

Welcome to Outreach Training, 2013!

You are not here by accident. The heart of God has moved you to be here. God loves lost and wandering sheep and wants each of us to be part of His work to bring them home to His loving arms.

Today you will learn and experience a number of distinct ways to share the message of Jesus in natural and organic ways. By the time you leave this place you will be more equipped than ever to share the message, love, and hope that are found in Jesus! Thanks for joining us, it is going to be a great time of learning.

With you in the gospel of Jesus,

Pastor Kevin and Pastor Tom

Training Overview:

- God's Heart for the Lost (Pastor Tom)
- From, "I don't do personal outreach" to "I do it all the time!" (Pastor Roy)
- How my outlook on outreach changed! (Rick Alexander)
- What is the gospel...a simple presentation (Pastor Tom / Pastor Kevin)
- The Power of Personal Testimony (Sherry Harney, Pastor Keith, and Pastor Tom)
- Do - vs - Done (Pastor John and Pastor Kevin)
- The Bridge Illustration (Pastor Nate and Pastor Kevin)
- Leading in a Salvation Prayer (Bobbie Wedlake and Pastor Tom)
- Closing Challenge (Pastor Kevin)

God's Heart for the Lost
(Pastor Tom)

Notes and Reflections...

From, "I don't do personal outreach" to "I do it all the time!"
(Roy Piña)

Notes and Reflections...

How my outlook on outreach changed!
(Rick Alexander)

Notes and Reflections...

What is the gospel...a simple presentation
(Pastor Tom / Pastor Kevin)

Notes and Reflections...

God's love (Psalm 86:15, 1 John 3:1, John 3:16):

Our Need...the reality and cost of sin (Romans 3:23 & 6:23):

God's solution...the sacrifice of Jesus (John 3:16, 1 John 4:10, Romans 5:8):

Confessing our sin and receiving Jesus...His life, death, resurrection, forgiveness, and friendship! (1 John 1:9, Psalm 103:12, Romans 10:9):

Extra Study Resources for Sharing the Gospel: *Organic Outreach for Ordinary People*, Chapter 13; *Organic Outreach for Families*, Chapters 1-4.

*All resources created by Kevin G. Harney and Organic Outreach Ministries.
See KevinGHarney.com and OrganicOutreach.com for more free resources.*

The Power of Personal Testimony (Sherry Harney, Keith Krueger, and Pastor Tom)

Teaching on Personal Testimony (Pastor Tom)

Key: As we tell our testimony, we tell about how we received the gospel!

Key: We are careful to share the four key elements of the gospel (see above).

Key: We are not preaching, we are telling the story of how God met and saved us!

Notes and Reflections...

Example of a Personal Testimony (Sherry Harney & Keith Krueger):

Laboratory Time... Sharing your story! Hearing someone else's story!

- 1) When and how I heard of God's love.
- 2) How I came to understand my sin and need of a Savior.
- 3) How I heard the message of God's solution for my sin and the death and resurrection of Jesus.
- 4) When I confessed my sins and received Jesus.
- 5) The difference faith in Jesus makes in my life.

Extra Study Resources for Personal Testimony: Organic Outreach for People, Chapter 12.

Do - vs - Done

(John Houseman and Pastor Kevin)

Teaching on Do - vs - Done (Pastor Kevin)

Key: Religion is spelled DO, what I do to gain God's favor. Do I go to church? Do I give money? Do I behave well? It is all about what I do. The problem is, I can't do enough to wash away my offenses to a holy God!

Key: Christianity and a Friendship with Jesus is spelled, DONE! It is about what Jesus has done. He died on the cross, paid the price, gave His life, offers forgiveness, and opens the door to heaven. I accept what He has done!

Key: When Jesus was on the cross He said, "DONE!" It was one word, "Finished." What He meant by this... all my wrongs can be washed away.

Close: That's the difference, Religion is spelled, DO, it is all about what I do or don't do. It is based on me. Faith in Jesus and Christianity is spelled, DONE, it is all about what Jesus did for us. We get to receive the gift. Does this make sense?

Notes and Reflections...

Example of a Personal Testimony (John Houseman):

Laboratory Time... Sharing DO -vs- DONE! Hearing someone share DO - vs - DONE!

