

F O L L O W  J E S U S

B L U E V A L L E Y B A P T I S T C H U R C H

# Outreach Handbook

# The Process

The mission of Blue Valley Baptist is to glorify God by helping people everywhere understand what it means to follow Jesus using the Five Habits of a Jesus Follower (Surrender, Sustain, Sacrifice, Shine, Share). One of the keys to accomplishing our mission is outreach. After all, many of the “people everywhere” from our mission statement are lost and unreached. We cannot help them understand what it means to follow Jesus if we do not have a simple strategy for reaching them.

That’s the purpose of this handbook. We want to help every member of BVBC understand that they are called to reach the lost. And we want to equip them with practical tools to accomplish that task. So often, we command believers to do outreach without telling them how. This handbook aims to give us the “how” of outreach. While there are many effective methods for doing outreach, this is our process for raising up laborers for the harvest (Matthew 9:37-38).

## What is BVBC’s philosophy of outreach?

Jesus expects members of all ages at Blue Valley Baptist Church to commit to using their gifts, talents, education, vocations, and life experiences to share the Gospel of Christ through their personal stories of following Jesus in their neighborhoods, schools, workplaces, and around the world.

## Why are we called to outreach?

We are called to reach the lost because “Jesus expects.” Our Savior made clear his calling on our lives in the Great Commission (Matthew 28:18-20). And as his disciples, we respond in obedience rooted in love for him (John 14:15).

Jesus also made clear that we are to be his witnesses in the world (Acts 1:8). Out of all the ways He could have made his saving message available, Jesus chose His Church to be the heralds of the gospel. Simply put, if we don't reach the lost, who will?

*"How then will they call on him in whom they have not believed? And how are they to believe in him of whom they have never heard? And how are they to hear without someone preaching? And how are they to preach unless they are sent? As it is written, 'How beautiful are the feet of those who preach the good news!'" (Romans 10:14-15).*

## Who is called to outreach?

We believe "members of all ages" are called to reach the lost. As Jesus made clear in the Great Commission, anyone who follows him has been given this great task. He does not limit evangelism to pastors, missionaries, or other kinds of leaders. He does not assign the mission based on giftedness, experience, or knowledge. From the very beginning, following Jesus entailed "fishing for men" (Matthew 4:19).

At BVBC, every member, that is, every person who has professed faith in Jesus and covenanted together with his church, has the responsibility to share their faith. From child to senior adult, we all must do our part in reaching the lost. If you have been saved by Christ, then you have a story to share.

## Where are we called to outreach?

Members of BVBC are called to share Jesus "in their neighborhoods, schools, workplaces, and around the world." Each of us has a unique relational network which undoubtedly consists of those who do not know Christ. God has placed us physically and relationally near those people so we can share the gospel with them. You are the missionary called to the unreached people in your personal mission field.

The best tool we have found to identify your personal mission field is called an Oikos Map. That word *oikos* is a Greek word that means “household.” It was used in New Testament times to speak of all those living in your home, which could extend well beyond immediate family. We use this term to describe a believer’s circle of influence or relational network. This includes family, friends, neighbors, coworkers, etc.

The first step to evangelism is identifying the lost people God has placed in your life, and an Oikos Map is the simplest way to do this. The attached sheet explains how to draw your own Oikos Map. Once you have your personal mission field identified, you can then begin reaching them.

### **How are we called to outreach?**

The first step is to begin daily praying for the people on your Oikos Map. Pray that God would open their hearts to receive the gospel, give you opportunities to share, and help you to be obedient when that opportunity comes. Since God is the one who saves, we cannot evangelize apart from a commitment to continual prayer.

The second step is to learn a simple and clear way to present the gospel. Many quality gospel presentations have been taught over the years, and believers should use the one they know the best and feel the most comfortable sharing. For those who do not have a go-to presentation, we recommend learning one called The 3 Circles. Attached is an explanation of this method, but we like it for its simplicity, clarity, and easy on-ramp to the gospel. The important thing is that you practice until you can share with confidence.

