with social media. Now there is no need to buy a newspaper; simply go to the internet. Radio is growing obsolete; people listen to music and talk on their cell phones. Even television can be viewed via the internet on a phone, computer, ipad, Kindle, etc. In my own experience I rely on my phone for information more than anything else. The evangelist must tap into the social media if he is to have a wide spread ministry.

**How to Get Started**

The evangelist should get into social media with a plan of how and where they want to go. A good mapped out strategy will take one further down the road. Goals should be in place to see the milestones that are reached. Technological media will help the evangelist to not only promote his ministry, but disciple others as well. As relationships are built, the evangelist can keep in touch daily with those he has encountered. Many churches are now built on this same premise.

Another problem is, nothing happens overnight. It takes work and perseverance to be able to evangelize and disciple those in whom the evangelist ministers. Once one begins a social media campaign, he must continue it if he is to be successful. Perseverance turns into an “overnight” success. As one perseveres, one day he discovers that his work has paid off.

What are we going to give away in order to get listeners and readers to participate. Perhaps the evangelist offers his knowledge in such a way that others will spread the word about his broadcast. Perhaps giving away materials will drive a person to the blog of the evangelist. The main thing is to be consistent. Consistency is to any successful endeavor. If one wants to
climb a mountain, it is impossible to reach the top if he gets to a certain place and then stops. He can get to the place one thousand times and then stop, but he will never succeed in reaching the top of the mountain. One has to continuously make his way to the top if he is to succeed. That is not to say that he will never fail and have to start over. It is to say; however, eventually one will have to continue at some point to complete the task.

The content of the message is important. One must have a content plan that answers the questions people want to know. The blog is going to be the place that is owned by the evangelist where disciples can go to learn. The Tweet, Facebook post or other social sites last for maybe 24 hours. The blog is forever. It goes out and others can look at the blog. That makes the blog important and should be central to all the evangelist does.

Five steps to Success are:

1. Come up with daily activities that will make the media success. The first step is to listen or read what is going on in the Web. Be aware of what people are looking for in their posts.

2. Move into building community. Use the BAM principle (Build community, activate and monetize).[11]

a. Building the community starts with getting a friend to follow your blog and then recommending the site to others. As the site is recommended to others it will expand; word of mouth.

b. Activate means to actively work on the blog at least weekly. Send information to all of your social sites (i.e. Facebook, Twitter, Linkedin, etc.)

c. Monetize is reaping the benefit of the work. This can come in monetary gain as well as relational building between others.

3. Make sure that “follow me” information is placed on the blog, preferably at the top right. Every site leads to all of your sites. Cross pollenate to Twitter, Youtube, Linkedin, Facebook, etc.\textsuperscript{12} In other words, be sure that all of your social information is listed no matter which site is being viewed.

4. Use an email list to let people know you are on the internet. Email your entire list advertising your blog. Remember, the main site is the blog. This is where one can always go to get information about you or your ministry.

5. There must be a reason for people to go to a site. Maybe that will entail the promotions such as free books or CDs to drive readers and listeners to a site. While they are at the site, have additional information ready for them to utilize all that is offered on the site.

\textit{Traditional versus Social Marketing}

Be alright with helping people and allowing relationships to become successful. Remember the work done through the social media is to grow relationships. It is not to become famous or make millions. Social contacts will see right through the wrong motives. All roads should point to your blog. The blog will be the place that can be used to keep in contact with others and allows them to see the success of the ministry. On your blog you own the database.

\textsuperscript{12} Ibid.
Twitter, Facebook and LinkedIn, etc. own their own database. Members of those media do not have access to it. You own the database on your blog which helps to be able to create followers.

**Blogging**

A good blogger is a good story teller. Do not put a thousand words of copy; rather, use bullets or easily read texts. If one goes to a blog or website with thousands of words and no pictures or anything to break up monotony, they will leave; and quick! Be creative! If it is not appealing to you it is probable that it will not appeal to anyone else. Get others to look at your blog to give an opinion. Take advice well. Remember, if one asks, one should expect an answer and not necessarily the answer he wants to hear.

Share the blog often. Some can do it daily, but at least, share weekly. Be sure to give people the availability to be in touch. Consistency is the key to a successful blog. A lot of stopping and starting will damage the relationships being formed. Remember the mountain! Once someone gets in the habit of going to a blog, they expect new content. Give it to them. After all, a rerun may be viewed a few times, but few are going to make a steady diet of it and the idea is to grow as many relationships as can be allowed and still minister.

The content of the blog should include three critical stages.

1. **Awareness to the audience.** This stage allows the audience to view what is being sold or propagated. In other words, this is what will get the reader interested in returning to the blog.

2. **Evaluation stage** formulates their criteria. This stage allows you to hear from the audience or reader. Giving response areas will help to be able to converse with those who visit the site.
3. Decision content. This section is “Why should I believe what you believe?”

Basically, this is the sales stage. It gives the opportunity for the reader to buy what is being sold. In this case, it is the Gospel, which is given for free. Nevertheless, one must understand why they should follow Christ instead of Muhammad or Buddha or Hindu, etc. Most evangelists understand what a decision stage should look like. But, if you don’t, it is simply a page that offers the reader the chance to decide whether he or she wants to accept Christ.

Mix these three stages up through the year. One week give awareness to the audience, one week evaluation and one week decision. Perhaps give awareness and evaluation for a month and then offer decision. Much of the process is repetition and the willingness to remain consistent.

The content tells the reader why they bothered to read the blog in the first place. Therefore, be thoughtful and make it an easy read. Continual research of other blogs will help the blogger to know what is going on in the blogging arena. Do not get stuck in a rut. Be willing to change. If something is not working there is most likely a reason.