- 1) Religion is spelled DO (all the stuff we have to do or can't do).
- 2) Christianity (a relationship with Jesus) is spelled DONE (All Jesus has done for us, He came, lived with no sin, died for our sins, rose in glory, crushed death, offers forgiveness and friendship).
- 3) What Jesus said on the cross, "DONE!"
- 4) Does this make sense?

Extra Study Resources for Do - vs - Done: Organic Outreach for People, Chapter 13.

*All resources created by Kevin G. Harney and Organic Outreach Ministries.
See KevinGHarney.com and OrganicOutreach.com for more free resources.*

The Bridge Illustration

(Pastor Nate and Pastor Kevin)

Teaching The Bridge Illustration (Pastor Kevin):

Key: We are separate from God because of sin (like the Grand Canyon).

Key: We can't bridge the gap, no matter how hard we try.

Key: God loves us and wants to be in relationship with us. He made a way through Jesus. The cross is our bridge. Jesus paid the price.

Close: So, where are you in this picture? Would you like to confess your sin and accept what Jesus did on the cross so you can be in relationship with God?

Notes and Reflections...

Example of the Bridge Illustration (Pastor Nate):

Laboratory Time... Sharing the Bridge Illustration! Hearing someone share the Bridge Illustration!

- 1) Draw the valley with people on one side and God on the other.
- 2) Draw the word sin / death. Arrows of trying to do it on our own. Talk about the gap and the fact that we can't get to God in our strength or by our good works.
- 3) Draw the cross, through sin and spanning the gap.
- 4) Does this make sense? Where do you see yourself in this picture?

Your Drawing...

Extra Study Resources for the Bridge: Organic Outreach for People, Chapter 13.

Leading in a Salvation Prayer (Bobbie Wedlake and Pastor Tom)

Teaching on Salvation Prayer (Pastor Tom):

Key: Don't pressure but invite people to respond.

Key: If they are ready to pray, lead them boldly.

Key: Lead slowly, reflectively, and with short sentences. Leave space!

Key: Walk them through the prayer (see sheet). You can use your own words, but be sure to cover the main elements. Don't be afraid to use the actual sheet (Keep in your purse or wallet).

Close: Pray for their new life in Christ and follow up with next steps of growth. Direct them to the Believer's Path videos (with *Seismic Shifts*) and make sure they have a Bible. Shoreline will provide both if they can't afford them.
<http://shorelinechurch.org/next-steps/>

Notes and Reflections...

Example of Leading in a Prayer of Salvation (Bobbie Wedlake):

Laboratory Time... Leading in a prayer. Being led in a prayer.

- 1) Ask if they are ready to receive Jesus as the one who washes all their wrongs away and who will lead their life.
- 2) Walk through the prayer line-by-line (slowly and with short sentences).
- 3) Pray for their new life in Jesus, for joy, and strength!
- 4) Encourage them to get a Bible (use the Shoreline reading plan) and to begin watching the Believer's Path videos.

Extra Study Resources for the Bridge: *Organic Outreach for People*, Chapter 13.

Closing Challenge (Pastor Kevin)

*All resources created by Kevin G. Harney and Organic Outreach Ministries.
See KevinGHarney.com and OrganicOutreach.com for more free resources.*

Salvation Prayer

You might want to copy this page and tape it into the back of your Bible or keep it in your wallet or purse. If you have a chance to share the Gospel and someone is ready to pray and receive Christ, you can use this. Simply ask the person to pray each line after you. Read each line of the prayer slowly. Don't rush. At the end of the prayer, it might be good for you to lift up your own prayer of thanks for the commitment they have made.

Dear God, I need you.
I admit I have sinned.
I have thought things,
said things,
and done things,
that do not please you.
I confess my sins.
I believe you sent Jesus,
your only Son,
to pay the price for my sins
by dying in my place
on the cross.
Jesus, I thank you
for giving your life for me.
Thank you for the cross.
Thank you for your resurrection.
I need your forgiveness.
Enter my life,
Be my leader from this moment on.
Thank you for all you have done
and all you will do.
Amen!

If you decide to pray for this person after they have repeated the prayer above, simply keep praying but increase your pace a little bit so it is clear they are no longer repeating after you. You might want to pray for some of the following areas:

- Thank God for their commitment.
- Ask for the Holy Spirit to lead and guide their future.
- Pray for them to have confidence and assurance that they are a child of God.
- Ask for the Spirit's protection on their life as they resist temptation and turn away from past sinful patterns.
- Pray for what lies ahead as they grow in maturity and learn to walk as a follower of Jesus.

