

CHAPTER 23

Immediate Follow-Up and Evaluation

A. Preparing for Follow-Up:

Introduction:

Every open contact should be followed up in some way. The primary aspect of follow up is prayer. No matter where the person is going, the Holy Spirit (Rom 8:26-27) can intercede for this person through the prayers of a believer. One should keep in mind that because of political or cultural tensions, follow up may not always be done in a systematic way. Following are some practical measures to keep in mind for follow-up.

1. General principles:
 - a. Leave a verse for him to memorize, such as 1 John 5:13. Mark it in the Bible or on the tract, so that he will remember where to find it.
 - b. “Here another warning is needed. Never tell one who has just professed faith in Christ that he is saved. Let the Holy Spirit tell him that, through the Word, and then let him tell you.”¹¹⁹⁴
 - c. Most people will not initiate continued contact—so the evangelist has to be aware to take the initiative in this area.
 - d. Often it is easiest to meet the person in the same environment in which he was first met, to make better contact.

2. If the person lives in close proximity:
 - a. General ideas:
 - 1) Ask the person for coffee, a meal or to church as the situation allows.
 - 2) Find out how things are going, and see how he has done on his memory verse.
 - 3) Decide on and begin going through a follow-up Bible study with the person.
 - b. Immediate follow-up from R. A. Torrey:¹¹⁹⁵
 - 1) Confess Christ with the mouth before men every opportunity you get (Rom 10:9-10; Matt 10:32-33)
 - 2) Be baptized and partake regularly of the Lord’s Supper (Acts 2:38-42; Luke 22:19; 1 Cor 11:24-26)
 - 3) Study the Word of God daily (1 Pet 2:2; Acts 20:32; 2 Tim 3:13-17; Acts 17:11)
 - 4) Pray daily, often and in every time of temptation (Luke 11:9-13; 22:40; 1 Thess 5:17)
 - 5) Put away out of your life every sin, even the smallest, and everything you have doubts about, and obey every word of Christ (1 John 1:6-7; Rom 14:23; John 14:23)
 - 6) Seek the society of Christians (Eph 4:12-16; Acts 2:42, 47; Heb 10:24-25)
 - 7) Go to work for Christ (Matt 25:14-29)
 - 8) When you fall into sin don’t be discouraged, but confess it at once, believe it is forgiven because God says so and get up and go on (1 John 1:9; Phil 3:13-14)
 - c. Immediate follow-up from Bill Fay:¹¹⁹⁶
 - 1) How many sins has Christ paid for? (1 John 2:2)
 - 2) How many of your sins does Christ remember? (Heb 10:17; 2 Cor. 5:17)
 - 3) Where does Christ live? (Gal 2:20)
 - 4) Let’s pray
 - 5) Who has been praying for you?
 - 6) Do you know where your friend goes to church?
 - 7) Do you know your friend’s phone number? Let’s call him now!

¹¹⁹⁴Joseph C. MacAulay and Robert H. Belton, *Personal Evangelism* (Chicago: Moody, 1956), 130.

¹¹⁹⁵R. A. Torrey, *How to Work for Christ* (New York: Revell, 1910), 102.

¹¹⁹⁶From Bill Fay, *Share Jesus Without Fear* (Nashville: Broadman, 1999), 72-78.

8. May I take you to church?
 - 9) Read the Gospel of John.
 - 10) I will call you tomorrow to see if the Word became different.
- d. The first meeting:¹¹⁹⁷
- 1) Questions the new believer may have
 - 2) The matter of faith and feelings
 - 3) Assurance of salvation
 - 4) Walk through the “Five Facts”:
- (a) Christ has come into your heart, Rev 3:12
 - (b) Your sins have been forgiven, Col 1:14
 - (c) You have become a child of God, John 1:12
 - (d) You have received eternal life, John 5:24
 - (e) You have begun the great adventure for which God created you, John 10:10; 2 Cor. 5:17; 1 Thess 5:18.
- 5) Give him a copy of the Transferable Concept *How to Be Sure that You Are a Christian*.
 - 6) Encourage him to read the Gospel of John
 - 7) Pray together.
3. If the person lives a distance away:
- a. Give your name, address and phone number to him, mentioning why you are giving it to him. The emphasis should be to stay in contact with him to encourage him in a relationship with Jesus.
 - b. Ask him if he would like to give you his name, address and phone number. Mention that you want to write him or contact him to see how things are going, and encourage him spiritually. Say that he will not get on a mailing list sending regular literature or asking for money—and then make sure you don’t do that. Write one or two letters to the person encouraging him towards a local church body or a contact person (if you yourself cannot contact him for some reason). Try to keep in contact by phone to offer encouragement, and keep the address in a file for continued reference.
3. If the person is closed to continued contact:
- a. Respect that wish. However, you can continue to pray for this person and ask the Lord that He would open his heart and lead others to speak to him.
 - b. Remember that it often takes many contacts and much prayer for a person to come to Christ (John 4:38).
 - c. The person closing up to further contact may be a sign that the Gospel has fallen on shallow soil, Matt 13:20-21
 - d. For this reason we should never be proud about our achievement if we are privileged to pray with someone to receive Christ (Luke 17:10).

B. Linking the New Convert to the Local Church:

1. Ask if you can pick up the person to bring them to church (giving the day and time)
2. Ask them to make their decision for Christ public by going forward at the invitation—that next Sunday
3. Explain that their first step of Christian obedience is water baptism in the local church

¹¹⁹⁷Adapted from Bill Bright, *Witnessing without Fear* (San Bernardino, CA: Here’s Life, 1987), 161-62.

Chapter 23 Appendix

Evaluation after Evangelistic Conversations

Introduction:

The mood of the evangelist after he has shared the Gospel will vary from that of tremendous joy to depression. It is important to evaluate the sharing situation in order to continue sharing the Gospel more appropriately. Often if one is discouraged, he may decide that he will never share the Gospel again. Evaluation may avoid this pitfall.

1. Questions to ask oneself:
 - a. Was this individual truly lost? How do I know?
 - b. Did I share the Gospel with the person(s) in question?
 - c. Was I able to make use of Scripture in my witness?
 - d. Could I have used a better way to reach the person's heart?
 - e. Did I avail myself of the openness of the individual?
2. Common lessons learned in evangelism:
 - a. "We have a great salvation in Jesus Christ!"
 - b. "What a privilege to share the greatness of the glories of Jesus Christ!"
 - c. "I need to know my Bible better"
 - d. "There are **many** needy people"
 - e. "I need to do this more often"
3. Comforting thoughts following evangelism situations:
 - a. If the person was not a Christian, an unsaved person had the opportunity to hear of Christ through your witness.
 - b. If they accepted Christ, all heaven is now rejoicing! Luke 15:10
 - c. If God's Word was quoted or shared from, it will accomplish God's purpose, Isa 55:11
 - d. God can use me in my weakness, 1 Cor 2:3, 2 Cor 12:10