

How to
**LEAD SOMEONE
TO FAITH**

By
CHARLES SIMPSON

ABOUT THE AUTHOR

Charles Simpson has ministered around the world as an effective Bible teacher, pastor, and church planter. At the age of twenty, Charles was ordained as a Southern Baptist Pastor. Years later, he was baptized in the Holy Spirit and became a pioneer in what later came to be known as the Charismatic Renewal movement. He has authored numerous books, and served as contributor to *The Spirit-Filled Life Bible*. Charles is the Editor-in-Chief of *One-to-One Magazine*, and the Senior Pastor of Covenant Church of Mobile, Alabama.

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ONE-TO-ONE™ BOOKS

How to Start and Lead a One-to-One™ Group

How to Lead Someone to Faith

The Journey Into Faith—A Guide For New Believers

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Printed in the United States of America

Available from CSM at (888) 811-2CSM.

CSM • P.O. Box Z • Mobile, AL 36616

ACKNOWLEDGEMENTS:

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DEDICATION

To those who have learned the joy of sharing
their faith in Jesus Christ

INTRODUCTION

This book is the second in our *One-to-One* book series. If you have read Book One, *How to Start and Lead a One-to-One Group*, you understand that our purpose is simple—to build relationships that lead people to Jesus Christ. It is in the spirit of that purpose that we examine how to best accomplish our mission on a personal level. This book is being written to those who believe in Jesus Christ and who believe that leading others to Him is our mission.

The greatest joy that a believer can have is to share Christian faith with someone else and see them also come to Christ. This joy is the joy of our Lord Jesus Christ, of His angels, of our forefathers in the faith, and our joy as we pass on this eternal faith. It is the joy of the eternal river that flows from us to others.

A handwritten signature in black ink, appearing to read "Charles V. Simpson". The signature is fluid and cursive, with a long horizontal flourish extending to the right.

Charles V. Simpson

HOW TO LEAD SOMEONE TO CHRIST, ONE-TO-ONE

The principle of increasing life by giving life is demonstrated by our Lord Himself, Who gave His life a ransom for many, and came that we might have life abundantly. His life has now been multiplied in the lives of multitudes. The principle was further demonstrated by the apostles who received the faith and faithfully passed it on. From Him and them flows a rich and abundant life, in grace and truth to many nations. Winston Churchill said, “We make a living by what we get; we make a life by what we give.” He could not have been more correct.

*“We make a living by
what we get; we make a
life by what we give.”*

—Winston Churchill

There is another aspect to this principle of life: to hide or withhold it is to lose it; to give it away is to have it more abundantly. We did not create this life, but we have received it by faith, by complete trust in Him. Therefore, we are debtors to Christ and to those who passed it on to us. As stewards of

the life, our only worthy response is to pass it on to others...one person at a time. The purpose of this booklet is to help us to accomplish that mission effectively. I believe that this is what the Holy Spirit is calling us to do; this is what we owe to Christ, to those who shared faith with us, and to those who wait for us to tell them.

I remember well the night I received Christ. I was responding to my parents, who taught me this precious Gospel, as well as to the messenger who faithfully urged me to receive it, and to the Holy Spirit Who was convicting me of my own need. I remember the prayer that I prayed, confessing my sins and weaknesses, and asking Him to forgive me and give me the grace to live for Him. I also remember the peace and joy that I received upon concluding my prayer, and the joy that others shared with me as I confessed Jesus Christ as my Lord. I remember, too, the day that I was baptized, demonstrating His death, burial, and Resurrection. It was a new beginning in a new life.

My own experience was not the end; rather it was a beginning. Soon, I led my brother to Christ, and then I led others to faith as well. Many years later, this joy is still with me as I encourage you to share your faith with others. Next to knowing Him personally, helping someone else to know Him is life's greatest joy. My prayer is that you will make this discovery for yourself and lead someone to know the One Who gave His life that we might have life.