One-Degree Rule

Understanding the One-Degree Rule:

Every follower of Jesus has an outreach temperature. It can be hot, cold, or somewhere in the middle. This temperature impacts the way we live our life and interact with those who are far from God. It is our responsibility to steward this temperature and seek to increase it so that our hearts burn hotter for those who are spiritually lost. The one-degree rule is the reality that all of us need to seek to increase our outreach temperature by one degree on a regular basis. If I am at a 3, I can take steps to raise my personal temperature to a 4. If I am at a 7, I can work at raising it to an 8. As my temperature goes up, my effectiveness in outreach increases.

Biblical Foundation...

*Jesus went through all the towns and villages, teaching in their synagogues, preaching the good news of the kingdom and healing every disease and sickness. When he saw the crowds, he had compassion on them, because they were harassed and helpless, like sheep without a shepherd. Then he said to his disciples, "The harvest is plentiful but the workers are few. Ask the Lord of the harvest, therefore, to send out workers into his harvest field."
(Matthew 9:35-38)*

In this passage we are pressed to face a sobering reality. Very often, the problem in the evangelistic equation is not the world and those who are far from God. The problem is often with those who are already in God's family. Jesus wants us to face the fact that the harvest is plentiful (there are many people who are hungry for God). It is the workers that are not engaging. Our hearts have become cold. We don't share, care, and pray as much as we should. And, in response to this, Jesus calls us to pray... for ourselves and the church.

Will you enter in? Will you pray, "Lord, increase my burden for lost people, break my heart for those who do not know you, increase my evangelistic passion and temperature!"?

Extended Description:

1-----2-----3-----4-----5-----6-----7-----8-----9-----10

For our purposes, we will be using a scale of 1 to 10 to help identify where we are in our evangelistic passion. A 10 represents a heart and life that are sizzling hot for evangelism. We pray often, we notice people who are lost, we make time in our schedule to connect with those who are far from God (and we enjoy being with them). Our light is shining, we speak of our faith to those who are lost, we share the story of what God is doing in our life, and we share the Gospel (the message of Jesus) in a regular and natural way. A 1 represents that our heart is cold when it comes to the call to outreach. We don't pray for lost people, we become too busy with church stuff to make space for people who are outside of God's family, we walk past opportunities to let the light of Jesus shine and we hardly notice it, we rarely tell others about our faith and avoid communicating the Gospel of Jesus.

Only we can know where we really are. Only we can name it and identify when we need to take action that will raise our outreach temperature by another degree. But, if we can become attentive to this aspect of our spiritual life and be intentional about raising our outreach temperature, we will see it go up consistently and the end result will be more regular and passionate outreach from us to those who are far from God.

God wants our hearts to burn hot for evangelism. Outreach should flow naturally in our lives. We don't need to have the gift of evangelism. The truth is, most Christians do not have this specific spiritual gift, but we are all called to be salt and light (Matthew 5:13), we are called to be His witnesses (Acts 1:7-8), we are to "make disciples of all nations" (Matthew 28:19-20). Every man, woman and child who has surrendered their heart to Christ is called to engage in God's plan to reach the world with His grace. Will you take time today, and every day, to identify your evangelistic temperature and seek to raise it by One Degree?

Application Suggestions (Some ways to raise the spiritual temperature)

Prayer: Commit to pray three minutes each day for those God has placed in your life who are spiritually disconnected. Make a list, a note card, a memo in your smart phone, and pray for God to draw them to himself. Pray for your heart to go out to these people. Pray for boldness to serve them, love them, and when the time is right, share your testimony and the message of Jesus.

If you have children, begin asking them about their friends who don't know Jesus. Begin praying with them for the salvation of their friends and for your lives and home to be a spiritual lighthouse.

Connecting with Lost People: Make time to be with those who are far from God. Look at your schedule and honestly evaluate how much time you spend with disconnected people each week. Be sure you don't get caught in the black hole of the church...press yourself out into the community.