The third step is to learn to share your personal story of following Jesus. While believers should be prepared to share their testimony in a variety of lengths and settings (1 Peter 3:15), we recommend learning a simple tool called The 15-Second Testimony. Yes, your entire testimony in 15 seconds! Attached is an explanation for this tool as well. Your story of

following Jesus serves as an on-ramp to sharing the gospel. It helps the listener relate to you and causes them to consider their own life story.

The fourth step is to consider the unique and creative ways God has equipped you to share the gospel. As our philosophy states, we all have "gifts, talents, education, vocations, and life experiences" that we can use to reach the lost. A school teacher, a police officer, and a nurse will each have different avenues to share the gospel. A former alcoholic, a victim of abuse, and someone who comes from a broken home will each relate to others with a similar story. An artist, an athlete, and a farmer will each have different ways to communicate their message. The key is to think through how you can uniquely contribute to the mission of God.

The final step is to share. We must open our mouths, share the gospel, and call for a response. We must invite the lost to repent of their sins and place their trust in Christ. This is "successful" evangelism. Whether the person accepts the gospel or laughs in our face does not define our success. God changes the heart, but we must be obedient to share.

## What comes after outreach?

When someone hears the gospel, there are three possible responses. Each of these responses is found in Acts 17:32-34. The first response we see in this passage is that "some mocked." This is a red light response when someone rejects your offer and simply says "no thanks." When you get a red light, you don't get angry or try and force them to believe. You simply move on to someone else. If this person is on your Oikos Map, you can continue praying for another opportunity to share.

The second response in the passage is "we will hear you again about this." This is a yellow light response when someone says "maybe." When you get a yellow light, try and schedule another time when you can discuss the gospel more, maybe over lunch or a cup of coffee.

The third response in the passage is “some men joined him and believed.” This is a green light response when someone says “yes” to following Jesus. The next step is to lead them in a prayer of salvation and schedule a time for follow-up. Your follow-up is to begin meeting with that person weekly to get them started on their journey with Christ. There are many good resources out there to assist you with discipling a new believer, but we recommend *Survival Kit*. We have these books available for free in our church office.

## Oikos Map

When Jesus shared with the Samaritan Woman in John 4, she believed and immediately went to tell her community. That's the idea behind an Oikos Map. That word *oikos* is a Greek word used in the New Testament to speak of someone's household. When the Philippian Jailer was converted in Acts 16, he immediately took Paul and Silas to share Jesus with his *oikos*. In the same way, we have an opportunity and calling to share Christ with those in our *oikos*. This all starts with an Oikos Map.

