

## Evangelism Class #5 - Outline

### 7 Ways to move Jesus from Stranger to Savior:

1. **Heavy Love and Mercy**
2. **Interested Conversation**
3. **Consistency**
4. **Listening**
5. **Authenticity**
6. **Service**
7. **Sacrifice**

### 7 Benefits to Listening:

1. **Uncovers the real meaning behind words.**
2. **Helps us see the world from their perspective**
  - We can look at the same thing, yet interpret it differently.
  - **Hebrews 2:17-18; 4:15**
3. **Makes people feel important**
  - We all desire to be known and understood by someone else.
  - **Luke 19:5**
4. **Helps you know where to start with people spiritually**
  - Can't know where someone's at spiritually without listening first.
  - Acts 2's sermon and Acts 17's were so different because the audiences were in different places spiritually.
5. **Helps you relax and not feel overly pressured for a response**
  - Rather than worry about the perfect thing to say, worry about how to be a better listener.
6. **Opens them up to listen to you**
  - If you've listened well, they'll almost always turn it around and listen to you in exchange!
  - There's our opportunity to share our faith! And this time it's invited!
7. **Helps people work through their own beliefs**
  - Some don't know why they believe what they believe. Giving them a chance to talk those beliefs out can expose inconsistencies naturally without you having to correct them.

### Barriers to Listening:

- Making comparisons, trying to guess what they're thinking, planning your response while they're still talking, letting your mind wander, quick character judgments, referring them back to one of your experiences, offering unsolicited advice, argumentative, changing the subject randomly.

### Keys to Effective Listening:

1. **Interested body language** - eye contact, leaned forward, head nod, facial expression
2. **Paraphrasing** - Restate what they said in your own words. Shows you're trying to understand. "What I hear you saying is..." "In other words..." "So basically how you feel is..." "So what happened was..." "What was going on for you was..."
3. **Clarifying Questions** - Seeking more accurate understanding. "Do you mean..." "What exactly did that feel like?" "Can you explain x further?" "Will you help me understand something about what you said?"
4. **Feedback** - Reaction to what's been said. Don't skip straight to this step! - [Adapted from a section in "Messages: The Communication Skills Book" by McKay, Davis, and Fanning]