EVANGELISM ACTIVITIES

Part One: The Principles

The role of the chaplain in pointing those they serve to Christ and to the church is foundational to the Employee Care Program of Marketplace Chaplains. Through our program, chaplains provide a wide range of care to client employees and their families (e.g., confidential discussions, crisis response, hospital visits, grief care and referrals). In the midst of providing such care, chaplains often find the opportunity to present the gospel, to lead a person to a profession of faith or to help a believer connect with a local church.

There are a number of different definitions of evangelism but evangelical Christians typically use the term to describe the presentation of the Christian gospel to an unbeliever in an attempt to bring that person to a saving faith in Christ. For purposes of this guide we will use the term evangelism activities since that term is somewhat broader and includes the report of those who connect to the church for the first time or renew a connection to the church after a period of inactivity.

The Employee Care Program at Marketplace Chaplains involves three types of evangelism activities:

- Gospel Presentations
- Professions of Faith
- Connect (reconnect) to a local church
This guide is part one of a two part training guide on evangelism. The primary purpose of this guide is to help chaplains understand the key aspects of evangelism activities in the context of workplace chaplain care. Part two of the guide (Evangelism Activities – Working Examples) provides practical suggestions for transitioning from general conversations to evangelism in each of the three type of evangelism above.

Evangelism Activities in the Workplace

Most chaplains are a little uneasy about performing evangelism activities in the workplace. Many chaplains come to workplace chaplaincy with a strong background in doing evangelism in their church only to find that some of the techniques and strategies they used are not appropriate for the workplace. Although most chaplains are committed to talking about their own faith, some chaplains have little experience in leading people to faith in Christ. Some chaplains are concerned that their attempt to share the gospel might be viewed as unwelcome or be misunderstood by client companies or their employees.

The following information is provided to help each chaplain understand the key aspects of evangelism activities in the workplace.

There are seven components for doing evangelism in the workplace. Each is important and necessary. When these seven components are understood and followed, the Marketplace Chaplains chaplain will be prepared to successfully accomplish evangelism activities.

1. **VITAL** - Evangelism activities are an essential component of who we are and what we do

   The Marketplace Chaplains mission statement describes our purpose is “to share God’s love through chaplains in the workplace.” We accomplish our mission as we share Christ’s love through our actions of caring for client employees and families. As we have the opportunity, we should also use our words to tell the gospel of Jesus Christ.

   All chaplain care activities are important and valuable because that service to others is done in the name of Christ. However, it is our willingness to verbally share our faith with others that validates those activities as something more than simply acts of kindness.

2. **LOW KEY** – Evangelism activities in the workplace are strictly voluntary

   Client companies are able to invite us into their workplaces because of our commitment to the voluntary nature of using chaplain services. Chaplains are never forceful in offering chaplain care and are especially sensitive about sharing their faith.

   In order to ensure that evangelism activities are voluntary, chaplains never present the gospel, ask about professions of faith or recommend a church without the consent to do so by the client employee or family member. Once permission is granted, chaplains always perform evangelism activities in a relaxed and informal manner, with no hint of pressure or overzealousness.

3. **RELATIONAL** - Evangelism activities in the workplace follow trust and credibility

   In the Marketplace Chaplains Evangelism training video (see [www.marketplacetraining.com](http://www.marketplacetraining.com)), workplace chaplains are described as following the “Priscilla and Aquila Method.” This method of evangelism is relational, that is, it begins with a relationship.
In almost every occurrence of evangelism in the workplace, Marketplace Chaplains chaplains are able to present the gospel and discuss such topics as a profession of faith and a believer’s connection to the church only after the chaplain has earned the opportunity to do so by establishing a trusting relationship. The experienced chaplain has learned the best soil for growing evangelism is a relationship.

It takes time for a relationship to grow and for trust and credibility to increase. The wise and experienced chaplain practices patience.

4. BIBLICALLY BASED – Evangelism activities in the workplace are grounded in the Bible. (For a fuller discussion of the theological distinctives of Marketplace Chaplains, please see We Believe – Articles of Faith – especially Articles IV and V.)

In providing other forms of chaplain care and discussions, it is not necessary to quote or read Scripture for chaplain care activity to be biblically-based. However a genuine gospel presentation is a different situation. There is a place in some “pre-evangelism” where the chaplain could include sharing concepts and principles without exact biblical citation or quotation. But when we actually present the truth of the gospel we need to be very careful (and Biblical) in our presentation. The power of salvation is in the actual message of the gospel story. It is vitally important that the model and the message of our evangelism activities are faithful to Scriptural truth and derive authority from the Bible.

5. INCREMENTAL – Evangelism Activities (especially Gospel Presentations) in the workplace are often a series of brief discussions by a chaplain (or even more than one chaplain).

Because of the nature of workplace settings, most chaplain discussions are brief. The same is true of discussions in which the gospel is presented. It is helpful for each chaplain to become familiar with some form of systematic presentation of the Gospel message (e.g. Steps to Peace with God, Four Spiritual Laws, the Roman Road, F.A.I.T.H., Evangelism, ABC – Admit, Believe and Confess). This “incremental” method of presenting the gospel requires faithful follow-up on the part of the chaplain. [NOTE: The above statement is not intended to suggest that conversion is incremental]

Here are the six models mentioned above:

STEPS TO PEACE WITH GOD (Billy Graham Evangelistic Association)

Step One: God's Purpose: Peace and Life- God loves you and wants you to experience peace and life--abundant and eternal.

