

# The Witnessing Manual 2.0



A revision of the original Witnessing Manual  
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Special thanks to  
Ray Comfort & Kirk Cameron  
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The Way of the Master.  
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Unless otherwise noted, Scripture quotations are from The New King James Version (NKJV).  
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## How to Witness... Like Jesus Did

If you can remember four points, you can confidently lead any witnessing encounter. That's right. Remember four main points and you will be in control of every conversation you have about your faith. It sounds like I am going to throw in a set of Ginzu Knives, but I'm not. It really is that simple. Imagine, you will know exactly where you are in a conversation and you will know exactly where it is going. You don't have to study Greek, you don't have to understand archaeology, just remember four things and you are in business.

Ready? Good, here we go.

Before presenting the four points, we need to come to an agreement on a Biblical principle for witnessing. The books of James and 1<sup>st</sup> Peter state that God resists the proud and gives grace to the humble. God is thrilled to give the Gospel of Jesus Christ to someone if they have a humble heart. The problem is most people are self-righteous and they are proud. If you don't think that is accurate, simply ask someone if they think they are a good person. I have done that perhaps hundreds of times and nobody has ever said, "Nope, I am not a good person." People are proud and God resists that.

So, if everyone is proud and God resists them, do we ever get to share the Good News? The answer is a qualified yes. We share the Gospel, but only when someone is humble... just like James and Peter state. The million-dollar question then becomes "how does someone's heart become humble?" For that answer, we need to look at how Jesus witnessed to people.

## How Did Jesus Witness?

We usually don't think of Jesus witnessing to people, but that is exactly what He did. If we want to learn to witness effectively, the way Jesus did, we have to study how He did it. Let's take a moment to do that, and keep in mind our guiding principle is "God resists the proud and gives grace to the humble."

In Luke 18:18-23, a rich young ruler approached Jesus and said, "Good Teacher." Let's stop right there.

Jesus responded, "Why do you call Me good? No one is good but One, that is, God." What on earth does that mean? Have you ever wondered? Jesus was correcting the young man's understanding of good. Most people think they are pretty good... compared to so-and-so. "I'm a pretty good guy compared to Osama bin Laden." But Jesus wanted to adjust the young man's standard. Instead of comparing yourself to your lousy neighbor, compare yourself to God. The question is not how you compare to Saddam Hussein, but how do you compare to God?

So how does one compare himself to God? Compare yourself to the perfect representation of God's character, the Ten Commandments. Let's watch Jesus do that.

The rich kid now asks Jesus the question that most of us would love to hear, "What shall I do to inherit eternal life?" Jackpot! Jesus had a fish wanting to jump right into the boat. This was a no-brainer, right? You and I would probably have told the rich young ruler, "Quick, say a prayer with me before you change your mind. Ask Jesus into your heart."

Watch what Jesus says instead. "You know the commandments: 'Do not commit adultery,' 'Do not murder,' 'Do not steal,' 'Do not bear false witness,' 'Honor your father and your mother.'"

What? Jesus told him to obey the commandments! Was Jesus having a bad day? If anyone knows that keeping the commandments is impossible, it is Jesus. Jesus came to save the world

because we cannot keep the commandments (Romans 3:23), so why did Jesus give that answer? Let's continue with the story.

The rich ruler replied to Jesus, "All these things I have kept from my youth." Imagine that! The kid thought he had actually kept the commandments.

Do you know what that revealed? That's right, pride. (Remember our guiding principle?) So Jesus dug deeper, Jesus went after his pride by telling him, "You still lack one thing. Sell all that you have and distribute to the poor, and you will have treasure in heaven; and come, follow Me." It was then that the rich young ruler was exposed. We know that because the Bible tells us "when he heard this, he became very sorrowful, for he was very rich." Jesus revealed that the rich kid was full of pride and was not humble. Jesus also revealed that he had an idol that he was not willing to give up to follow Jesus. That idol was cash. If Jesus had simply asked the man to say a prayer, He would have produced a false convert.

This kid would have kept money as his god and all of his fellow Christians would constantly have whispered, "Why doesn't he act more like a Christian?" Have you ever asked that question? Have you ever wondered why so many people in our churches don't act like Christians? Why they don't read their Bible? Why they don't volunteer? Why they don't tithe?

## **Why Don't 'Christians' Act Like Christians?**

The answer is painfully obvious. If a person does not act like a Christian, he is not a Christian (James 1). Unfortunately, the church is filled with people like that. Why?