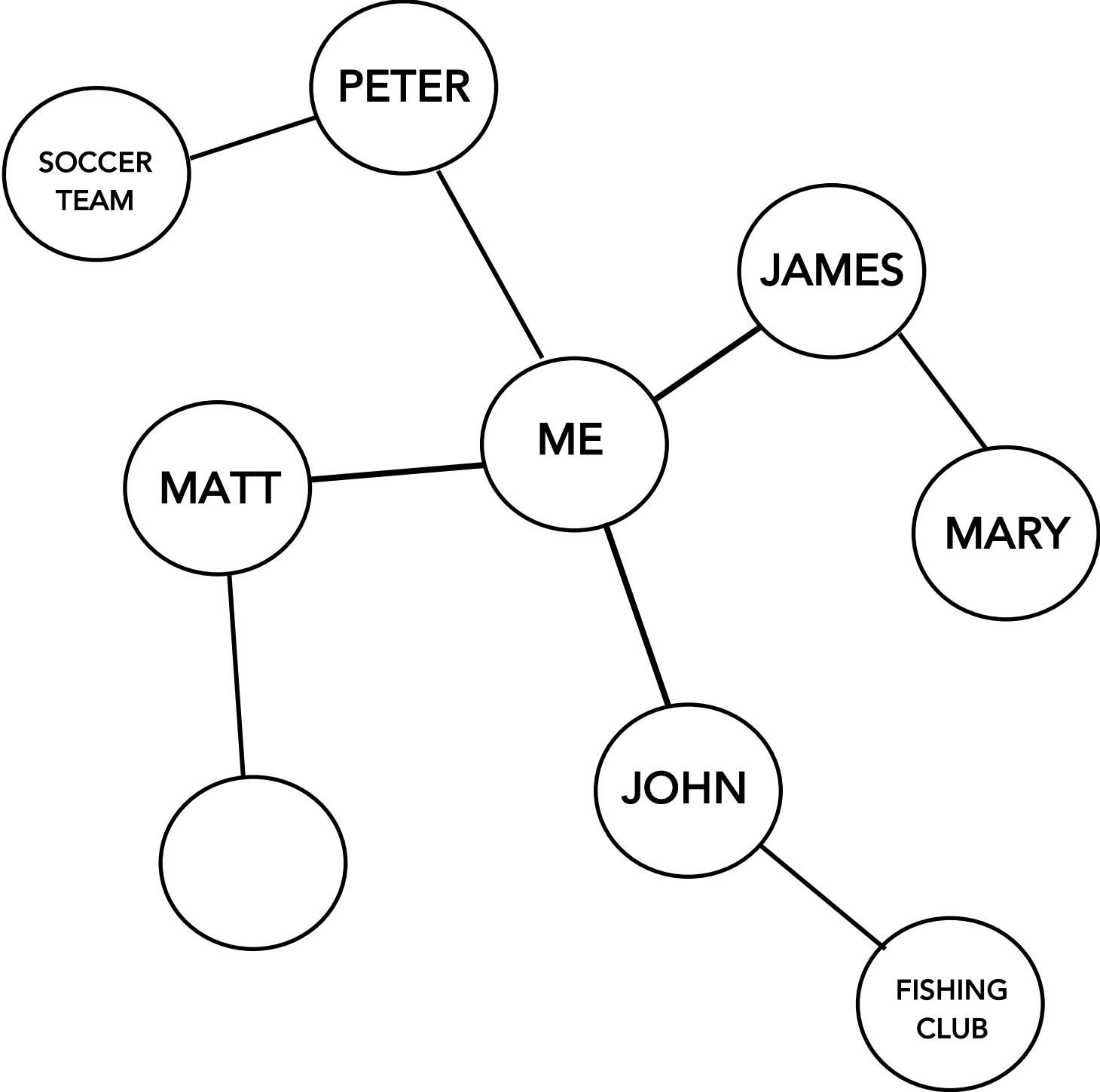
Step 1: Get a blank piece of paper and draw a small circle in the middle of it. Write your name in this circle.

Step 2: Take a moment to think of people in your *oikos* who are lost. This could be a family member, friend, neighbor, coworker, etc. Write a few of those names in circles around your center circle. Then draw a line connecting their circle to yours.

Step 3: Extend the map further by adding circles out from the other circles. These represent people who could be reached if you reached that first person. Some of these may be blank because you may not know who that person is. Some of these could have a name or group in it. For example, if I reach John with the gospel, he could reach his brother Nick or the guys in his fishing club.

Step 4: Hang your Oikos Map up in a place where you will regularly see it and be reminded to pray for the names. Pray for their salvation and for an opportunity for you to share.

Sample Oikos Map





## 3 Circles

The 3 Circles is a simple picture used to share the gospel that can be drawn on a napkin, notecard, etc. It even has an app (Search the app store for "Life on Mission").

**Transition:** We all know the most challenging part of sharing the gospel is transitioning from "normal" conversation to "spiritual" conversation. The 3 Circles presentation works best when someone shares a problem, issue, or concern. Once they do that, you have received a perfect invitation to pray for them and share the gospel. Here is a transition statement you can use: "I haven't been through that exact thing, but I have had similar problems. Could I share with you something that has really helped me?" There are other kinds of similar statements that can help you get to the 3 Circles. The important thing is that you write one down, memorize it, and practice it.

After you transition, pull out your note card and share. Here's a sample script you can use, but feel free to make it your own.

### **Script:**

(Draw: Circle and write in "GOD'S DESIGN")

"The Bible tells us that God has a design for every single area of our lives. He cares about everything and about us. He cares about our marriages, He cares about our parenting, our money, our jobs. He cares about every aspect of our lives. And the Bible says that if we'll operate our lives according to God's design, then we'll live in God's blessing."