Broadcasting lets everyone know about the blog through all of the media mentioned. Conversion allows one to get in touch with the blogger; in this case the evangelist. As was stated earlier, keep all of the media one is a part of on every page of the content. When Tweeting, Facebooking, linking or other conversing, be sure to place what social sites you are a part of prominently on the message. If one opens a restaurant but never puts up a sign, people will drive past the location everyday on their way to lunch somewhere else! If no one knows of the place, they will not stop to eat. The same can be said for a blog or a website. The site must be broadcast if anyone is going to know that it is there.
It has been stated previously that the blog is the most important site. One might be wondering about the website. The blog can easily be changed daily if one so desires. The website might be more cumbersome to work with. A blog is like sitting down to write a letter.

*Promotion*

Promote the blog to all social media. Tweet the headline. This can be done multiple times. Place a saying throughout the day on a Tweet and send it multiple times a day. Perhaps the saying might be different throughout the day. Perhaps it is the same. The point is to include the blog information with the message. Once again, be consistent! The Tweet should not necessarily be to “buy!” It should be used to drive one to the blog. Remember, the blog is the permanent site; the Tweet is only a fleeting moment.

On Facebook it is better to make one posting at an opportune time of the day. If the headline on Facebook seems too much like advertising it will most likely be overlooked. Social media is exactly that, social. It is a medium that is used to grow relationships. So grow them! Place the product at the back of page for now. Once the relationship is grown, the product can be sold. The evangelist is selling Jesus Christ, but can Facebook alone “sell” Christ to others? I believe “no!” for the most part. There must be a relational aspect for one to truly be discipled.

Look at it this way. You go to the city and see a man. He is dressed in orange or some other out of place clothing. He is holding a sign which reads, “Jesus saves! Come to me to find out how.” Even so, no one stops. In fact, for the most part, he is ignored altogether. Why? Is his message not valid? Is he lying to the people? No! There are no relationships in which to build from. However, place another in the same setting who approaches people and asks, “How is your day?” If they respond a dialogue may be formed and the former will have some success in reaching those who are seeking. Will he be able to reach everyone on the street? Of course not!
But the believer is not called to reach everyone; only the ones in whom God has entrusted him to minister to.

On Linkedin maybe you can give a thoughtful saying that might drive others to your blog through a discussion. Always put the information to drive them back to your blog. Linkedin is a different medium to form relationships. Each one of the media mentioned is different and deals with a different type of person. Learn who the audience of each is.

One cannot come across as used car salesman. What is broadcast must be informational most of the time. Ten percent of the time one can offer something to sell to an audience. The Gospel is a little different than sales might be. Nevertheless, it works on the same principle. In other words, a direct message of “You need to be saved!” for example should only be done ten percent of the time. Thought provoking messages will be better served to drive one to the blog so that they can get information about salvation which can be placed on your blog all of the time.

Notice the phrase, “Thought provoking.” The blogger must seek to engage those who take the time to come to the blog. Research for a subject is a must. In this twenty-first century education is a “Google” away. In other words, while readers are reading a blog they can research the content. Be sure the content is accurate. It has been said that the modern day personality is interested mainly in the truth. The audience will not tolerate lies. Ironically, many politicians and celebrities become popular because of lies and that seems to be “OK.” Nevertheless, that is a topic for another study. The truth that is written must be backed up by facts. For even though post-modern truth is relative, according to the populous, the blogger must be truthful relative to the facts he is purporting.  

Focus on the future decision. In other words, get them to trust you. As trust grows, so will the relationship. It is then that the reader will begin to believe in what it is that is being

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promoted. There is no need to exaggerate the truth of Jesus. God does not need anyone to defend him. He needs his servants to give the truth and allow the Holy Spirit to his work.

Use active and passive calls to action. Passive makes sure your contact information is everywhere. Active is a place that actually engages directly the viewer of the blog. The “active” will be obvious in the content of the message. Remember the blog has a twofold message. One is to reach the lost; the other is disciple the believer. If done correctly, it is possible for the blogger to disciple one he has never met. It is the proverbial radio broadcast.

I have a radio broadcast; His Gospel Power. About two years ago I had a call from a listener thanking me for the broadcast. Unbeknown to me, this man had been listening to the broadcast and had accepted Christ a year or two earlier. He wanted to call and tell me what the broadcast had meant to him. Social media and blogging are the same, but on a greater scale. Even though my broadcast is only on a few small stations, it is heard worldwide through the miracle of the internet. I have had people from over twenty six countries and 30 states of America hear the broadcast because of networking.

Many lives will be changed because of the miracle of technology. I do not use that word “miracle” lightly. Because even though men think they have invented the internet, it was truly set up by God from the beginning of time to spread the Gospel and make disciples. Matthew 24:14 says, “And this gospel of the kingdom will be preached in the whole world as a testimony to all nations, and then the end will come.” God wants believers to use every tool available to him or her to spread the Gospel of Jesus.
Be Patient

It has been stated earlier that one should not advertise much on the social sites. Therefore one might ask, “How can one prosper enough to continue his ministry through social media. First, realize that there will be some advertising done on social sites; approximately ten percent of the time. Nevertheless, by driving the reader to the blog, he or she has access to the information twenty-four hours a day, seven days a week.

Secondly, there are no quick solutions, only perseverance. God expects his servants to be consistent and allow him to do the work.

Thirdly, God gives the increase (1 Corinthians 3:6). It is only for the messenger to give the message. God will reap the harvest. He brings those in whom he has prepared and they will accept him on his terms.

Two Steps to Start

1. Do not get overwhelmed.

2. What is your niche? What do you offer that no one else does? Niche marketing does very well in social media. Be sure to have a plan that leads you a successful conclusion.