GUIDING PRINCIPLES

Starting at the right place will help us to reach our goal of being effective. There are some issues that we must address before proceeding to accomplish our mission. I want to address some of these realities in order to help us to succeed in faith and sharing. Proceeding successfully on our mission is based upon some guiding principles:

1

We believe that Jesus Christ is the
Eternal Son of God.

He was God before the beginning of time and will be after the end of time. He is unchanging and divine in nature, and we have come to know Him by simply believing what the Gospel says. We have completely trusted Him. He has forgiven our sins and given to us eternal life. It is essential that we rekindle our own faith through prayer, Bible study, and daily obedience if we are to lead others to Him, because He is the Lord of the Harvest (see Matthew 9:37-38).

2

We have been given a command by God to go
into all the world and preach the Gospel.

Another guiding principle is that we have been given a command by our Lord, to go into all the world to preach the Gospel, and teach others to

observe all that He has commanded us. He has told us to be fruitful by leading others to faith. He is pleased when we bear fruit and prove to Him

He is pleased when we bear fruit and prove to Him and others that we are truly His disciples.

and others that we are truly His disciples (see John 15:8, 16). This understanding has caused generations of men and women to go across the street and across the world to share faith.

3

Our motivation is both His command and mankind's need.

We believe that without Christ, men and women are lost; they are without divine direction and separated from God. We believe that Jesus Christ is the only way for us to find reconciliation with the Father, and to find His purpose in our lives.

We further believe that individuals are accountable for their lives, and one day will give an account to Him for the deeds that they have done, and for their response to the love of God.

4

Our mission is to serve others by sharing life.

Knowing Christ does not mean that we are superior; rather it means that we are servants. As He came to serve, so do we. We are not dominators, but we are facilitators of their faith. We must at all cost avoid “speaking down” to people. We are there to serve and to bless. Their success is our success.

5

We must depend upon the Holy Spirit.

There is no guiding principle more vital than our dependence upon the Holy Spirit. Our ability and enthusiasm is not enough. We do not know the keys that will unlock human hearts, but the Holy Spirit—Who will initiate the new birth in their lives—does know the key. We are simply His agents in this mysterious and wonderful process, as we respond to Him.

ONE-TO-ONE KEYS**THE GUIDING PRINCIPLES:**

1. We believe that Jesus is the Eternal Son of God.
2. We have been given a command by our Lord to go into all the world and preach the Gospel.
3. Our motivation is both His command and mankind's need.
4. Our mission is to serve others by sharing life.
5. We must depend upon the Holy Spirit.

ATTITUDE

Attitude is the angle of approach. It is how we view those with whom we share the Gospel. Pilots of airplanes must concern themselves with both attitude and altitude. Approaching a landing with a “wrong attitude” (angle of approach) can cause a crash. This is also true of a Christian who seeks to share faith with someone else. We must have a good attitude toward those to whom we would share faith in Jesus Christ.

Here are some suggestions for a right attitude:

1

The person you want to reach is created
in the image of God.

They are His creation, with His image. Even being God’s Son, Jesus respected that reality enough to die for their salvation. We must respect them also, if we are to reach them for Him.

2

This person was created for a purpose;
they were formed to fulfill a destiny.

Our goal is not to impose our will on them, but to help them find God’s will for their lives.

3

The person to whom you are reaching out is
capable of knowing Christ and His will.

They are spiritual in nature and have a sensitivity

to God's Spirit. In fact, He has already been speaking to them, even if they have not acknowledged

*God is already speaking
to the person to whom
you are reaching out,
even if they have not yet
acknowledged Him.*

*You are there to
facilitate what God
has already begun.*

Him. You are building on what the Spirit is already doing. You are there to facilitate what He has already begun.

4

The person you seek to lead to Christ
also has a measure of truth.

Because they are a creation of God, because the Holy Spirit has already spoken to them, and because they, too, have observed the majesty of His creation; they have already attained some truth about God. Though they may not yet believe in Christ, they do know that there is more to life.