(Draw: Line/Arrow from 1<sup>st</sup> Circle)

"The problem is that every single one of us has a tendency to depart from God's design because we want to do things our own way.

(Draw: Write "SIN" above Line)

"The Bible has a word for this, and the word is 'Sin.' The Bible says that all of us have sinned and we all fall short of God's design for our lives."

(Draw: 2<sup>nd</sup> Circle and write in "BROKENNESS")

"When we sin against God and depart from His design, we experience what we call 'Brokenness.' Now, we've all been in broken places in our lives. Brokenness feels like shame, it feels like regret, emptiness, it's the feeling of being used, it's loneliness."

(Draw: Squiggly lines out from circle for relationship, money, etc...4 total)

"When we're in brokenness, we try to change things and so we maybe dive into another relationship, or we try to make more money, or we try to numb the pain of our brokenness with drugs and alcohol. But whatever it is, we figure out that the change that we need can't really come from inside of us, the change that we really need comes from outside of us. And the Bible says there's very good news for every one of us, and the good news is that God wants to change us."

(Draw: 3<sup>rd</sup> Circle and write in "GOSPEL")

"The Bible has a word for "good news" and the word is "Gospel." And the gospel is the simple story of how Jesus Christ, the Son of God, came to earth as a man, died on the cross for the sins of the world, and was raised from the dead. Now when Jesus was dying on the cross, God did a miracle. He took the sins of the world, that's your sins and my sins, and He put them on Jesus. But then when God raised Jesus from the dead, God proved that Jesus could do everything for us that He said He could do. So the kind of change we need doesn't come from out there (point to second circle) in the world somewhere."

(Draw: Line/Arrow from 2<sup>nd</sup> circle with word "REPENT")

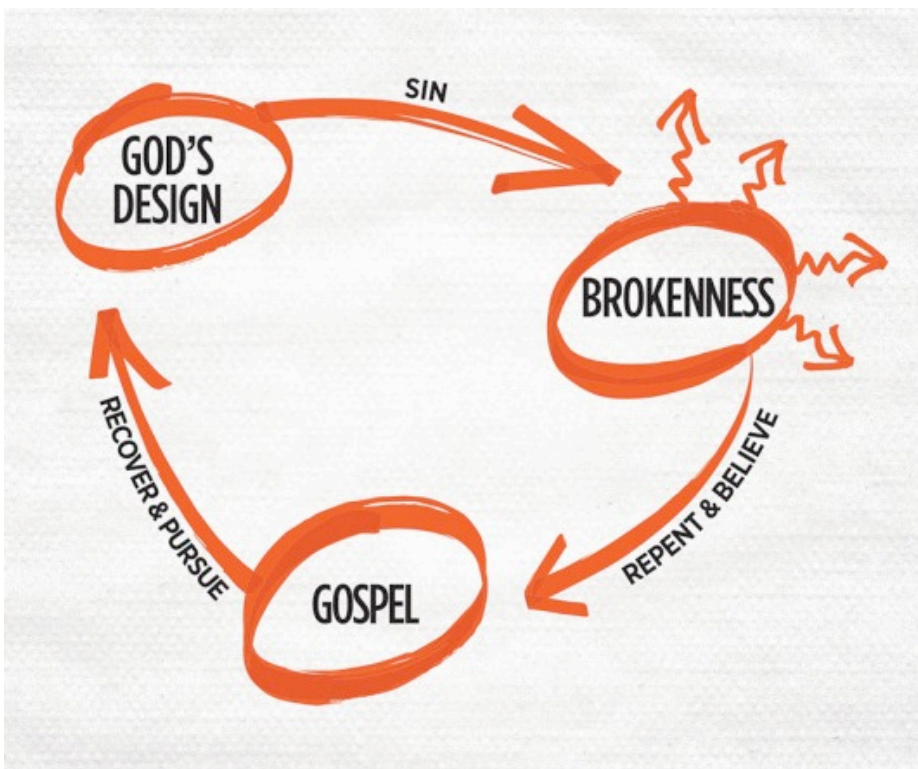
“The kind of change we need comes from the gospel, and the Bible has a word for the kind of change that we need, and that word is ‘Repent.’ Repent means to change our mind, to change our heart, to change our direction.”