Why are there so many false converts? Because they have been presented an incomplete Gospel, people have been told they have a God shaped hole in their heart that only Jesus can fill, and if they simply ask Jesus into their heart, He will make them feel fulfilled, complete.

This is a modern day evangelism concept that is called "felt needs." Determine what someone's felt need is and then present Jesus in that fashion. Are you divorced? Jesus will make you feel whole. Did your parents not love you enough? God wants to love you and be your Father. Has money not satisfied? Jesus will. Now, will God do all those things? You bet He will. However, and this is crucial, if a person asks Jesus into his heart just to feel whole, that is a false motive and it is very unlikely he is actually saved.

The hole in everyone's heart is not sadness or lack of fulfillment, it is righteousness. This is so important. Jesus did not come to this earth to lay down His life in a brutal fashion so we could be happy. He came to make us righteous, and everyone must come to Him for the same reason - to be made righteous.

If we ask Him into our heart to make us happy, He will not enter and we will not receive the very thing we seek. Instead, if we come to Him humbly (remember our principle?) seeking mercy, then He will give it... and He will then fill up that hole in our hearts. But first things first, our motive in asking Him to save us should be for mercy and not happiness.

Does Jesus give us love, joy, peace, patience, kindness, goodness, gentleness, faithfulness and self-control? Yes, but only after we have repented and put our trust in Him (Hebrews 6:1). God gives us those amazing gifts as the fruits of salvation, but we cannot and must not use those gifts as a draw card for salvation. Consider this, if someone spends time with you only to get what you have to offer (money, gifts, meals, laundry service), you will feel used, and rightly so. You want someone to spend time with you because of who you are, not what you offer. So does God. Following Him only because we want His gifts is not an acceptable faith; it's using God as our self-fulfillment plan.

For a thorough treatment of why the church is filled with false converts, I strongly recommend you get and read this book: **The Way of the Master** by Ray Comfort and Kirk Cameron.

You may also want to read, watch or listen to two of the finest sermons I've ever heard on Biblical evangelism by going to the web links listed below:

- **Hell's Best Kept Secret**  
[www.livingwaters.com/listenwatch.shtml](http://www.livingwaters.com/listenwatch.shtml)
- **True & False Conversion**  
[www.livingwaters.com/listenwatch2.shtml](http://www.livingwaters.com/listenwatch2.shtml)

## **The Use of the Law**

We all must come to Him the same way, in repentance with a humble heart. We all must come to Jesus asking for mercy, not for gifts. That is why Jesus used the Ten Commandments on the rich young ruler:

- to help the young man understand his sin
- to humble the young man so he would ask for mercy

That is why Jesus gave him the Law, not because Jesus temporarily forgot how a person gets saved, but to humble the man and show him his desperate need for cleansing. Therefore, if we are going to be faithful witnesses, we should learn from Jesus and witness the exact same way He did.

In summary, the way Jesus witnessed was this:

### ***Law to the proud, grace to the humble.***

If a person is truly humble - in other words, they understand that they have violated God's Ten Commandments and they understand He punishes sin - then give them grace (like Jesus did with humble Nicodemus in John 3). But if they are proud, and they almost always are, we must use the Law (the Ten Commandments) to make them humble. That is the purpose of the Law.

Charles Spurgeon said, "They will never accept grace until they tremble before a just and holy law." D.L. Moody and John Bunyan made similar observations. John Newton wrote the classic hymn "Amazing Grace," and if anyone had a grip on grace it was Newton. He said that "the correct understanding of the harmony between law and grace is to preserve oneself from being entangled by errors on the right hand and on the left."

Charles Finney said, "Evermore the law must prepare the way for the gospel." He said, "To overlook this in instructing souls is almost certain to result in false hope, the introduction of a false standard of Christian experience, and to fill the church with false converts." Psalm 19:7 says it plainly, "The law is perfect, converting the soul." Paul said, "I would not have known sin except through the law (Romans 7:7)."

If a person does not understand the exceeding sinfulness of their sin; they do not understand how amazing grace is. If we think we only have a little sin, we only have a little grace. But when we understand how grotesquely sinful we are, when we realize we have offended God with word and deed, we then fall at His feet in adoration as we understand that "God demonstrates His own love toward us, in that while we were still sinners, Christ died for us (Romans 5:8)."

Instead of luring people to Jesus by promising life will be better if they just say a prayer, we must use the law as a schoolmaster (Galatians 3:24) to bring them humbly to the cross of Calvary where they can beg for mercy and graciously receive it.