Hearing and Sharing God Stories: Share about how God has worked in your life, or the lives of others. Tell stories about spiritual conversations you are having, about conversions, about steps people have taken forward in their journey of faith. Celebrate these!

Create Celebration Times: Make celebration natural. In your life, home, and area of ministry get public about celebration. Remember, the angels of heaven rejoice and so should we! (Luke 15)

Two-Degree Rule

Brief Description: The needle of the church compass, by default, tends to point true north. In other words, the focus of our ministry tends to be on those who are **already in God's family**. Our time, resources, energy, and focus is most often on ourselves, those who are already connected in the life of the church. This makes sense, because it is the people who already have faith in Jesus that often cry out for more attention and resources to be invested in them.

The Two-Degree Rule is the concept that we can intentionally push the needle of the church a couple of degrees off dead north and vector some of our resources, time, care, energy and love toward those who are in the community and still far from God. This happens as we identify how we can take what we are already doing and extend it to those who are spiritual seekers.

Biblical Foundation:

*Therefore **go** and make disciples of all nations, baptizing them in the name of the Father and of the Son and of the Holy Spirit, and teaching them to obey everything I have commanded you. And surely I am with you always, to the very end of the age." (Matthew 28:19-20)*

*He said to them: "It is not for you to know the times or dates the Father has set by his own authority. 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**." (Acts 1:7-8)*

Do you get the feeling that Jesus is pushing us out? Like parents help their adult children get ready to go out and face the world, God also helps us get out of the comfort of the church and Christian community and go to the world. Many people won't first come to us. They will stay where they are, and we must go! This is why Jesus is emphatic, we must "GO" make disciples. We can start in a familiar place (Jerusalem), but if we follow Jesus, we will find ourselves pressing to the ends of the earth! The Two-Degree Rule is the simple concept that we can take most of what we already do in the church, and begin thinking a new way. We ask the question, how can we redirect the focus of this ministry to include those who are spiritually disconnected?

Extended Description:

For one hundred and four years, the church had a meals ministry. From the start of the history of this small country congregation there was always a commitment to bring meals to those who were in a time of need or struggle. For instance, if a woman had a baby or someone had surgery, people in the church would bring meals for about a week. This was simply a way to express love, help people in a time of need, and be the body of Christ to each other. It was a great ministry, a valuable ministry. It was about caring for the people in the church.

Then, the leaders of the church outreach team began to talk about the Two-Degree Rule. They started thinking about how they might take some of the existing ministries where the needle was pointing directly at those who were in the church family, and push these toward the community. One person brought up the meals ministry with a great deal of excitement. “What if we continued having volunteers take meals to church members (the connected), but we also make this service available to people in our community who don’t know Jesus (the disconnected)?”

Excitement filled the room. People were amazed they had never thought of it before. They realized that they could vector an existing ministry out of the church and into the community. There was already a successful track record for the ministry, there were volunteers, there were leaders, all the systems were in place. All that changed was that the leaders began to think of the community and how they could serve. An existing ministry was moved a couple of degrees off dead north, and outreach began to happen.

This same thing happened when an influential church began inviting people in their community to a financial planning course. For years it had been an “In house program for Christians.” But, when they used the Two-Degree Rule, they began promoting the course in the community and encouraging church members to bring friends. The course is based on biblical principals, so the spiritual seekers who came learned how to handle their finances, but also discovered that there is a God who cares about every area of their lives. Two degrees made all the difference.

One of the great values of the Two-Degree Rule is that you are not looking at starting new ministries with new volunteers and additional resources. You are simply taking what you are already doing and extending it past your “Jerusalem” and into your community.

Application Suggestions

Evaluate Existing Ministries:

Take time to look at every ministry and ask, “Could we connect people in our community to this ministry?” If you take some time, and you can’t find a way to vector this ministry outward, take a little more time and try harder. You will be amazed at how many existing ministries can be effective to reach the spiritual seekers around your church.

Commit to a Big Circle of Promotion:

Most of our promotion is in house. We let the people in the church know what is happening (sometimes we are not even very good at this). It is time to draw a bigger circle. When you are promoting an existing or new ministry, always ask, how can we let the people in our community know about this? If you can vector the ministry outward, be sure to promote as widely as possible. Many communities have free local papers you can use. Make your web site friendly and be clear that everyone is welcome. Let community people know, “We are here for you!”