(Draw: Write “+ BELIEVE” under REPENT)

“And when we repent of our sins and we believe the gospel story – the story of the death, burial, and resurrection of Jesus – then the Bible says that Jesus comes into our lives, forgives our sins, and gives us eternal life.”

(Draw: Line/Arrow from 2<sup>nd</sup> circle to 3<sup>rd</sup> circle with “RECOVER + PURSUE”)

“And because He does that, then we have the opportunity to recover and pursue God’s design for our lives. And He then takes us and sends us back out into a broken world as ambassadors for his kingdom so others can find out about how Jesus can save them also.”



After drawing and explaining the 3 Circles, ask this question: "Where would you place yourself on this picture? In brokenness or in God's design?"

Most will point to brokenness, and then you can ask: "Is there anything that keeps you from trusting in Jesus and pursuing God's design today?"

If they say no, then you can say: "When I first trusted in Jesus, I prayed a simple prayer to express my heart to God. Would you like to pray that prayer with me?"

If they agree, then lead them in a prayer of salvation, repeating the words after you.

If they point to somewhere besides brokenness, ask them to explain their choice. They may have trusted in Christ previously, or they may think they are pursuing God's design some other way. This may require further explanation of the gospel.

If they do not want to trust in Christ then and there, or they don't want to pray, don't push them. Ask if they would like to think about it and meet another time for further discussion.

## 15 Second Testimony

Your personal story of following Jesus is a powerful tool when sharing your faith. But you don't have to share all of it! You can actually share your story in 15 seconds, and then transition into the 3 Circles. Here's how:

Step 1: Use the simple introduction, "There was a time in my life when..."

Step 2: Think of two words to describe your life before Christ.

Step 3: Think of two words to describe what Christ did you for.

Step 4: Think of two words to describe your life after Christ.

Step 5: End with the question, "Do you have a story like that?"

Example: "There was a time in my life when I was lonely and afraid. But then I met Jesus and chose to follow him. And I discovered his presence and purpose in my life. Do you have a story like that?"

<b>Intro</b>	←	<b>Jesus</b>	→	<b>Ask?</b>
There		+		Do you
was a	_____		_____	have a
time in	_____		_____	story like
my life ...				that?

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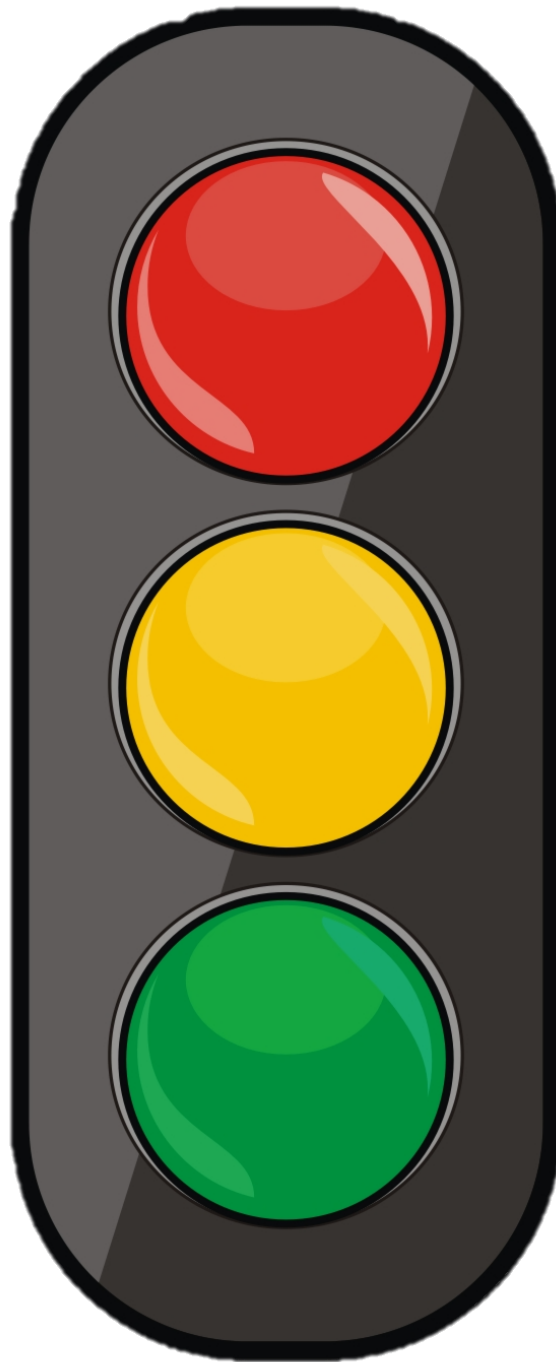
## 3 Responses to the Gospel