With that preamble, let us witness the way Jesus did, by giving the Law to the proud and grace to the humble. This is how to do it. This is how Jesus did it. If we follow in His footsteps, we will be true and faithful witnesses.

Here are the four steps in witnessing like Jesus did. Commit these to memory and you will be equipped to confidently witness and bring someone to repentance.

## **The Four Steps in a Witness Encounter (WDJD)**

You should never just walk up to someone and start talking about Jesus. Instead, start in the natural and then swing into the supernatural. Talk about football or the weather and then move to the spiritual.

As I write this, Johnny Carson just passed away, so we'll use that to swing into the spiritual.

- "Hey, how are you?"
- "Pretty good, how are you?"
- "Great, thanks for asking."
- "Did you see that Johnny Carson just died?"
- "Yeah, that's too bad."
- "It makes you stop and think doesn't it? What do you think happens after death?"
- "I don't know. I guess I haven't thought much about it."
- "Do you have a Christian background?"
- "I went to church when I was a kid, but not any more."

Jackpot! You are there. Use what is in the news. Ask if they know of a good church in the area, or simply ask if they come from a Christian background. That will lead you directly into the witness encounter. Now that you are there, just remember these four points in order.

To make them easier to remember, I'm going to give you a mnemonic device.

### **WDJD = What Did Jesus Do?**

That's it. Remember those four letters (WDJD) and you'll always know where you are and where you should be heading in any given witnessing encounter.

Now, I have to confess, the first step is the hardest one. There is no easy way around this. It may be hard for you to ask this, but ask this you must. (Wow! That sounded kind of King James.) Keep in mind, I have asked this too many times to remember; and no one has ever punched me or been offended. I promise, once you get past step one, you are home free. Ready? Beg God for courage and ask...

### **Would you consider yourself to be a good person?**

This will expose if they are proud or humble (remember our principle). If they say no (which is highly unlikely), qualify them to see what they mean. Chances are they are either kidding or they are maybe feeling bad about something they have done that has disappointed another person (not God). Unless they say, "I have sinned against God (Psalm 51)," they are not humble.

Expect them to say, "I'm a pretty good person." That is pride and self-righteousness. Now you are ready to use the Law to humble them and move to Step 2.

*Side note: Nobody has ever asked, "Who do you think you are? What are you trying to pull?" People are anxious to talk about themselves... honest.*

### **Do you think you have kept the Ten Commandments?**

Some will say "yes," some will say "no."

Regardless, you say, "Let's take a look at a few and see. Have you ever told a lie?"

Some will say sure, others will say 'white lies,' some will try to deny it. In the latter case, gently push. "Do you mean to tell me you have never told anyone a lie... in your entire life?"

Perhaps they'll say, "Yeah, maybe once or twice."

You then respond, "What does that make you?"

Most people respond with something like "human," "normal," or "a sinner." It's our nature to avoid owning or naming our personal sins. They must admit their sin and call it what it is. You can lead them to this by asking, "If I told a lie, what would you call me?"

They'll usually catch on and answer, "A liar."

Take it back to them. "So if you've told lies, what does that make you?"

They should say, "A liar."

Now ask them, "Have you ever stolen anything, regardless of it's value?"

Many will say, "No... never." If so, in a light tone say something like, "Really? I don't believe you. You've just told me you're a liar. In your whole life, you've never taken anything that doesn't belong to you, even if it's small?"

They may say something like, "Yeah, OK, when I was a kid."

You ask, "So what does that make you?"

They should answer, "A thief."

Now tell them, "Jesus said, 'Whoever looks at a woman to lust for her has already committed adultery with her in his heart.' Have you ever looked at someone with lust?"

Surprisingly, most are pretty open with this one, and you'll get an "Uh-huh."

These are the most common three Commandments used in this witnessing approach, but you may want to take them through as many commandments as you can; pick which ones you want and use as many as possible. Let the Spirit lead you. I tend to use as many as I can get away with. Note the third commandment really seems to affect people.

Here is how I go through each one.

#### **1. Have you always put God first in your life?**

God says that He is supposed to be the primary love of our life. Jesus said that our love for God should be so great, that our love for our parents, kids, friends, even our own lives should seem like hatred by comparison to our love for God.” (They may say, “I don’t believe in Jesus.” You just respond, “I know you don’t, I’m just telling you what He said.”)

