

# The **Five** Common Evangelism Mistakes and How to **Avoid** Them

The first thing Christ ever taught His disciples was evangelism. **“Follow Me, and I will make you fishers of men” (Matthew 4:19).** He did not say, **“Follow Me, because you are fishers of men,”** but instead **“Follow Me, and I will make you fishers of men.”** If they would do the learning, He would do the teaching.

As one allows Christ to teach in the area of evangelism, he discovers how to avoid common mistakes in the area of introducing others to Christ. So our skills in reaching others can be developed, let's discuss five common mistakes made in evangelism and how to avoid them.

## Mistake #1 - Starting with the \_\_\_\_\_ .

### A. Questions to Avoid:

1. Are you a \_\_\_\_\_?
  - a. The word “Christian” to them may mean a God-fearing person who goes to church.
  - b. Should they answer “yes,” to go any further looks like you are disputing their word.
2. Have you ever been \_\_\_\_\_? or Have you ever been \_\_\_\_\_?
  - a. Non-Christians do not understand what those words mean until you explain them.
  - b. Non-Christians may misunderstand what they mean. Just because they've had some kind of experience, doesn't mean it's been a salvation one.
3. Do you \_\_\_\_\_?
  - a. What you mean by “know Jesus” and what they think you mean may be two entirely different things.
  - b. If they say “yes” you have made it more difficult to present the gospel.

### B. Questions to Use:

1. Have you come to a point in your life that you \_\_\_\_\_ if you were to die, you'd go to heaven?
2. Has anyone ever \_\_\_\_\_ and shown you how you can \_\_\_\_\_ you are going to heaven?
  - a. The issue in the Gospel of John is eternal life. This is the one book of the Bible whose stated purpose is to tell you how to live forever. (John 2:31)

- 1) Although eternal life begins the second you trust Christ, “heaven” puts in understandable words, what you mean by eternal life because it focuses on where that eternal life is spent—in the presence of God Himself.
  - 2) The thrust in the Gospel of John is that God is offering you heaven with earth thrown in, not earth with heaven thrown in.
- c. Non-Christians who go to church every Sunday will often admit they do not know for sure if they were to die, they’d go to heaven.

## Mistake #2 - Giving an \_\_\_\_\_ presentation of the Gospel

A. Sharing the \_\_\_\_\_, instead of the \_\_\_\_\_.

1. The Bible contains 66 books. The gospel contains 10 words.

For I delivered to you first of all that which I also received: that **Christ died for our sins** according to the Scriptures, and that He was buried, **and that He rose again** the third day according to the Scriptures, and that He was seen by Cephas, then by the twelve.  
**1 Corinthians 15:3-5**

B. Inviting the lost to come to Christ, but using terms that are \_\_\_\_\_ instead of \_\_\_\_\_.

1. Phrases to avoid:

a. \_\_\_\_\_

- 1) That is what the New Testament asks a non-Christian to do in one verse. But even in that one verse, the issue is trusting Christ.

**But as many as received Him, to them He gave the right to become children of God, to those who believe in His name. John 1:12**

- 2) Unless he understands the biblical meaning of the word, received, he may accept Christ the way I accept you or you accept me—as a person. But I am not trusting you to get me to heaven, and you are not trusting me. He may do the same thing—accept Christ as a person, but not trust Christ.

- 3) For the sake of clarity, use the words that the Bible uses most, not the one it uses the least!

b. Give your \_\_\_\_\_ to Jesus.

- 1) That’s not what the New Testament asks a non-Christian to do.
- 2) It’s not you giving Him anything; it’s Him giving you everything! (Colossians 2:10)

c. Give your \_\_\_\_\_ to God.

- 1) That’s not what the New Testament asks a non-Christian to do.
- 2) It’s not you giving Him your life; it’s Him giving you His! (1John 5:11)

d. \_\_\_\_\_ Christ into your heart.

- 1) That's not what the New Testament asks a non-Christian to do. Revelation 3:20 is sometimes used to support this wording.

"Behold, I stand at the door and knock. If anyone hears My voice and opens the door, I will come in to him and dine with him, and he with me."  
**Revelations 3:20**

Concerning that verse, it should be noted that:

- 1) The context would indicate this verse is addressed to believers (Revelation 1:5). "The meaning of verse 19 is as many as I love, I rebuke and child-train."
- 2) The Greek preposition translated "in to" in Revelation 3:20 is a word that actually means "toward". Jesus is using figurative language to say to Christians that He will "enter the church and come toward the believer" for fellowship.
- 3) The word "dine" referred to the main meal of the day to which you invited an honored guest. It was the meal given to hospitality and conversation. The offer is one of intimate fellowship, not entrance.

**The point:** The above phrases do not communicate clearly what the Gospel of John means by believe.

2. Terminology to use:

- a. Is there anything keeping you from \_\_\_\_\_ right now?

He who believes in Him is not condemned; but he who does not believe is condemned already, because he has not believed in the name of the only begotten Son of God. **John 3:18**

- b. Not having a \_\_\_\_\_ to present the gospel.

**The solution:** Master the Bad News/Good News approach. It has freed up thousands to talk about Christ with clarity and consistency.