Do not get overwhelmed! Technology changes every day and to the evangelist who is not familiar with it; it can be overwhelming. Take a deep breath! Each step is done just like walking. One takes one step and then another; before he knows it he is walking. Social media, blogging, the internet is the same. If one does not know what blogging is, go to the source. Web-search “blogging” and begin to learn about it. It is not that hard. There are templates for bloggers to make blogging an easy tool to use. Most of all, it is a free media to be used.
What is your niche? Where does your ministry fit in? Another wonder of the internet is the ability to find the individual niche of one’s ministry. Unfortunately, the “main-stream” ministry is much like the main-stream media. It can be difficult to reach the masses if one is not in his twenties, beautiful and slender. However, that is not the case with social media.

It is important to understand that using all media available will help an evangelist continue with the discipleship process. When the evangelist leaves a venue there are many ways to keep discipleship moving forward as has been explained in this and previous chapters. The most important thing for the evangelist is to take the step.

*Reaping the Reward: The Event*

Earlier in this work we looked at the event itself. Now we will get even more in-depth of reaping the benefits of everything that has been prepared. Prayer has been invoked, many have been contacted, visitation has been made, advertising is done and new relationships have begun.

Remember to collect data for the follow-up. The follow-up begins before the event begins, but the most important aspect of follow-up is the collection of data. There are many ways to collect data for follow-up; some have already been mentioned. If one can afford another laptop, a good way to collect data and save work is to have people actually type their own name into a previously made database. The ones who write their names in the database are already saying they want to be a part of a ministry; why not let them be a part of yours?

The follow-up is the most important part of the evangelistic event. This is where discipleship truly begins; where the leadership is matched with his or her disciple. After one has been led to Christ or led to rededication, the process of beginning a relationship begins. This relationship will help the leader as well as the disciple. In *The Purpose Driven Church* Rick Warren writes, “Many churches mistakenly assume that once a person has received Christ, the
sale has been consummated, and it is now up to the new believer to follow through with his commitment and join the church. This is nonsense.” If the church is doing its job correctly, it should assume that those who are coming into the church and getting saved are not “church people.” Therefore, they would not know what to do to become a member; not to mention, the need to become a member.

Perhaps this is a good time to define leadership. Leadership of the church are those who step up to do what God has commanded him or her to do. Leadership is not an elected office. Leadership is obeying the Word of God and acting on said obedience. Since Christians know that discipleship is mandated by God, all Christians should be discipling. If a disciple is not willing to disciple, he or she should be discipled him or herself. Only after they become one who disciples are they considered a leader. The leader is the one who will ensure that follow-up takes place. Ideally, the church will have leaders ready to do the job. If not, this is one job of the evangelist to begin the discipleship process with the leaders of the church, beginning with the pastor, to help develop what needs to be done to make true disciples.

There are many forms of follow-up, but it has to begin with information to contact the new convert or one who has rededicated his or her life to Christ. For the evangelist this is imperative as well. This contact information plays a vital role for the evangelist to begin his important mailing/email list as well as helping with follow-up of the church. One way to acquire the list might be to have a drawing at the end of the service. Get everyone to fill out a card and a name will be drawn at the end of the service to give away a product such as a book, CD, or other small gift. This will ensure that most not only fill out the information, but turn it in as well (see

Appendix A). Said cards are easily made in a simple format that can be cut into four cards per page with any computer.

Cards

There has been much said about filling out contact cards, but this is a very important aspect of the follow-up process. For all of the technology available, good old fashioned hand written cards can be the life blood of every ministry. These cards should not be discounted nor neglected as to their importance. Once the cards are retrieved, a copy should be made and given to the pastor for his own follow-up through the leadership, but a copy should be maintained by the evangelist. As the believer is placed on the list of the evangelist, he can keep in touch through cards, letters or social media. Social media is an excellent tool that is free to use. This allows the evangelist to join in the discipleship process with the church.

The follow-up should be continued by the church, but the evangelist can be an encouragement to the leadership as well. This encouragement becomes two fold. First, it motivates the leadership to continue the discipleship process and second it allows the evangelist to continue a relationship that will permit the evangelist to return to minister further. An evangelist should not forget about the pastor and leadership of the church as he adds to his social media.

The Message

There is not much to say about the message other than to say, “Preach what God lays on your heart.” There have been many messages compromised under the guise of seeker sensitivity or worse, placating those who are paying the bills. Truly, it is God who pays the bill. The preacher must say what God has told him to say. There is only one way to be obedient and that is
to give the message that has been prepared even though it could be distasteful. God has called his messenger to proclaim the message. If one veers from that path, one cannot expect to be blessed by God. Many want to say only what the listening audience wants to hear. There is a popular preacher today that has vocalized publicly that the way he builds his church is to “Not talk about any of the bad stuff like Hell and sin.” Instead, he gives a positive message that means nothing to anyone who hears it other than to placate the consciences (i.e. tickle the ears) of the audience. It is possible to get financial gain from such messages, thus creating the illusion to a materialistic world that the messages must be from God. Nevertheless, God wants his messengers to tell the truth, which may mean that the messenger is not asked to return. Still, it is what God requires of those he has called to speak for him.

*The Invitation*

For many, the invitation is the culmination of the message and the work that has gone into the meeting, and rightly so. However, I would like to offer another possibility for the invitation. This is where discipleship begins. This is where the evangelist and/or the pastor begin to place those who have committed or recommitted their lives to Christ with a “would be” discipler. Of course, this must be something that was set up in the weeks prior to the event. That is the reason the preparation stage is so important.

*Practice What You Preach*

If one is going to preach discipleship, one should practice discipleship. There is no better way to teach than to for one to practice what one teaches on a daily basis. The minister is called to work with believers. James D. Berkley says, “The Great Shepherd has called us to serve as undershepherds: bringing back the scattered, binding up the broken, and strengthening the sick . . .
We are to feed the flock . . . guiding them to God’s pastures. We are to walk with them through the valley of the shadow of death . . . guarding them from the enemy of our souls.”

