

How to present the Gospel to a lost person

Several years ago there was a book issued that caused no little stir in Bible preaching churches like ours. The title of the book was, *"Lifestyle Evangelism."* What followed was a pendulum swing away from sharing the Gospel verbally to silent evangelism of the life. The truth is we need to both live the Gospel (exhibiting the difference that Christ makes in our lives) as well as verbal evangelism to properly witness to people.

In **Acts 1:7-8**, the Lord Jesus Christ was issuing His final personal instructions to His disciples before He ascended to the right hand of the Father. He said,
"It is not for you to know times or seasons which the Father has put in His own authority. But you shall receive power when the Holy Spirit has come upon you; and you shall be witnesses to Me in Jerusalem, and in all Judea and Samaria, and to the end of the earth."

A witness is something we are as well as something we do. Both what we are and what we do or say is part of our being a witness. Second, also note that we are to witness to everyone not just those just like us!

We witness sometimes because we are forced in a situation to speak to the needs of people. Other times we witness because we want to obey God and reach out to the others around us who need to hear. Sometimes we witness because we have taken time to get to know folks in order to eventually witness to them. I call these redemptive relationships. Sometimes such witnessing takes a long time and sometimes these folks never ever get saved. The good thing is we know if we share the Gospel and keep sharing it, some will believe.

Always pray before you witness, if you can. People are saved not because we make them change their minds, but because God the Holy Spirit changes their hearts.

The Gospel Presentation

I suggest that you either have a presentation like this memorized or at least have it written in the margin of your Bible.

Are you sure you have eternal life? If you were to die tonight and God met you at the door of heaven and said, *"Why should I let you in?"* What would you say?

I begin with **Romans 6:23**;
"For the wages of sin is death, but the gift of God is eternal life in Christ Jesus our Lord."

Salvation, eternal life is a free gift. God does not require we earn it. Indeed, we cannot earn it because we are sinners.

Next, I turn back to **Romans 3:23**.

“for all have sinned and fall short of the glory of God.”

God’s standard is perfection and we are not perfect. I tell a story here to illustrate what is meant by perfection. If this is an issue, you can also take them through **Romans 3:10-12**.

“As it is written: ‘There is none righteous, no, not one; There is none who understands; There is none who seeks after God. They have all turned aside; They have together become unprofitable; There is none who does good, no, not one.’”

I emphasize the “no ones” to folks who are not sure they are sinners.

Because we are sinners, we cannot earn eternal life. But our sin has earned something. Back in **Romans 6:23** we read,

“For the wages of sin is death, but the gift of God is eternal life in Christ Jesus our Lord.”

Wages have to be paid. We earned death because of our sin. This is both spiritual and physical death. How then can we be forgiven? How can we receive God’s gift?

The Lord Jesus came into the world to be our Savior. **2 Corinthians 5:21** tells us;

“For {God the Father} made [the Lord Jesus Christ] who knew no sin to be sin for us, that we might become the righteousness of God in Him.”

God put our sin on Him on Calvary and if we trust in the Lord Jesus, He will give us His righteousness before God. For us to be saved, someone had to die for our sins. The only one who could die for our sins was someone who had no sins of His own to die for. So, the Lord Jesus died for us!

We must emphasize we are not saved because we have earned it or done anything. God did it all. **Ephesians 2:8-9** says,

“For by grace you have been saved through faith, and that not of yourselves; it is the gift of God, not of works, lest anyone should boast.”

In some Bibles I have drawn a balanced scale in the margin of my Bible at these two verses to remind me to talk about the fact that it is not good works vs. bad works that saves us.

Grace is goodness given to us when we deserve wrath. God gives us grace because we believe and not because of anything we do. Show them again how God expressly says it is not out of our works.

How do we receive this gift of eternal life? **Romans 10:9-10** gives us the answer.

***“If you confess with your mouth the Lord Jesus and believe in your heart that God has raised Him from the dead, you will be saved. For with the heart one believes unto righteousness, and with the mouth confession is made unto salvation.*”**

The two things here are actually one. Belief is in the heart. The heart is the real you. Whatever or whoever has your heart has you.

I use the illustration of a chair here. We can say we believe in a chair. We can even intellectually agree that the chair is sound and will hold us up. However, if we have never sat in the chair it has made no difference in our lives. Have we committed ourselves to what we say we believe about who Jesus is and what God the father has done?

Sometimes I then follow with pointing out how we confess to God. **Romans 10:13**

“For ‘whoever calls on the name of the LORD shall be saved.’”

The prayer saves no one. Faith saves folks. Paul told the Philippian jailor,

“Believe on the Lord Jesus Christ and you shall be saved.” (Acts 16:31)