## **2. Have you ever made a graven image?**

Have you made a god to suit yourself, either with your hands or with your mind? Perhaps you have said, “My god is a god of love and he wouldn’t send anyone to hell.” You’d be right. Your god wouldn’t send anyone to hell. He can’t. Your god doesn’t exist. He is a figment of your imagination and that is called idolatry. It’s the oldest sin in the book and God warns us that idolaters “will not inherit the Kingdom of God.”

## **3. Have you ever taken the Lord’s name in vain?**

(Remember, some will try to wiggle, just push a little... “You mean you have never used His name to express anger or disgust?”)

So instead of using a four-letter filth word to express disgust, you have taken the name of the One who gave you life, breath and everything precious to you, and you have dragged it through the mud. Wow! People don’t even use Hitler or Osama bin Laden’s name to swear and you use Almighty God’s name? That is called blasphemy and God promises He “will not hold him guiltless who takes His name in vain.”

*Note: You should be noticing something at this point. They will either start to get quiet (shut up under the Law, Romans 3:19), or they will be getting agitated. Watch for body language. Frequently at this point, people tip their hand by trembling, twitching or their eyes will fill with water. That is good. Continue with the Commandments as you feel the Spirit move you. If someone is super lippy, use a few more then move onto to Step 3.*

## **4. Have you kept the Sabbath holy?**

God requires one day out of seven and you have failed to give Him what He has demanded. May I ask how many times you have failed to bow your head before your meal and thank Him for the food He has provided? How many thousands of times have you just greedily dug in without thanking your Provider?

## **5. Have you always treated your parents in a way that is pleasing to God?**

God does not forget the sins of our youth. The Bible tells us “rebellion is as the sin of witchcraft.” (1 Samuel 15:23)

## **6. Have you ever murdered anyone?**

(With relief they will usually say no.)

That’s good to hear. Have you ever called someone a jerk, moron or idiot? Jesus said, “Whoever is angry with his brother without a cause shall be in danger of the judgment” and “Whoever says, ‘You fool!’ shall be in danger of hell fire.” Further, the Bible tells us, “Whoever hates his brother is a murderer.” This is because God does not simply judge our actions; He knows the intentions of the heart.

**We covered 7, 8 and 9 above.**

## **10. Have ever coveted/desired something that did not belong to you?**

Do I even need to ask this one? This is the final nail in the coffin.

### **Judgment: Will you be found innocent or guilty?**

The Bible tells us “it is appointed for men to die once, (and) after this the judgment (Hebrews 9:27).”

Based on the Commandments you have just taken them through, lovingly but boldly point out the black and white of what they've just admitted. For example, based on the 7<sup>th</sup>, 8<sup>th</sup>, and 9<sup>th</sup> Commandments we used in the example you would say, “By your own admission, you are a lying, thieving adulterer at heart and you have to face God on Judgment Day. Based on His standard of the Ten Commandments, will you be innocent or guilty?”

If they have not begun to wiggle, they will start now. They sense where you are going. Most will say “innocent.” They need to confess their guilt. Here is how to help them do that:

- They: “I’m a pretty good person.”
- Reply: “You just confessed you broke His Commandments. Innocent or guilty?”
- They: “But I haven’t done those things for a long time.”
- Reply: “Try that in a court of law. ‘Judge, I know I am guilty but it has been years.’ He won’t care. A good judge will still punish you no matter how much time has elapsed. They punish war criminals for crimes committed decades ago. Time does not forgive sins. Innocent or guilty?”
- They: “But I have done more good than bad.”
- Reply: “Again try that in a court of law. You rob a bank, but then give a lot of money to charity. If you have broken the law, you are guilty. You have broken God’s Law. Innocent or guilty?”

### **Side Bar**

*Many people may be awakened but not alarmed. In other words, they understand they have broken God's Laws, but they just don't care. For their sake, they need to be alarmed. Try this...*

*“Let’s say we placed a high-tech computer chip behind your ear which records every thought, word and deed. Everything... even the private stuff when you’re alone. Let’s say we record you for one month. Then we called all your friends and family together and we put that chip into a computer and displayed it all on a big screen. That is exactly what God is going to do for your whole life. All of your secrets will be laid before Him. You are in big trouble.”*

*Now, if you get someone who is really belligerent, that is good. That means it is scaring them. (Throw a rock into a pack of dogs and the dog that howls the loudest is the one that got hit.) It is ideal to get a confession, but if they simply won’t give it up, at some point you will have to say, “Hey, you’re dancing all over the place, and if you would just listen to your conscience and be honest, you know you will be guilty before God. That is what the Bible says and if you claim innocence, you are calling God a liar.”*

Then move to Step 4.