In other words, the minister is to be working with those he is shepherding. Throughout the ministry of Jesus he walked with those whom he was teaching. He modeled what the minister was to do in every situation; he “discipled” them. He modeled how believers are to disciple those in whom he or she has been called to minister to.

“Come, follow me,” Jesus said, “and I will make you fishers of men (Matt 4:19).” His model was to be a fisher of men so that the disciples can witness the Fisherman at work. Then, they could emulate what has been modeled instead doing the job in their own way. This is what the Evangelist, Pastor, Teacher, church leader, etc. must do if he or she is to be successful.

The crux of discipleship is to disciple. Dave Earley says, “Make disciples who make disciples.” The Great Commission is the mandate Jesus gave to all believers. He has told us to make disciples. But a disciple is not truly a disciple until he or she has discipled another. God calls his people to multiplication. Genesis 9:7 says, “As for you, be fruitful and increase in number; multiply on the earth and increase upon it.” Many interpret this verse for the multiplication of mankind, which of course in the context is correct. However, the character of God never changes. Therefore, it can be said that the Great Commission began in Genesis.

Most Christians seem to be content with addition. Addition is not a bad thing. But multiplication is much better for the Kingdom. How does the multiplication work? It is simple! Share the Gospel, but do not let it stop there. It is up to all Christians to teach the disciple to disciple another. As that is done, they will teach another to do the same. This leads to

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16 Dave Earley, Liberty University Lecture EVAN 910, November 2011.
multiplication because one is teaching another and not letting the process stop. Christianity has grown in that way since Jesus Christ walked on the earth.

Many ways to keep in contact with new believers has been mentioned in this chapter, but none more important than showing the love of Christ by proclaiming his Gospel. God has given us eternal salvation in Jesus. It is up to those who call on his name to proclaim the Gospel to the ends of the earth. This project is based on the evangelist who is called by God to proclaim his Word. I suppose it might be said a man is called to the office of Evangelist (Eph 4:11). Nevertheless, it must be stated that all believers are called to evangelism. If one is content to sit on the sidelines in a lost and dying world, perhaps it is time to check one’s commitment to Christ. Christ calls his people to commit all to him. In Luke 14:26 Jesus gives some harsh words to the crowd who followed him. He said, “If anyone comes to me and does not hate his father and mother, his wife and children, his brothers and sisters—yes, even his own life—he cannot be my disciple. And anyone who does not carry his cross and follow me cannot be my disciple.”

What does this say to the modern day church that will not even give up a Sunday morning golf game or campout, road trip or party top come and worship an almighty God.

If one is going to be a disciple, he must disciple. It is up to the evangelist to re-instill a powerful calling into a complacent church. Evangelists are on the decline. It is hard to make ends meet. Nevertheless, God continues to call all who will listen to his voice and answer the call to proclaim the Good News of a loving God. The called man of God must understand who he is working for. It is the employer who pays the bills. It is the employer who makes payroll. God is the employer for the man of God. Jesus said in Matthew 6:28-34:

And why do you worry about clothes? See how the lilie of the field grow. They do not labor or spin. Yet I tell you that not even Solomon in all his splendor was dressed like one of these. If that is how God clothes the grass of the field, which is here today and tomorrow is thrown into the fire, will he not much more clothe you, O you of little faith?
So do not worry, saying, ‘What shall we eat?’ or ‘What shall we drink?’ or ‘What shall we wear?’ For the pagans run after all these things, and your heavenly Father knows that you need them. But seek first his kingdom and his righteousness, and all these things will be given to you as well. Therefore do not worry about tomorrow, for tomorrow will worry about itself. Each day has enough trouble of its own.

Jesus was not only speaking to the vocational minister in the above passage, he was speaking to all Christians. Nevertheless, if he says that he will support those who are paid by a secular employer, how much more will he take care of those he said that he employs? Ministers today must boldly step out for God and proclaim what he has told them to proclaim. “Watering down” the message is not obedience to the calling one has been called to.

Time Line Revisited

The timeline was discussed in the introduction, but I believe deserves another look to emphasize the importance of a goal and knowing of its completion. It should possibly be noted that discipleship is never truly completed as far as the relationships that have been formed for the disciples. Perhaps, it might even be said that discipleship is eternal; even though when we see him we will be like him. The effects of discipleship are eternal and can be the topic of another work. Nevertheless, there is a time when the discipled becomes a colleague and shares in a counseling/friendship relationship with the discipler.

What is the goal of the evangelist who seeks to disciple those in whom he hardly knows? Furthermore, when can one say that the goal has been reached? Let’s look at the first question.

The goal of the evangelist is to make new relationships with those in whom he comes in contact with. Many of these relationships will be life-long. Others may not bud into a reciprocating relationship; nevertheless, the evangelist can be discipling another whether he knows it or not. The professor of a University may disciple one of his students, without the knowledge of the professor without having a personal relationship with the student, through
books, articles and newsletters that the student has access to. This might be classified as a one-way relationship. For example: there is an impact to the student through a brief relationship with the professor. I have many such relationships. I watch and learn from those in whom I have sat under in the classroom and still follow them today even though most of them could not pull me out of a crowd.

Other relationships, in which the evangelist participates, grow as well. The focus has to be on the ones in whom the evangelist ministers to. Once the focus becomes the minister himself, the ministry is lost as well as the relationship. Brad Bright quotes Aleksandr Solzhenitsyn in *God is the Issue* as saying:

> Since there are no higher spiritual forces above us and since I – Man with a capital M – am the crowning glory of the universe, then if anyone must perish today, let it be someone else, anybody, but not I, not precious self, or those who are close to me.”