**Their Response**

**"No."**

**"Maybe."**

**"Yes."**



**Your Response**

**Pray for them  
and graciously  
move on.**

**Set up a time  
to discuss  
more.**

**Lead in prayer  
of salvation and  
set up time for  
follow-up.**

## Sample Prayers of Salvation

A prayer does not save anyone. But prayer is our way of expressing our hearts to God. After someone expresses their desire to receive Jesus, you can lead them in a prayer like these or craft one of your own:

*Dear God, I know I'm a sinner. I know my sin deserves to be punished. I believe Christ died for me and rose from you grave. I trust Jesus alone as my Savior. Thank you for the forgiveness and everlasting life I now have. In Jesus' name, amen.*

*Dear Lord Jesus, I know that I am a sinner, and I ask for Your forgiveness. I believe You died for my sins and rose from the dead. I turn from my sins and invite You to come into my heart and life. I want to trust and follow You as my Lord and Savior. In Your Name. Amen.*

*Lord Jesus, I need You. Thank You for dying on the cross for my sins. I open the door of my life and receive You as my Savior and Lord. Thank You for forgiving my sins and giving me eternal life. Take control of the throne of my life. Make me the kind of person You want me to be.*

## Simple Steps to Outreach

**Step 1:** Talk to someone on your Oikos Map.

**Step 2:** Pray for them right there based on something they shared in conversation.

**Step 3:** Share your 15-second testimony as a personal touch to get to the Gospel.

**Step 4:** Ask to share the 3 Circles, then share.

**Step 5:** Ask for response.

**Step 6:** Lead in prayer of salvation.

**Step 7:** Schedule follow-up.

**See these steps play out in a made-up story below.**

Sarah, a believer, meets with Amy, someone on her Oikos Map, over a cup of coffee, and Amy begins to share about her struggles with her husband and kids (Step 1).

Amy: "I just don't know what to do anymore. Our family is a mess, and I'm just not sure how to fix it or even where to start."

Sarah: "Amy, I'm so sorry. Would it be alright if I prayed for you right now?"

Amy: "Sure. I'm up for anything that might help."

Sarah prays for Amy's family. (Step 2)

Sarah: "Amy, there was a time in my life when I was a mess and didn't know how to fix it. But then I met Jesus. And I found his forgiveness and purpose for my life. Do you have a story like that?" (Step 3)



Amy: "Well, I grew up going to church and of course learned about Jesus. But you know I'm not as spiritual as you. So no, I don't guess I have a story quite like that."

Sarah: "Can I show you a picture that really helped change my life?"

Amy: "Sure."

Sarah draws 3 Circles. (Step 4)

Sarah: "Amy, where on this picture would you put yourself? In brokenness or in God's design?"

Amy: "If I'm being completely honest, brokenness."

Sarah: "Is there anything that keeps you from trusting in Jesus right now?" (Step 5)

Amy: "No, I guess not."

Sarah: "When I first trusted in Jesus, I prayed a simple prayer asking God to save me. Would you like to pray that with me right now?"

Amy: "Yes, I would."

Sarah leads Amy in prayer of salvation. (Step 6)

Sarah: "Amy, this is really a life-changing decision, and I would love to talk with you more about what it all means. Can we do this again next week?" (Step 7)