### **Destiny: Would you go to Heaven or Hell?**

Let the games begin! Some will say hell, but most will say heaven. You will either get the same excuses as in Step Three, or you will suddenly discover that this person knows more than what he has revealed thus far. The following is a very typical conversation.

- They: "I'm going to heaven."
- Reply: "Really? Why?"
- They: "Because God is forgiving."
- Reply: "How does that work?"

(Here is where things can get really cloudy if you are not thoughtful. Almost everyone has been told God loves them or God will forgive them, but they have no clue how to receive that forgiveness. Again, when you are witnessing to a churchgoer, you really need to concentrate; as they are the hardest to witness to... they have been inoculated to sin. They have been graced to pieces.)

- They: "God is forgiving."
- Reply: "So you are telling me that God is just going to let every murderer and rapist and liar and fornicator into Heaven because He is forgiving?"
- They: "You have to ask him for forgiveness."
- Reply: "So, if I just say I'm sorry and ask God for forgiveness, He is going to say, 'Oh, never mind that you have offended Me with thoughts, words and deeds. You've said you're sorry... come on in.' No! That wouldn't work with an earthly judge, and it won't work with God. You should be sorry. You broke the Law. Justice must still be served."

(This part of the chat could go on for forever, so at some point you have to really press the issue. If they continue to resist, that is good, they are feeling conviction, but you should ultimately get them to admit their destiny is hell. Again, with a person who goes to church, they will continue to cry, "But I was confirmed." If you are witnessing to that type, you may need to use some of the methods below under "Inoculated Christian." Then return to Step 4.)

When they finally confess (or you have to inform them... which should be the last route) that they are going to Hell, then continue.

- "Do you know what hell is like?"
  - Help them out with their understanding. The Bible describes hell as a place of eternal, conscious torment, where "the worm never dies and the fire never goes out" (Mark 9:48), there is "weeping and gnashing of teeth" (Luke 13:28), "eternal punishment" (Matthew 25:46), "shame and everlasting contempt" (Daniel 12:2), and "eternal fire... everlasting gloom and darkness" (Jude 1:7, 13).
- "So, now you know that you are an enemy of God in your mind through wicked works. His wrath abides upon you. Does any of this concern you?"

(At this point, you really need to use discernment. If they say no, press them.)

- "Really, you are not afraid of God? Do you have any idea what you are doing? The Bible says that it is a terrible thing to fall into the hands of the living God, that He is going to pour out His anger and His wrath on you. There will be trouble and calamity on that day for you. I will ask again, does this concern you?"
  - If they say no, but they are physically shaking or crying, you may move on to the Good News.
  - If they say yes but you sense they are not sincere, you need to keep describing Hell until they show signs of trembling.
  - If they do not look scared or confess fear, you have now reached a bypass where you say, "I am really sorry to hear that. I will pray that you come to your senses. If you think about this and you change your mind or you realize you are going to be judged and found wanting, then call me and we will talk some more. Otherwise, I think we are done."

## The Good News

**Note: If they have not humbly come under conviction, do not be tempted to give them the Good News anyway. If you do, you will be throwing the beautiful precious pearl of the Gospel before swine (Jesus' words, not mine).** Now, if they genuinely confess fear (or show it through their actions), you have the glorious pleasure of sharing the Good News. Here are some "lines" I have found effective.

"What do you know about Easter?"

(Let them say what they know, most have some concept that it is celebrating Christ rising from the dead. Nobody's attention will wander while you do this. If they do, they are not too concerned with their soul and you need to go back to Step 4 or call it a day.)

"2,000 years ago, Jesus Christ, God Himself, took the form of a human being and came to earth. He was brutally beaten and crucified. Mel Gibson has made a movie called 'The Passion of the Christ.' He spent \$30 million of his own money to film the last 12 hours of the life of Jesus and it is rated R. The rating is not because it portrays nudity but because it is so violent. Let me explain what happened."

"You see, when Jesus was whipped, they used a cat-o-nine tails: leather straps with broken glass, pottery and nails woven in it. He was whipped at least 39 times. Many people died from that scourging, because the skin, muscle and sinew became so shredded their internal organs fell out their backs. But Jesus survived it and was then nailed to a cross where He died gasping for breath. Jesus did all that because the Bible says that there is no forgiveness without the shedding of blood. Jesus shed His own blood so your sins could be forgiven. It is this simple... you broke the Law and Jesus paid your fine."

"The big question is how do you access that forgiveness?"