We have pushed God aside and focused on self. And as we have pragmatically focused on self, we have lost the unpragmatic ability to “love our neighbor” – a necessary element of morality.17

Actually, one can go further. If one does not love, one does know God (1 John 4:8). Love is a necessary element to disciple another. In most cases, said love has to begin with the supernatural love given by the Father which buds into a love between individuals that cannot be denied through the discipleship process.

So, what does any of this have to do with a “Timeline?” The timeline itself may be called a supernatural event, because true discipleship is eternal. It transcends everything mortal man can do and places God at the forefront. The evangelist must get back to the prayers that allow the relationships to build. The culture of the Christian must revert from that of the world. The world says, “Every man for himself,” “Look out for number one,” “It’s all about me,” “Trust no one,”

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and the like. The Lord says that it is all about him. Trust in Christ to allow one to see the person who is being ministered to.

When can one know that the goal has been reached? I do not truly believe the goal can be reached this side of heaven. Christian relationships are eternal. When one begins discipleship it continues. Paul modeled the discipleship process in his letters. He never called any of the relationships to a conclusion. Even John Mark, whom he sent away in Acts 15 because of a dispute, was reunited with him in 2 Timothy 4. Relationships ordained by God are eternal.

Nevertheless, it can be said that the goal of discipling another is reached only when the disciple begins to disciple. Without the evidence, the Job is not done. God has called his disciples to proclaim the Gospel. It is up to each of those who are discipled to know and learn to share God’s Word and bring a multiplying relationship to fruition.

God has called the evangelist to spread his Word. He has called each minister, including the evangelist to teach others to evangelize. This chapter has focused on many ways in which to bring the goal of multiplying the Kingdom to fruition. There are many other ways that have not been discussed in this chapter. Each evangelist must seek God and utilize the tools in which God has supplied through knowledge and physical ability to have a successful conclusion in the eyes of God. What it that conclusion? It is impossible to say for sure. The only thing that is sure is that God will use those who are willing to succeed in the way in which he has planned for each individual. No two ministries look exactly alike. Each one is done according to what God has called the minister to. Each success is measured different. It is important to realize that God is the one who dictates what is successful and what is not. God is not confined to bank accounts or membership rolls to declare success. Neither should man be! If man will listen to God and be in
tune with the ministry of God he will stand before God and hear, “Well done, good and faithful servant (Matthew 25).” Until then, continue to do as he has called and you will be blessed.
CONCLUSION OR BEGINNING?

So what, if anything has this study revealed? Is anyone’s life affected by the research revealed? The issue of evangelism cannot be addressed and then discarded. It cannot be one more thing the believer checks of his or her list declaring, “That’s done!” It is an issue that must be cultivated if the Christian church is to thrive. The degradation of the country is evident in the lack of commitment to what the believer has been called to do; evangelize! As apparent, the modern day believer is not taught to spread the Good News. It would seem that the church of the twenty-first century is content to be a storage building for saints rather than a hospital for sinners.

Believers must allow the Holy Spirit to guide them to share the Gospel with those in whom they come in contact with. In *EKG: The Heartbeat of God* Ken Hemphill writes, “We need God’s Spirit. We not only need our own lives recalibrated. We also need God's life inside of us, his eternal Holy Spirit. There’s no other way to live the kingdom life.”1 Throughout the chapters of this work we have discussed the awesome power of God and the infilling of his Holy Spirit needed to complete the task of the believer. The believer cannot hope to complete the work without the help of God. Hemphill says, “If it weren’t for the Holy Spirit of God empowering us to do so, we could no more take the gospel to the far corners of the world than we could take it to the corner of the street.”2

The job of the believer is mandated by God. It is the calling of all who claim the title of Christian. Let’s address some of the questions that have been addressed in previous chapters.

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2 Ibid, 277.
Should The Average Christian Be Concerned With Evangelism Or Is It Reserved For The “Professional” Minister?

It is made clear through the Great Commission that everyone who calls themselves a follower of Christ must teach others to obey everything Jesus has commanded (Matthew 28:18-20). Even though it is clear that God has called some to the “office” of evangelism, the average Christian is not “let of the hook” as the result of said calling (Ephesians 4:11). However, it is equally clear in the context of that same Scripture, as well as the rest of the Bible, evangelist were given “to build up” the rest of the body so it can glorify Christ. Such glorification is used for the purpose of bringing the lost to eternal salvation.

There have been many evangelists throughout the centuries who have given the Gospel. However, the message cannot stop simply because there is no evangelist present. The message of the Gospel has spread to its current height because of those who have been obedient to the spreading of the Word of God. It has been spread by common individuals who choose to obey the Great Commission.

Who is called to evangelism? Every believer in Jesus Christ! Christ expects all of his children to hold the banner of his cross high and proclaim salvation in him. The Bible says to daily take up the cross and follow Jesus (Matthew 16:24). It is the calling of the believer to be willing to suffer embarrassment, ridicule and death if needs be for the cause of Jesus. This has been diminished in the post-modern society of the twenty-first century.

How Should Evangelism Be Accomplished?

Evangelism can only come to fruition through the efforts of all who are believers in Christ. It cannot be said that one man can effectively change the lives of all he comes in contact with. The only way to affect the lives of the common people is through the teachings of Jesus.
These teachings include discipling another for Jesus. It is only through the constant relationships of those who call on His name that the world can hope to have salvation.

It can be said that God can save the world without the help of mortal man. Nevertheless, he has chosen not to do so. He has chosen to use imperfect vessels to proclaim his Word and give hope to the lost. He himself has made the ultimate sacrifice, but he calls believers to be his witnesses to change the world.

What Are The Duties Of The Evangelist?