One of the biggest mistakes that believers make is to assume that they know a lot and the unbeliever knows little or nothing. This leads to a wrong attitude and wrong approach. A better approach is to discover what our unconverted friend does know and build upon that.

5

And finally, it helps if you see them as “brothers or sisters” who, while estranged from the Father, are nonetheless His lost children.

There is no other Father but God. While some may have attitudes “fathered” by Satan, he has fathered no one. Only God is the true Father, Creator, and has shown compassion. God the Father alone has created and reached out to save. Identifying with the lost as unreconciled “brothers or sisters” is the most effective way to reach the lost, and bring them to the Father through Jesus Christ. Christ came to identify with sinners and to reveal the Father; that is our mission also (see John 14:5-11).

ONE-TO-ONE KEYS

AS YOU REACH OUT TO UNBELIEVERS, REMEMBER:

1. They are created in the image of God.
2. They were created for a purpose.
3. They are capable of knowing Christ and His will.
4. They also have a measure of truth.
5. We need to see them as “brothers and sisters.”

THE TOOLS WE USE

Workers have tools that are designed to help them accomplish the task. As Christian workers, we have been given effective tools to accomplish our purpose. The efficient worker knows his tools and which tool to use in a given situation. The Apostle Paul told Timothy to study to show Himself approved unto God, a workman that needed not to be ashamed, accurately handling the Word of Truth (see 2 Timothy 2:15). That is still good advice for us.

Here are some of the tools that the Lord has provided to us:

1

The Word of God.

We believe the Bible is God's Word and is useful to us in our mission (see 2 Timothy 3:16). We are also told in Hebrews 4:12 that the Word of God is like a sword that is alive and cuts through the issues. It separates soul and spirit, the human ego from spiritual reality. The Word of God is an essential tool also, because it is the Seed of the new birth. It imparts the divine nature to those who receive it (see 1 Peter 1:23).

2

The Holy Spirit.

Another instrument of God is The Holy Spirit. The Holy Spirit is not our tool—in fact, we

are His tool; He is “God on the scene.” He is in charge. The Holy Spirit cannot be ignored in the new birth process. New believers are born of the Spirit and the Word. If the mission is to be successful, we must be responsive to the Holy Spirit.

*“A man with experience
is not at the mercy
of a man with an
argument.”*

—John Sherrill

Therefore, it behooves us to pray before acting and to sharpen our own sensitivity to God Who opens hearts (see John 3:5-8). John 3 is a great example of Jesus sharing faith with an inquirer.

3

Our Testimony.

Many Christians fail to realize the power of their own testimony. John Sherrill said, “A man with an experience is not at the mercy of a man with an argument.” Your experience with Christ is more powerful than any argument that you could make. You are a witness to the life-changing power of the Gospel.

It will be helpful to write out a brief summary

of your testimony. It should include your pre-Christian condition, how you heard the Truth, and what happened when you accepted it. There will come a time when giving your story to someone will be appropriate and helpful to them.

4 Building Trust.

It is unusual for a person to lead someone to Christ who does not know them. It does happen and hopefully you will have that opportunity. But more likely it will be someone who knows you. Why is that so? It is because trust is a major factor in someone believing you, especially in today's world.

How can you build trust? There are several ways, including serving the interests of others above your own, keeping your word, being consistent, and showing kindness. If they believe that you are a truthful and kind person, they will more likely believe what you say about Christ. Building trust is vital; it is the bridge which truth will travel across—from you to them. Build it well.

5 Faith.

Faith is a most powerful tool. It is even more than a tool. It is the payload that you want to deliver to your friend. You want to share your *faith* with them...your faith in Jesus Christ.

Faith is a great mystery and warrants more dis-

cussion than we can give here. Faith is a deep confidence, an assurance of things you believe and *hope for, but have not yet seen* (see Hebrews 11:1). It is what you build your life upon. Your faith, of course, is in Jesus. You can readily see how important it is in sharing faith, that your own faith is both deep and lively.