(Most will say, pray or go to confession. Take the time to explain this thoroughly. Here is how I do it.)

"God requires all men everywhere to repent. To repent you have to stop what you are doing and recognize it is horribly wrong; turn from your sins and turn to God. Confess your sins and put your trust in Him. It is not enough to simply hear this and say, 'I get it, or I believe that.' Even the demons believe and they tremble. Mere mental ascent does not save you. You must repent and put your trust in Jesus Christ."

"Imagine you are on an airplane when the pilot makes an announcement. 'Ladies and gentlemen, may I have your attention please. We are presently cruising at 25,000 feet, but we have a problem. Two of our engines have failed. You will find a parachute under your seat. Thank you for flying with us and have a nice day.'"

"Would you just sit there and believe in the parachute? Would you wait until Sunday and just worship the parachute? No! You would put on the parachute, and that is exactly what you need to do with Jesus Christ. You need to put Him on (Romans 13:12).

"Here is how you do that. You find a quiet place, get to your knees and pour out your heart to God. Confess your sins. Tell Him you are sorry. Then put your trust in Jesus Christ. He will forgive you and make you clean. Then you get up, read your Bible every day and do what it says. Then you will have moved from darkness to light and from death to life. I hope you will make the decision to do that."

## The Sinner's Prayer

As a rule, I do not lead them in prayer. It is not Biblical. If someone you know committed adultery against his wife, would you lead him back to his wife and say, "Repeat after me, I am really sorry and I shouldn't have slept with that woman?" You would not do it in that case and you shouldn't do it with a sinner. However, if they say they want to pray now, you can say, "Go ahead and pray and then I will pray for you." Otherwise, send them on their way and ask them to let you know if they have made their decision. If they do, God saved them. If they don't, you will be glad you didn't manipulate them into prayer.

## Apologetics

What about Apologetics (defending the faith)?

Should you try to prove that God exists and that the Bible is real? Yes and no. If the person is just being argumentative and he simply wants to fight, no. When you and your spouse have a fight and (s)he approaches you to talk, you can tell if (s)he is soft and wanting to reason, or if (s)he is loaded for bear. If your friend is loaded for bear, apologetics are worthless. If, however, the Law has softened their heart and they have sincere questions, then and only then, you may use proof. Otherwise, stick with the Law.

## Hell-Fire Preaching

Is this hell-fire preaching?

From Ray Comfort:

*"Now saints, I'm not talking about hell-fire preaching. Hell-fire preaching will produce fear-filled converts. Using God's law will produce tear-filled converts. This one comes because why? He wants to escape the fires of hell. But in his heart, he thinks God is harsh and unjust, because the law hasn't been used to show him the exceeding sinful nature of sin. He doesn't see hell as being his just desert, that he deserves hell. Therefore, he doesn't understand mercy or grace; and, therefore, he lacks gratitude to God for His mercy.*

*And gratitude is the prime motivation for evangelism. There'll be no zeal in the heart of a false convert to evangelize. But this one comes knowing he has sinned against heaven. That God's eye is in every place beholding the evil and the good and God has seen darkness, as though it were pure light. He's seen his thought life.*

*If God in His holiness on the day of wrath made manifest all the secret sins of his heart, all the deeds done in darkness, if he made manifest all the evidence of his guilt, God could pick him up as an unclean thing and cast him into hell and do that which is just. But instead of giving him justice, he's given him mercy. He's commended his love toward him in that while he's yet a sinner Christ died for him. He falls on his knees before that bloodstained cross, and he says, 'Oh, God, if you do that for me, I'll do anything for you. I delight to do your will, oh, my God. Your law is written upon my heart.'*

*And like the man who knew he had to pass through the door and face the consequences of breaking the law of gravity and would never take his parachute off because his very life depended on it. So he who comes to the Savior, knowing he has to face a holy God on the day of wrath, would never forsake the righteousness of God in Christ because His very life depends on it."*

I like to put it this way, if someone gave you a parachute to save you from certain death, you wouldn't spend your life in fear of the death you avoided. You would spend your life in gratitude toward the one who gave you the parachute. Don't believe in God so you don't have to go to hell. Repent and put your trust in Him because He loves you so much He gave His life so that you don't have to spend eternity in the pit.

## **Tone**

Tone is a tough one and it is imperative that you beg God for the right spirit, tone and attitude in a witnessing encounter. Overall, I believe your attitude should be compassion mixed with alarm. Be aggressive if necessary, but it should not be an angry, yelling style, it should be more of a pleading concern.