The duties of the evangelist are multifaceted, but must be broken down into one simplistic goal; spread the Gospel of Jesus Christ. How is this accomplished? By sharing his Word and teaching others to disciple others; teaching disciples to make disciples! In its simplest form, every believer must make disciples who make disciples. The evangelist must be a catalyst to the believer to inspire him or her to make disciples.

How are disciples made? Through relationships! Relationships are formed with individuals and the discipleship process begins. That is not to say that an individual believer will disciple every believer he or she comes in contact with or, in the case of relationships with nonbelievers, will convert every relationship to a saving knowledge of Jesus Christ. It is to say that living in obedience to Christ awards the possibility of converting any relationship to discipleship and/or gives the opportunity to bring someone to the saving knowledge of Christ.

The key is in the persistence of the believer to live a godly life before everyone he or she comes in contact with. It is the duty of the believer to be an evangelist. That is not to say that he or she should belligerently banter everyone he or she comes in contact with. That is not evangelism; that is arrogance and pride! It is to say that every believer should work on relational skills needed to minister the Gospel to anyone at any time.
How Should A Plan For Discipleship Be Implemented?

There are many ways to implement a plan for discipleship. However, the most important plan is to begin. Discipleship can be discussed for years and never started. Once a good plan of action is formulated, the believer needs to simply start. However, it must also be stated that one must begin discipling while making a plan. A grandiose plan is always the desire of those who begin a ministry. But grandiose plans rarely lead to grandiose ministries. By the time the plan is completed the minister is already weary of the task and nothing has been accomplished.

The best plan is to teach disciples to make disciples. This plan requires one person to make a relationship with another person. It is as simple as that! As one forms relationships and teaches others to do the same, the multiplication process takes effect and soon a grandiose ministry is born.

Should The Evangelist Have Any Part In The Discipleship Process?

The itinerate evangelist must play a role in the discipleship process if Christianity is to thrive. One might ask, “What does that look like? How can one who is there for such a brief moment disciple another?” Paul would be at a location for weeks or even months. The discipleship process would be a natural relationship that is formed and then continued. Today’s society is much more mobile. Ironically, society moves faster, but discipleship moves slower.

In the twenty-first century, discipleship must be more intentional. Of one wants to meld into obscurity, it is easy in a mega-church. Recently, I have resigned the pastorate and have gone into fulltime evangelism. I realize the need to be part of a body of believers. Therefore, my wife and I have started going to a mega-church. There are thousands of people in the congregation. Many we cannot hope to have a relationship with. In fact, if we wish to, we can remain in
obscurity and continue going to church. However, obscurity is not what God calls believers to. It is up to Christians to be intentional and find a small group to be a part of. But what of the one who does not feel the need to be intentional? It is up to the church to do the best it can to accumulate data from visitors. Unfortunately, this can be a daunting task. One cannot mandate cooperation. One can simply offer it and pray others will fill out the data.

Another way is for training to be done for mature believers to engage those who they do not recognize. Unfortunately, even though the church we attend would seem to “have everything going on,” we have yet to be greeted when we come in the door. We could literally remain in obscurity. One might say, “The church continues to grow, so it is definitely doing something right.” Nevertheless, from my standpoint, what is being done right is that it is a great “show” every week. That is not to say that the Word is not being preached. The pastor preaches the Word!

It might be said that the Word is what brings people to the church every week. I have to admit, it is the reason my wife and I come back. I do not wish to be a part of a concert every week; I wish to be a part of a body of believers. Nevertheless, if relationship were cultivated beginning with the first time one walks in the door, the church might grow even more.

The Problem With Today’s Evangelists

In a previous chapter this was discussed in greater detail. However, it is worth repeating. Evangelists of the twenty-first century must be more intentional. It can no longer be acceptable for the evangelist to show up at a church, give the music or message and then leave to go to the next church. The intentionality of the ministry of evangelism must lead others to make disciples. Whether this means discipling the pastor or discipling another in the church, the evangelist must make his goal to “make disciples who make disciples” if the church is going to grow.
It might be obvious that making disciples is a goal for more than the evangelist only. Nevertheless, the focus of this work is the evangelist himself. The words of this and other chapters can be used to aid other aspects of church ministries. Nevertheless, the thrust of the topic is to the one who calls himself an evangelist.

Methods

Many methods have been discussed previously, but none more important than cultivating relationships. Evangelism truly happens when others evangelize. Encompassed is “make disciples who make disciples.” The main theme of the Bible is to have relationships. First, one must have a relationship with God and then, miraculously, relationships with others. The Bible states over and over the need for one to love others. Deuteronomy tells its readers to “Love the Lord your God and obey his commands (Deut 6:5)” His commands are simple; love others as you would love yourself. That is the thrust of the Ten Commandments. Jesus breaks it down by saying, “Love the Lord your God with all your heart and with all your soul and with all your mind.” This is the first and greatest commandment. And the second is like it: ‘Love your neighbor as yourself’ (Matthew 22:37; Mark 12:30; Luke 10:27).”

The methods of the Bible for evangelism can be summed up in the word ‘relationships.’ The evangelist who does not seek to form relationships is not focusing one the greatest commandment God gives believers; to love God and others.

Improvement Needed

Much improvement is needed for the church of the twenty-first century to be effective. It has been said that the world has not changed much since years past. According to David Jeremiah that is not true. In The Joy of Encouragement he writes, “The problems of this
generation are far more complex than those of previous periods of history. Things people only
toyed with in past generations have become epidemic today."3 While it can be said that sin has
been around since the beginning and “there is no temptation except what is common to man (1
Corinthians 10:13).” Nevertheless, sin today is acceptable. It is no longer hidden in a closet; it is
flaunted for all to see. One might say, “It is still sin and what is done in secret is still sin.” That is
true, but when one’s sin is accepted, it makes it easier to commit another one and then another.
Before long, people rampantly deny God. Sound familiar?