The Scripture also speaks of “the faith” (see Jude 3). *The* faith is the truth of the Gospel that we believe—Jesus’ birth, life, death, Resurrection, and ascension—all for our salvation. The Gospel is not only a doctrine, but a story that is true; the story of Jesus Christ. Know the story well.

ONE-TO-ONE KEYS

SOME OF THE TOOLS THE LORD HAS PROVIDED TO US:

1. The Word of God.
2. The Holy Spirit.
3. Our Testimony.
4. Building Trust.
5. Faith.

THE STEPS WE TAKE

We are *here* considering how to lead someone to Christ. We want to get *there*—seeing them receive Him as their own Savior and Lord. How do we get there? What steps will we take? This is the central issue.

First of all, let me urge you to begin with faith, not with a formula. While we may discuss elements and ingredients in the process, this is not a formula. The Holy Spirit will flow through you; He will not force a formula. There are, however, some ingredients that will characterize a healthy result. Let's examine those ingredients and some steps that we might take:

1

Identify with your unbelieving family and friends.

First of all, let's concentrate on identification with the unconverted friend. Ephesians 2:11-13 reminds us that we, too, were once alienated from God. Try to remember how it was with you. Put yourself in their place. Try to remove every barrier between you and them and find as much common ground as possible. You must "go to them" through identifying with them. It is unlikely that they will come to you until you identify with them.

It is possible that your very presence will remind them of guilt and shame. Do all in your power to remove that barrier and show the grace

of God. Even Jesus did not come to condemn the world (see John 3:17). Condemnation and guilt are often tools of the enemy to separate those who need the Gospel from those who have it. The Gospel is by definition Good News, and we are bearers of Good News, not condemning news.

2

Build a relationship based on trust and confidence.

Build a relationship on trust and confidence. It is the primary preparation for the time when you will share your faith. You can do this by observing, by listening, by understanding, by a

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consistent life, and by doing things together—whatever you both enjoy. It is vital that your friend becomes comfortable in your presence and considers you a friend; indeed, be one. Never give the appearance that you are a person who violates

confidences—their's or anyone else's. You are a faith-maker, not a faith-breaker.

3

Answer Questions.

Sooner or later, your friend will ask questions about your life. This is a key moment—give care to your answers. Don't answer with platitudes, religious language, nor should you answer more than they ask. They are waiting for your answer. Be vulnerable, truthful, and sincere. Question time is also a good time for you to ask questions along the order of their questions. Your questions prove your inter-

Don't answer with platitudes and religious language...be vulnerable, truthful, and sincere.

est in them. As the relationship deepens and grows, so will the quality of the questions.

4

Go to the Scriptures.

At some point in the relationship, you may ask if they have a Bible. If they do not, you should give them one. A modern paraphrase would be a good idea, such as *The Message*, or *The Living Bible*.

(Later on for study, I would recommend the New King James or the New American Standard version.)

When and if you give a Bible, I would also suggest marking verses that deal with salvation, with a chain of reference leading from one to another. The Holy Spirit will use those verses to prepare their hearts. But do not give a Bible until they show an interest in it. If they show interest, other materials or cassettes can be helpful. But be sure that anything you give is interesting and understandable.

5

The Moment of Truth...you have done all that you could do to reveal Christ; now the issue is, will they receive Him?

You have not forced the issue, but they have listened to you, asked questions and have shown a definite interest. The Holy Spirit has worked with you and with them; only one thing remains to be resolved, *“Are you ready to invite Him into your life as Lord and Savior? He wants to forgive all your sins and give you eternal life.”*

If the answer is not “yes,” do not push. Continue to pray and give them time. Water the seed you have already sown. But remind them that opportunity is not guaranteed in the future. Urge them to think and pray about it. If the answer is “yes,” the mission is at an exciting moment! Go to the Scriptures and read Romans 3:23, Romans 6:23, and Acts 16:31. Ask your friend if he or she

accepts what the Scriptures say. Tell them how to approach the Lord. First they should ask His forgiveness for any sins, mistakes, or errors that they have committed. They may want to be specific as they understand the pain that sin causes to others,

You just led someone to Christ. What a fulfilling joy! They will be eternally grateful. And the angels in heaven will rejoice with you.

to themselves, and to the heart of God. Then ask them to tell the Lord that they accept His full pardon through what Jesus did for them on the cross. Ask them to confess that they also believe in His Resurrection from the dead, His ascension into heaven, and that He is Lord! And ask them to confess their complete trust in Him for their lives and eternal dwelling with Him.

