In the first century the good news of the gospel caused such great excitement that "…daily in the temple and from house to house they ceased not to teach and preach Jesus" (Acts 5:42).  We need to be as excited and concerned today.  And even when those Christians were being heavily persecuted or killed, we read in Acts 8:4, "Therefore those who were scattered abroad went everywhere preaching the word."  What should keep us from preaching and teaching today?  We are not being persecuted.  We have many more advantages.  We have automobiles, airplanes, telephones, the Internet, and the printed page.  We are without excuse if we do not preach the gospel.

The Lord has commanded all Christians to teach the lost. Successful evangelism is accomplished one person at a time.  Evangelism is not only to be done in distant lands. We must also teach those near us, our next door neighbors.   God will be with us as we teach His word to the lost.  We will be successful because we read in Philippians 4:13, "I can do all things through Christ who strengthens me."  When we do what the Lord says to do, we will not fail.

When we teach the lost we cause all of Heaven to rejoice.  Jesus tells us that there is rejoicing in the presence of the angels of God when one sinner repents (Luke 15:7, 10).  We also have great joy when we teach the gospel to the lost.

**Lesson 2 Sources of prospects**

Prospects are everywhere.  The vast majority of people we come in contact with are lost (Matthew 7:13-14) and need to hear the gospel.  We must help them have an interest in spiritual matters and askthem to study the Bible with us. When they learn the truth of God's word and obey it, they can go to Heaven.  The only way to set up a personal Bible study is to ASK.We need to have the parents’ permission for those who are not 18 years of age. Here is a list of prospects for Personal Evangelism.

1)**Children of members.**  These have usually attended the church of Christ with their parents.

2)  **Spouses of members.**  They usually have attended with their believing spouse.

3)  **Friends who attend youth functions with our youth.**  These provide a contact that is many times overlooked.

4)  **Non-members who attend ladies Bible class.**  Those members who are their friends can be instrumental in helping you arrange a personal Bible study with the non-member.

5)  **Benevolent contacts.**  When we show care and concern for others, they are more likely to be open to a personal Bible study.

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14)  **Every time you try to close** you are checking the individual’s spiritual pulse to see how near he is to being baptized.  If you try to close and he does not respond, give him some more teaching concerning the questions he has. Then try for a close again.  Continue to persuade as long as you can.  Acts 2:40 "And with many other words he testified and exhorted them, saying, Be saved from this perverse generation."

15)  **Always leave the door open for further studies** – Try other studies such as Open Bible Study, Jule Miller, etc.

**Lesson 8 Handling objections and answering questions**

**Handling objections**

We should welcome objections because they will help us lead an honest person to obey the gospel.  Objections tell what the one you are teaching thinks and feels.  They tell us how near he is to obeying the gospel.  It may be a sign the objector is seeking more information.  The average objector is a novice, and his knowledge is quite limited.  He is a learner who needs to be taught.  Do not take his objections as rejection.  While he is saying “not yet” or “no,” he may really want you to convince him.

Listen to the objector carefully and hear him out completely.  This will help to persuade him.  Treat the objection as a question which will help eliminate tension.  Restate the objection as a question and ask him if you understand him correctly.  For example you might say, "John, your question is, 'Why wasn't the thief on the cross baptized?'  Is that right?  John, do you have any other questions?  If I could answer this question to your satisfaction, is there anything else that would keep you from being baptized tonight?"

If the objection has nothing to do with the point you are trying to make, do not deal with it at that time.  Say, "John that is a good question.  Let me write it down and study on it and then we can deal with it later.”

Avoid a proud, excited, argumentative, or angry attitude.  Such an attitude will cause opposition to your teaching. Proverbs 15:1 says, "A soft answer turns away wrath, but a harsh word stirs up anger."  It is better to say, "Could I share with you what the Bible says about this matter?" We should talk with the objector in a calm and quiet voice, particularly if he is becoming agitated or angry.  Colossians 4:6 says, "Let your speech always be with grace, seasoned with salt, that you may know how you ought to answer every man."

Many religious people believe they are saved by "faith only.” Others think they are saved when they "accept Jesus as their personal savior" and say the "sinner’s prayer.” They say that one does not have to be baptized to be saved because salvation occurs before baptism. But where in the Bible are we told this?  It is not there.  This idea sounds good and impressive, but it is false. God cannot be pleased with teaching that goes against scripture. Many will be lost because they have believed a lie.

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