Improvement can only be found in the relationships of believers one for another. They
will know we are Christians by the love we have for one another (John 13:35). Throughout his
Word, God tells his people to love each other. Most likely, he repeats it so much because he
knows of our propensity not to love. The only true love in the world is God’s love. The rest is
temporary. God’s love is eternal.

_Losing Ground_

Because of the complacency of the church, Christianity is losing ground. Sin abounds in
the world. Nevertheless, grace abounds all the more (Romans 5:20). The church continues to lose
ground in America because of its willingness to allow sin to run rampant. In Romans 6 God says
that the Christian must not allow sin to continue simply because his grace is sufficient. Quite the
contrary, we should condemn sin and walk in the Spirit of his righteousness.

_Separation from God_

The American culture as a whole seems to be content with the “separation of church and
state.” That is not to say that many are distraught with the concept. It is to say that so many are

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allowing it to happen without so much as a raised eyebrow that it is happening unchecked. There are a few stories of those who “buck the system,” but these quickly die and the average Christian goes back to business as usual. After the reign of Hitler there were many Germans who said, “When I could have said something I chose not to, when I finally realized the error of my ways I could not say anything.” As America walks further and further away from God she is danger of history repeating itself.

The State of the Church

As stated above, the complacency of the church of America marks a dismally low state of spiritual welfare for believers. Believers have “bought into” the world system and have not only allowed the world to dictate its actions, but have joined the world with open arms. Israel was to be a people who would show the world what it was like to follow God and be blessed by him. God gave them the opportunity to worship him and show the rest of the world how a loving God cares for his children. Their reaction was manifest in 1 Samuel 8:5 when they said to Samuel, “You are old, and your sons do not walk in your ways; now appoint a king to lead us, such as all the other nations have.” They wanted a king like all of the other nations. Is that not what Christians say to God daily?

Christians are content to have the world dictate how they are to worship God and what is acceptable in the services. Worse, God’s “anointed” allow it to happen. If the state of the church is be upgraded, an immediate repentance must take place. Forsaking the world and its temptations must be priority for the people of Christ.
Survey Said?

The survey of believers led us to believe that the church is thriving and well. Unfortunately, it truly reveals that is what the church thinks. She has been deceived into believing she is doing the work God has for her. Nevertheless, the statistics of the church show otherwise. The church is in decline and the degradation of society is evidence of it. It is time for the church to be honest and recognize there is a problem. It would seem that the main problem is that the church cannot fix itself. The church must once again begin to rely on the Spirit of Jesus to guide her.

Discipleship Through Evangelism

Discipleship can be done through evangelism. However, it takes persistence. There are many methods to bring discipleship to fruition. However, none will work without the believer who is willing to implement them. The evangelist is the main topic of this work, nevertheless, it must be recognized that every believer is called to evangelism in some way or another. True, not everyone is called to the “office” of evangelism, but all are called to make disciples. All are called to proclaim the Gospel. That proclamation cannot be content to be manifested in one’s money or other work that is substituted for making disciples. Evangelism comes through the relationships gained by the power of the Holy Spirit for all who will follow the Great Commission. Not just the “Go” part of the command, but the “making disciples” as well.

Relationships are the key to a successful life with Christ. Relationships are what were started with the ministry of Jesus. Relationships are what were cultivated on the day of Pentecost. Relationships are what have made Christianity the most influential religion in human history and Relationships are what will make the church healthy again. In fact, it can be said that
Christianity is not a religion at all. It is a relationship with a loving Savior who gave his life so that all might have eternal life.

God is in the relationship business. It is up to those who call themselves believers to answer his call. Evangelists are but one cog in the gear of living for Christ, but an important cog. Evangelism cannot be forsaken by the modern church. Most people know that if a gear is missing a tooth it will strip the rest of the gears as well. Every part of God’s calling must be fulfilled if the Gospel is to be spread and the Great Commission be fulfilled. Ephesians 4:11-13 says:

It was he who gave some to be apostles, some to be prophets, some to be evangelists, and some to be pastors and teachers, to prepare God’s people for works of service, so that the body of Christ may be built up until we all reach unity in the faith and in the knowledge of the Son of God and become mature, attaining to the whole measure of the fullness of Christ.

Although this may be the conclusion of this study, it is the beginning of the growth for the Kingdom of God. God calls believers to one day at a time. Jesus said yesterday is gone and we cannot do anything about the future; focus on today; make it a new day and make disciples who make disciples (Matthew 6:25).
APPENDIX A
Example of Visitation Pack
# Contact Card

Schedule **His Gospel Power** to Minister at your Event!

Name ____________________________________________

Address __________________________________________

City____________________ State________ Zip__________

Email ____________________________________________

Phone No. ___________________ accepted the Lord __ redefined my life __ need more info

If you would like to schedule **His Gospel Power** at your event fill out the following section:

Church Name ______________________ Phone ______________________

Church email _______________________

Pastor’s Name _______________________

Comments ________________________________________

Schedule **His Gospel Power** to Minister at your Event!