You might pray first and give thanks to God for them and this great privilege. Pray sincerely and fervently for their salvation, then ask them to speak from their heart to God.

After they conclude, you might pray again

expressing your joy and the Lord's joy over their salvation. Then ask them to write the date in the back of their Bible and refer to it in the future for remembrance and confidence. You might then take them to John 5:24:

Truly, truly, I say to you, he who hears My word, and believes Him Who sent Me, has eternal life and does not come into judgment, but has passed from death into life.

You may then go to 1 John 5:13,

These things I have written to you who believe in the name of the Son of God, in order that you may know that you have eternal life.

Another great text for this reading is Romans 8:31-39. They should read that one often in the early days of their Christian life.

Well, praise the Lord! You have just led someone to know Jesus Christ! What a fulfilling joy. They will be eternally grateful! And the angels in heaven rejoice with you.

ONE-TO-ONE KEYS

SOME STEPS TO TAKE:

1. Concentrate on identifying with your unconverted friend.
2. Build a relationship based on trust and confidence.
3. Answer questions.
4. Go to the Scriptures.
5. The moment of truth—are they ready to receive Him?

WHAT'S NEXT?

Coming to Jesus is the beginning, not the end. You may want to have a copy of our third *One-to-One* book, *The Journey Into Faith*, to give them immediately upon their acceptance of Jesus. It will greatly help them to grow and make good decisions at this critical stage of Christian life. But for now, here are some considerations that will help this new life to grow toward maturity.

1

Encourage the new Christian to be baptized.

“Baptize” comes from the Greek word, “*baptizo*,” which means to plunge deep or immerse. It symbolizes the death, burial, and Resurrection of Jesus Christ, and our death to the past and resurrection to new life. I suggest a reading of Romans 6:1-11, and Acts 16:31-34. It will be appropriate to suggest a pastor who would baptize them.

2

Encourage them to attend a church.

Encourage them to attend a church, your own or another Bible-believing evangelistic church (see Hebrews 10:23-25). Tell the new Christian how important Christian fellowship is in your own life.

3

Continue to spend time with your friend.

Your continued fellowship is important to

demonstrate your sincerity and genuine love. Bring them into activities with other believers and broaden their Christian world.

4

Suggest Bible studies that will help them develop.

Be sure the studies are not theologically complicated, but devotional and strengthening. Encourage them to pray as they study the Word and build their relationship to God. You may be the person that God has chosen to disciple them into Christian life now that they have received Christ. One excellent resource is our book, *The Covenant and the Kingdom*.

5

Do not cut them off from unconverted friends.

Do not cut them off from unbelieving friends and family. There lies your next opportunities to reach others for Christ. This new Christian can be a powerful influence with them.

ONE-TO-ONE KEYS

WHAT'S NEXT? KEYS TO HELP THE NEW BELIEVER:

1. Encourage the new Christian to be baptized.
2. Encourage them to attend a church.
3. Continue to spend time with your friend.
4. Suggest Bible studies that will help them develop.
5. Don't cut them off from unconverted friends.

CONCLUSION

You have done well to commit yourself to this eternal mission of sharing divine life. The impact of your decision will be understood only as we stand before Christ. I commend you.

We have looked at some basic guiding principles for our mission, some right attitudes, revisited our tools, and talked about some steps to take for success. Now it's your turn to respond to the Holy Spirit and start the adventure. What a moment! Godspeed, my friend—Godspeed!

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are



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