You will have great liberty to speak very boldly ("You don't know what you are messing with here. God doesn't need you, you need God."), if the hearer senses you are concerned and not angry.

## **Practice**

You may be reading this and thinking that you could never remember all this. You don't have to. Just start by remembering the four points (**WDJD**) and then practice with a friend. That's right... find a friend and role-play. Once you get the big four down, you will start adding. You will be amazed at the consistency of the encounters. Start practicing and in short order, you will get all of this down. Start slow and practice, practice, practice. Then find yourself a sinner and you will do great.

## **Testimony with Law**

If you choose to give your testimony, that is great. Just remember to weave in the Law. Here's how:

Don't say, "Before I knew Jesus, I was sad and unfulfilled. I tried everything but it just didn't make me happy. Then I gave my heart to Jesus and I have been so happy ever since."

Sorry, that is wrong and will introduce a false motive.

Instead, give something like this (in your own words of course). "Years ago I spent my life living for myself. I enjoyed drugs, sex and rock-and-roll (whatever you want to reveal). Then someone showed me God's Ten Commandments and I realized that I had broken His Laws. I realized He saw me as a liar and that all liars have their place in the lake of fire. I realized I had used His beautiful, holy name as a filth word and that He does not hold him blameless who takes His name in vain."

(Go through all Ten Commandments if you can.)

"That is when I realized I was going to be in big trouble on judgment day and that I deserved to go to hell. I was scared to death. I didn't want to go to hell. That is a place I never want to experience. Then a friend told me about Jesus and this amazing thing He did for me."

"2,000 years ago He was brutally whipped and beaten. Then He was nailed to a cross and shed His blood so that I could be forgiven. Amazing! I broke the Law and Jesus paid my fine. When I heard that I dropped to my knees, confessed my sins through my tears and gave my life to Jesus

Christ. Ever since then, I have been reading the Bible because I want to know more and more about the One who loves me so much He died for me. Now I know that when I die, I won't be found guilty because Jesus died for me and I repented and put my trust in Him."

## Inoculated Christians

Uh-oh! If you are dealing with the churchgoer who knows a few Bible verses (especially John 3:16), you have got yourself the toughest encounter of all. They will answer all the questions right, but they just don't live like a Christian. You are not their judge and only God knows the status of their soul, but you have every right (and responsibility) to judge those in the church if they are sinning (1 Corinthians 5). Here are some questions that might reveal their level of faith or understanding.

- "Are you born again?"

If they say no, remind them that Jesus said that a man must be born again to enter the Kingdom of Heaven (John 3:5).

- "When was the last time you read your Bible alone?"

If they say it's been a long time, express your concern. "What would you think if you sent love letters to your spouse and (s)he never took the time to read them? You would start to suspect that maybe (s)he isn't very interested in you. That is exactly how God feels. He sent you 66 letters and you rarely read them, what should He conclude about your love for Him?"

- "Do you know Jesus?"

This really gets to the issue. People (including pastors) may know all about Jesus, but they do not know Him. Remind them you are not the judge, but that you are concerned and the Bible says we should examine ourselves as to whether we are in the faith. (2<sup>nd</sup> Corinthians 13:5). Encourage them to test themselves to see if Jesus Christ is in them.

## In Conclusion

That is it, pretty much all I know about witnessing. If you would like to hear some of these principles in action, check out the sound files at our website:

- **Talk the Walk Ministries**  
[www.ttwministries.com](http://www.ttwministries.com)

Go to the Witness Tools sections and select Audio Clips. We will continue to add these files as we get them, just check back once in a while to listen to new witness encounters.

If you read all this, I want to congratulate you and encourage you. You have spent more time than most trying to equip yourself for witnessing. Pray a lot. Practice a lot. Then seek and save the lost. Again, way to go! You are striving to be a true and faithful servant.

## Appendix: Bible Verses for Witnessing

Experience tells me that you will be well equipped if you build a base by memorizing these 20. There is another reason I chose these; if you are like me, sometimes you struggle to remember the address of the verse. To keep this simple, I am giving you only quotes of Jesus, so if you forget the verse location, just say, "Jesus said..."

Furthermore, these verses are only from John and Luke. Again, if you forget the exact address, just say, "As Jesus said in the Gospel of John..." or simply, "As the Gospels state..."

Finally, I had to pick a translation. I selected the **New King James Version**.

**John 3:3** Jesus answered and said to him, "Most assuredly, I say to you, unless one is born again, he cannot see the kingdom of God."