Name ____________________________________________

Address __________________________________________

City____________________ State________ Zip__________

Email ____________________________________________

Phone No. ___________________ accepted the Lord __ redefined my life __ need more info

If you would like to schedule **His Gospel Power** at your event fill out the following section:

Church Name ______________________ Phone ______________________

Church email _______________________

Pastor’s Name _______________________

Comments ________________________________________
APPENDIX C
Example of Evangelist Needs

Place for Meeting ________________________________________________________
Date of Meeting(s) ___________________________________
Time(s) of meeting(s) _________________________________

Church will provide:
1. Place for evangelist to park his Motorhome with suitable hook-ups at churches expense. A 30 amp system is all that is required, so a simple 110 hook-up (plug) will be sufficient.
2. Three meals a day will be provided for two – Husband and wife
3. The following must be reported as soon as possible so the evangelist will be able to prepare for the lack of equipment.
   i. Adequate sound system – a church will provide the evangelist with the specifications of the existing system to ensure it is adequate for the presentation.
   ii. Adequate power point, projector and screen
4. $.50 per mile (round trip) plus a love offering taken up each service. It is understood that the evangelist shall receive 100% of said love offering. No fees shall be withheld by the church, event, venue or etc. (In the event of a tour the mileage will be prorated between all venues. Therefore, the round trip mileage may not apply in all cases. This will be discussed in the weeks prior to the meeting).

Evangelist will provide:
1. All services agreed to by both parties (Music and Message)
3. Preparation suggestions prior to the event

Additional Information
1. What advertisement will be provided?
   a. Radio
   b. Internet
   c. Facebook
   d. Twitter
   e. Newspaper
   f. Television
   g. No advertisement will be provided by the church
2. Will the church require assistance with Radio Commercials or Newspaper Ad production?

Signed _______________________________________________ Date ______________
Authorized Church Representative

Signed _______________________________________________ Date ______________
Rick Hertless
APPENDIX D

Evangelism Survey
(Circle True or False)

1. Evangelism is a person proclaiming the Gospel and then leaving.  T  F
2. Discipleship is being a Christian. T  F
3. Discipleship can be achieved by attending a Sunday Morning Service.  T  F
4. One must be trained to be an effective evangelist. T  F
5. Evangelists always follow-up with new converts. T  F
6. Evangelists usually have a plan for follow-up. T  F
7. Discipleship should be done by the preacher alone. T  F
8. I have discipled another at least once in my life. T  F
9. If I give enough money it will count for discipleship. T  F
10. As long as I work at the church doing something I am discipling. T  F
11. I know exactly what it means to be a disciple. T  F
APPENDIX E

Informed Consent

Email script – I am conducting a survey for my Doctoral Thesis. Can you please take a few moments to fill out a brief 10 question survey? This is an anonymous survey. There is no need to sign your name and all information will be kept confidential. Thank you for your time.

Blessings, Rick Hertless

Live Interview

(Expound on Questions 1-10 of above survey)
1. I always help the churches I minister in with a discipleship. T F
   Comments ____________________________

2. I have a discipleship plan for the churches in which I minister. T F
   Comments ____________________________

3. I do extensive preparation for the church I will minister at. T F
   Comments ____________________________

4. I have materials to prepare the venue in which I will be in. T F
   Comments ____________________________

5. I have a follow-up plan to help the pastor follow-up in discipleship. T F
   Comments ____________________________

6. I believe in the Great Commission. T F
   Comments ____________________________

7. I have an email or mailing list to follow-up with churches and members. T F
   Comments ____________________________

8. I have a newsletter to mail to those who I minister to. T F
   Comments ____________________________

9. I have cards for people to fill out so I can keep up with them in the future. T F
   Comments ____________________________

10. I arrive early to an area to help prepare for the event. T F
   Comments ____________________________
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Sound Recordings

Vita

Richard E. Hertless, Jr.

PERSONAL
Born: March 20, 1957
Parents: Richard E. (Sr.) and Mary Hertless
Married: Frances C. Compton, June 12, 1976
Children: James Richard born April 21, 1981
Amanda Lynette born August 28, 1983
Grandchildren: three grandsons, three granddaughters

EDUCATIONAL
Public Schools of Dover Pines, New Jersey and Public Schools of Austin, Texas
A.A., Austin Community College, 1984
B.A., Sure Foundation Theological Institute, 2004
M.A.R., Liberty Baptist Theological Seminary, 2007
M.R.E, Liberty Baptist Theological Institute, 2009
M.Div., Liberty Baptist Theological Seminary, 2009
D.Min., Liberty Baptist Theological Seminary

MINISTERIAL
Prison Ministry, Stairway Missions, co-director, (bi-vocational), 1984-1987
Music/Youth Minister, First Assembly of God, Taylor, Texas, 1980-1984
Children’s Ministry, Central Assembly of God, 1979-1980
Assistant Pastor, Associate Pastor Meadowbrook Baptist Church 2004-2007
Senior Pastor, Meadowbrook Baptist Church, 2007-2012
License: July 25, 2004, Meadowbrook Baptist Church, Rockdale, Texas
Ordination: March 4, 2007, Meadowbrook Baptist Church, Rockdale, Texas
Evangelist, His Gospel Power, April 2012 to present

**See Professional, 1987-2004

PROFESSIONAL
Windsor Park Shell, 1967-1976
United States Air Force, 1976-1979
American Service Automotive, Owner/Operator, 1985-1990
C.E.O. CCP, Inc., Granger, Texas, 1997-2004
President of Music and Multimedia Production, 1990-2004

VOCATION SUPPORT
Moderator, FIRM Baptist Area, Cameron, Texas, 2009-2011
Music Ministry, FIRM Baptist Area, 2004-2008
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Rockdale, Texas Ministerial Alliance, President, 2008-2010
October 5, 2012

Richard E. Herdless, Jr.
IRE Approval 1351.100512: A Plan for the Evangelist Who Has One Chance with a New Convert

Dear Richard,

We are pleased to inform you that your above study has been approved by the Liberty IRB. This approval is extended to you for one year. If data collection proceeds past one year, or if you make changes in the methodology as it pertains to human subjects, you must submit an appropriate update form to the IRB. The forms for these cases were attached to your approval email.

Thank you for your cooperation with the IRB and we wish you well with your research project.

Sincerely,

[Signature]

Fernando Garzon, Psy.D.
Professor, IRB Chair
Counseling

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