**Mistake #3 - Assuming \_\_\_\_\_**

- A. There are those who know the \_\_\_\_\_, but not the \_\_\_\_\_.
- B. Just as there are those who have a relationship with Christ but are not walking with Him, there are those who are living a commendable life but have never \_\_\_\_\_ Christ.

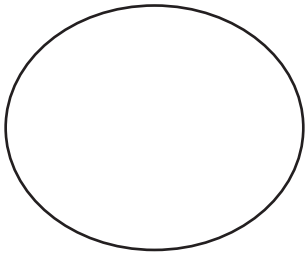
Not everyone who says to Me, "Lord, Lord," shall enter the kingdom of heaven, but he who does the will of My Father in heaven. Many will say to Me in that day, "Lord, Lord, have we not prophesied in Your name, cast out demons in Your name, and done many wonders in Your name?" And then I will declare to them, "I never knew you; depart from Me, you who practice lawlessness!" **Matthew 7:21-23**

And this is the will of Him who sent Me, that everyone who sees the Son and believes in Him may have everlasting life; and I will raise him up at the last day. **John 6:40**

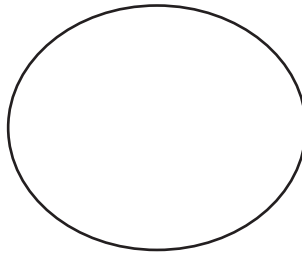
C. Two questions to clarify where they are:

1. Have you come to a point in your life that you know if you were to die, you'd go to heaven?
2. If you stood before God and He were to ask you, "Why should I let you into heaven?" What would you tell Him?

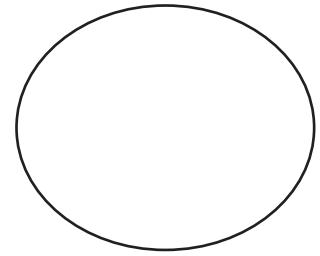
D. Here's how to help people understand:



\_\_\_\_\_



\_\_\_\_\_



\_\_\_\_\_

Mistake #4 - Expecting \_\_\_\_\_ instead of asking God for \_\_\_\_\_.

A. The wrong mentality: You probably don't want to talk about Christ, do you?

1. That often becomes an \_\_\_\_\_ for not sharing the Gospel with a particular person.
2. One \_\_\_\_\_-\_\_\_\_\_ person does not represent \_\_\_\_\_ unbelievers.
3. God is a \_\_\_\_\_ God. If you are willing to do the \_\_\_\_\_, He is willing to do the \_\_\_\_\_.

for the Son of Man has come to seek and to save that which was lost.  
**Luke 19:10**

Do you not say, "There are still four months and then comes the harvest"? Behold, I say to you, lift up your eyes and look at the fields, for they are already white for harvest! **John 4:35**

B. The right mentality: You probably have some interest in spiritual things, don't you?

1. One of the biggest problems non-Christians face that make them approachable about spiritual things is \_\_\_\_\_. The foremost thing the gospel offers is \_\_\_\_\_.
2. \_\_\_\_\_ and \_\_\_\_\_ encourage optimism in evangelism.

Do you not say, "There are still four months and then comes the harvest"? Behold, I say to you, lift up your eyes and look at the fields, for they are already white for harvest! **John 4:35**

*"Among the conditions that people desire for their lives, by far the most desirable is having good health. The next most important aspects are being known as a person of integrity, having close personal friendships and having a close relationship with God."*

**"What Americans Believe | George Barna**

3. It's not that non-Christians don't want to be approached; they want to be approached

\_\_\_\_\_.

With a \_\_\_\_\_ ear, \_\_\_\_\_ heart, and \_\_\_\_\_ spirit.

**But when He saw the multitudes, He was moved with compassion for them, because they were weary and scattered, like sheep having no shepherd.**

**Matthew 9:36**

4. Assume that an open door to \_\_\_\_\_ is an open door for the \_\_\_\_\_.
5. Learn how to \_\_\_\_\_ and effectively turn conversations to spiritual things by talking about people, events, circumstances, etc. Things that fit into these three categories:

_____	_____	_____
Family	Religion	Christ died
Job	Church	Christ arose
Background	Supernatural	

**Mistake #5 - Viewing \_\_\_\_\_ and \_\_\_\_\_ in evangelism as synonyms.**

A. The human (and unbiblical) approach:

1. God is concerned about my \_\_\_\_\_ in evangelism.
2. Success is measured by \_\_\_\_\_.

B. The biblical approach:

1. Your job is to be \_\_\_\_\_. His job is to make you \_\_\_\_\_.

**Moreover it is required in stewards that one be found faithful.**

**1 Corinthians 4:2**

**No one can come to Me unless the Father who sent Me draws him; and I will raise him up at the last day. John 6:44**

2. People are at different stages of \_\_\_\_\_. You may be the fourth of four God is going to use to bring a person to Christ. But with another you may be the fourth of forty-four!

**And he who reaps receives wages, and gathers fruit for eternal life, that both he who sows and he who reaps may rejoice together. John 4:36**

3. So don't ask, "How many have I \_\_\_\_\_ to Christ?" Instead ask, "How consistently do I \_\_\_\_\_ Christ?"

# Conclusion

Talking to others about Christ is a privilege and a skill. The privilege must be accepted. The skill must be developed. What is exciting about evangelism is with each individual with whom I present the gospel, I am. . .

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