**John 3:18** "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 3:36** "He who believes in the Son has everlasting life; and he who does not believe the Son shall not see life, but the wrath of God abides on him."

**John 5:27** "(The Father) has given Him authority to execute judgment also, because He is the Son of Man."

**John 8:12** Then Jesus spoke to them again, saying, "I am the light of the world. He who follows Me shall not walk in darkness, but have the light of life."

**John 8:23-24** And He said to them, "You are from beneath; I am from above. You are of this world; I am not of this world. Therefore I said to you that you will die in your sins; for if you do not believe that I am He, you will die in your sins."

**John 8:51** "Most assuredly, I say to you, if anyone keeps My word he shall never see death."

**John 11:25** Jesus said to her, "I am the resurrection and the life. He who believes in Me, though he may die, he shall live."

**John 14:6** Jesus said to him, "I am the way, the truth, and the life. No one comes to the Father except through Me."

**John 15:8** "By this My Father is glorified, that you bear much fruit; so you will be My disciples."

**John 18:37** Pilate therefore said to Him, "Are You a king then?" Jesus answered, "You say rightly that I am a king. For this cause I was born, and for this cause I have come into the world, that I should bear witness to the truth. Everyone who is of the truth hears My voice."

**Luke 9:23** Then He said to them all, "If anyone desires to come after Me, let him deny himself, and take up his cross daily, and follow Me."

**Luke 12:4-5** "And I say to you, My friends, do not be afraid of those who kill the body, and after that have no more that they can do. But I will show you whom you should fear: Fear Him who, after He has killed, has power to cast into hell; yes, I say to you, fear Him!"

**Luke 12:21** "(A fool) is he who lays up treasure for himself, and is not rich toward God."

**Luke 13:3b** "Unless you repent you will all likewise perish."

**Luke 13:24-28** "Strive to enter through the narrow gate, for many, I say to you, will seek to enter and will not be able. When once the Master of the house has risen up and shut the door, and you begin to stand outside and knock at the door, saying, 'Lord, Lord, open for us,' and He will answer and say to you, 'I do not know you, where you are from,' then you will begin to say, 'We ate and drank in Your presence, and You taught in our streets.' But He will say, 'I tell you I do not know you, where you are from. Depart from Me, all you workers of iniquity.' There will be weeping and gnashing of teeth, when you see Abraham and Isaac and Jacob and all the prophets in the kingdom of God, and yourselves thrust out."

**Luke 14:26** "If anyone comes to Me and does not hate his father and mother, wife and children, brothers and sisters, yes, and his own life also, he cannot be My disciple."

**Luke 16:15** And He said to them, "You are those who justify yourselves before men, but God knows your hearts. For what is highly esteemed among men is an abomination in the sight of God."

**Luke 18:16-17** But Jesus called them to Him and said, "Let the little children come to Me, and do not forbid them; for of such is the kingdom of God. Assuredly, I say to you, whoever does not receive the kingdom of God as a little child will by no means enter it."

**Luke 22:69** "Hereafter the Son of Man will sit on the right hand of the power of God." Then they all said, "Are You then the Son of God?" So He said to them, "You rightly say that I am."

*OK, if you want to kick it up a notch, here are the two epistle passages I find I use more than any others...*

**Romans 2:1-9** Therefore you are inexcusable, O man, whoever you are who judge, for in whatever you judge another you condemn yourself; for you who judge practice the same things. But we know that the judgment of God is according to truth against those who practice such things. And do you think this, O man, you who judge those practicing such things, and doing the same, that you will escape the judgment of God? Or do you despise the riches of His goodness, forbearance, and longsuffering, not knowing that the goodness of God leads you to repentance? But in accordance with your hardness and your impenitent heart you are treasuring up for yourself wrath in the day of wrath and revelation of the righteous judgment of God, who "will render to each one according to his deeds": eternal life to those who by patient continuance in doing good seek for glory, honor, and immortality; but to those who are self-seeking and do not obey the truth, but obey unrighteousness -- indignation and wrath, tribulation and anguish, on every soul of man who does evil, of the Jew first and also of the Greek.

**Romans 3:21-25** But now the righteousness of God apart from the law is revealed, being witnessed by the Law and the Prophets, even the righteousness of God, through faith in Jesus Christ, to all and on all [who believe]. For there is no difference; for all have sinned and fall short of the glory of God, being justified freely by His grace through the redemption that is in Christ Jesus, whom God set forth as a propitiation by His blood, through faith, to demonstrate His righteousness, because in His forbearance God had passed over the sins that were previously committed.