

LIGHT UP YOUR WORLD

Stories for *Easier Evangelism* (Part 9)

“You’ve Got Style”

INTRO: Each of us is uniquely designed by God for a purpose (Psa. 139:13-16). Our uniqueness is seen in several ways; physical, intellectual, personality/temperament (MBTI, DiSC), spiritual gifts, pathway to connect with God (assessment on my website), how we relate or connect with others, and how we relate our faith to others. Life is easier, so is evangelism if we know and live God’s design for us – could call this our evangelism type (personality). Each of us has 1-2 styles that are more natural to us. I have an assessment on my website which I sent to you to identify your primary styles. Hopefully you have those results with you.

I. THE DYNAMICS OF GRACE AND TRUTH

BEFORE, we examined the six evangelism styles we need to understand the dynamics of the Gospel message in terms of Grace and Truth. Both must be communicated. They stay together. Jesus brought both when He came (Jn. 1:14-17). Paul did the same in Col. 4:6. Keeping these together is important as we relate the Gospel. Truth without grace is judgment, and grace without truth is license. Look at this GRAPH . . . Four quadrants:

- Lower Left = *No Grace, No Truth* – “Karma” of cause and effect. Right and wrong are determined by personal choice.
- Upper Left = *Grace, No Truth* – free to do what choose – no obedience required
- Lower Right = *No Grace but Truth* – legalism and fundamentalism (often seen as the hallmark of Christianity) – lots of rules without any grace
- Upper Right = *Grace and Truth* represent biblical Christianity and the message of Jesus (Jn. 1:14). In sharing the gospel, we must “speak the truth in love” (Eph. 4:15) – No matter your evangelism style!

II. THE SIX STYLES OF EVANGELISM

- A. CONFRONTATIONAL Style – They are confident, bold, and direct – tend to approach things quickly and directly. Peter is a good biblical example (Acts 2:38-40) straightforward, all-in (jumped out of boats, walked on water, cut off ears). High D, Type A. Be cautious to be tactful when sharing the truth Is this you? Know someone? Graham, Laurie, Tebow
- B. INTELLECTUAL Approach - People with the style are usually inquisitive, analytical, and logical. They might like to debate. Love to ask, “What do you think? How do you know? Why?” the Apostle Paul is a good biblical example – always using reason and logic to support his claims - Acts 17:16-31. Paul starts with the “unknown God”, and builds a logical and factual case for Christ. Caution: don’t be answering questions replace giving the Gospel and don’t become argumentative? Reminder: Truth and Grace! This you? Know someone? McDowell, T. Keller, N. Pollard

- C. TESTIMONIAL Style – People with this style tend to enjoy telling their story, communicate easily and are good listeners. They are able to relate their experience well to others. A good biblical example is the man born blind (John 9). When questioned he didn’t confront the religious or reason with them, he just explained what God did for him. The caution in this approach is to talk too much about yourself but not relating your story to their life. Also talking too much about you leaves less time to talk about Jesus. Listen first then try to connect your story to their situation. Is this you? Know someone? CT Boom, Lee Strobel, Joni
- D. INTERPERSONAL Style - This is a good approach for people of warm personality, highly conversational, friendship-oriented, usually focusing more on the other person’s needs than ideas. The disciple Matthew exemplified this when he had a party for his friends to rub shoulders with Jesus and the disciples (Lk. 5:27-29). People with style are natural at connecting with others. This style has to be cautious to avoid valuing friendship over truth (telling about Jesus). Is this you? Know anyone?
- E. INVITATIONAL Approach – People comfortable with this style tend to be hospitable, relational and persuasive. They enjoy meeting new people and making new friends. They have a knack of getting others to participate in what they are doing – and easily invite others to join them. Biblical examples are disciples Andrew (Jn. 1:41) and Philip (Jn. 1:45). Research says most would accept an invite by a trusted friend to a Bible study, church, concert, etc. Caution here is to get too pushy with the invite. Is this you? Know anyone?
- F. SERVING Style – People who are natural at the approach are others-centered, humble, and patient (get no a lot!). They just easily spot needs to be met and do all they can to meet them. Dorcas would be a good biblical example (Acts 9:36 ff). Jesus, too (Matt. 20:28). Such serving provides easy opportunity to speak of why you do it and WHO you do it for. This style is particularly effective with people who are negative and hardened. Loving service is hard to resist and difficult to argue with. Caution here is to remember that actions need to be reinforced by words – telling them Christ is your reason. (Rom. 10:17). Is this you? Know someone?

CONC: What’s your style(s)? Relational evangelism is usually a process (7 plus encounters on average). We must prayerfully and patiently, with grace and truth, move people along toward seizing the opportunity to share the Gospel.