Step Two: The Problem: Our Separation - God created us in His own image to have an abundant life. He did not make us as robots to automatically love and obey Him. God gave us a will and a freedom of choice. We chose to disobey God and go our own willful way. We still make this choice today. This results in separation from God.

Step Three: God's Bridge: The Cross - Jesus Christ died on the Cross and rose from the grave. He paid the penalty for our sin and bridged the gap between God and people.

Step Four: Our Response: Receive Christ - We must trust Jesus Christ as Lord and Savior and receive Him by personal invitation.

FOUR SPIRITUAL LAWS (Campus Crusade for Christ)

1. God LOVES you and offers a wonderful PLAN for your life.
2. Man is SINFUL and SEPARATED from God. Therefore, he cannot know and experience God's love and plan for his life.

3. Jesus Christ is God's ONLY provision for man's sin. Through Him you can know and experience God's love and plan for your life.

4. We must individually RECEIVE Jesus Christ as Savior and Lord; then we can know and experience God's love and plan for our lives.

**THE ROMAN ROAD TO SALVATION**

| Romans 3:23 | For all have sinned and fall short of the glory of God |
| Romans 5:8 | But God demonstrates his own love for us in this: While we were still sinners, Christ died for us. |
| Romans 6:23 | For the wages of sin is death, but the gift of God is eternal life in Christ Jesus our Lord. |
| Romans 10:9 | That if you confess with your mouth, "Jesus is Lord," and believe in your heart that God raised him from the dead, you will be saved. |
| Romans 10:13 | for, "Everyone who calls on the name of the Lord will be saved" |

**F.A.I.T.H. EVANGELISM (Lifeway)**

| F | is for Forgiveness - Romans 3:23 |
| A | is for Available - John 3:16 |
| I | is for Impossible - Ephesians 2:8, 9 |
| T | is for Turn - Luke 13:3 |
| H | is for Heaven - John 14:1-3 |

**BAD NEWS/GOOD NEWS (EvanTell)**

The **Bad News** is: All Have Sinned (Rom. 3:23) & the Wages for Our Sin is Death (Rom. 6:23).

The **Good News** is: Christ Died for Our Sins (Rom. 5:8) & You Can Be Saved through Faith in Christ (Eph. 2:8-9).

**ABC – ADMIT, BELIEVE AND CONFESS**

Admit that you have sinned
Believe that Jesus Christ died for you
Confess your sin to God, and then confess that Jesus Christ is Lord of your life

Whichever model or systematic approach is used, the central elements of the Gospel (the **Truth about Sin**, the **Truth about Christ** and the **Truth about Grace**) can all be shared incrementally.

6. **INTENTIONAL** – Evangelism Activities in the workplace occur under the direction of the Holy Spirit but always with the cooperation of the chaplain. This intentionality is central to our evangelism activities – a burning heart for Christ coupled with a burning desire to see others come to Him.
The opportunity for evangelism activity may be a divine appointment but the chaplain has to be prepared and must be faithful to his or her calling to share the gospel. In short, the opportunity may be providential but the effort is always intentional.

7. CONFIDENTIAL – All evangelism activities in the workplace must be kept confidential. The Marketplace Chaplains chaplain understands that all personal information about a client employee or family member is respected as being confidential but especially information about that person’s faith. Because of this, discussions that include gospel presentations and other evangelism activities should only be done when no one else can listen in on the conversation. And most importantly, chaplains don’t discuss gospel presentations, professions of faith or an employee’s church affiliation with others.

II. Reporting Evangelism Activities in CCS

From CCS Definitions 080509 (originally released May 1, 2006)

Client Evangelism – There are three reporting categories in Client Evangelism: Gospel Presentation, Profession of Faith and Connect/Reconnect with a Church.

- Gospel Presentation – an intentional biblically based discussion of the Gospel message with a client employee or family member meant to bring that person to saving faith in Christ. Gospel Presentations in the work place are often done incrementally due to time constraints, (planting a seed, watering and reaping) each of which is considered a Gospel Presentation. However, affirming the faith of a believing client employee or family member is not a Gospel Presentation.

- Profession of Faith – employees or family members personally led to Christ by a chaplain.

- Connect/Reconnect to the Church – the purpose of this category is to identify the discipling part of evangelism. Although it is not necessarily tied to a Profession of Faith, chaplains often follow up with those professing faith to point them to participation in a local church. It should be noted that formal membership in the church the person is regularly attending is not necessary for the activity to be considered in this category. This category may also include a client employee or family member renewing participation in a local church after a period of inactivity or estrangement.

From Using the Activities and Expenses Entry Screen

CLIENT EVANGELISM

Enter the number beside the type of evangelism activity being reported. (Totals will be computed automatically.)

As necessary, enter names and details

SPECIAL NOTE:
1. The only required entry in this field is the name of a client employee or family member who makes a profession of faith. (This information is not shared with the client or outside of Marketplace Chaplains.)
2. Generally names and details are not entered for Gospel Presentations and (Re) connecting to a Church