

## **YOUR STYLE OF EVANGELISM**

God has given each Christian a unique personality, set of experiences, and style, that allows us to reach out to others in a natural way. God wants to use the unique you to reach your friends for Christ. Below you will find a helpful questionnaire to assist you in discovering or affirming your unique outreach style.

### **1. Outreach Styles Questionnaire**

This questionnaire and the outreach styles are taken from the *Proclaim* evangelism course workbook, pages 21-32, which was adapted from Mark Mittelberg's *Becoming a Contagious Christian* course. Write your response to each of the 36 statements based on how you think the statement applies to you:

**3** *Very Much*            **2** *Somewhat*            **1** *Very Little*            **0** *Not at All*

- \_\_\_\_\_ 1. In conversations, I like to approach topics directly, without much small talk or beating around the bush.
- \_\_\_\_\_ 2. I love reading books or searching the web for information that will help me better understand issues being debated in society.
- \_\_\_\_\_ 3. I often tell stories about my personal experiences in order to illustrate a point I am trying to make.
- \_\_\_\_\_ 4. I am a "people person" who places a high value on friendship.
- \_\_\_\_\_ 5. I enjoy including or adding new people to activities I am involved in.
- \_\_\_\_\_ 6. I see needs in people's lives that others often overlook.
- \_\_\_\_\_ 7. I do not shy away from putting a person on the spot when it seems necessary.
- \_\_\_\_\_ 8. I tend to be analytical.
- \_\_\_\_\_ 9. I often identify with others by using phrases like "I used to think that too" or "I once felt the way you do."
- \_\_\_\_\_ 10. Other people have commented about my ability to develop new friendships.
- \_\_\_\_\_ 11. I prefer to let someone better qualified explain Christianity to others, even if I know the answer to their questions.
- \_\_\_\_\_ 12. I find fulfillment in helping others, often in behind-the-scenes ways.
- \_\_\_\_\_ 13. I usually do not have a problem in challenging people with truth.
- \_\_\_\_\_ 14. In conversations, I naturally focus on the questions that are holding up a person's spiritual progress.
- \_\_\_\_\_ 15. When I tell people how I came to Christ, I find that they are interested in hearing it.

- \_\_\_\_\_16. I would rather delve into personal life issues than discuss theology.
- \_\_\_\_\_17. If I knew of a high quality outreach event that my friends would enjoy, I would make a big effort to bring them.
- \_\_\_\_\_18. I prefer to show love through my actions more than my words.
- \_\_\_\_\_19. I believe that real love often means telling someone the truth, even when it hurts.
- \_\_\_\_\_20. I enjoy discussions and debates on difficult questions.
- \_\_\_\_\_21. I intentionally share my mistakes with others when it will help them relate to the solutions I have found.
- \_\_\_\_\_22. I prefer getting involved in discussions concerning a person's life before dealing with the details of their beliefs.
- \_\_\_\_\_23. I tend to watch for spiritually strategic events to bring people to (such as Christian concerts, church connecting-events, etc.).
- \_\_\_\_\_24. When people are spiritually closed, I've found my quiet demonstration of Christian love sometimes makes them more receptive.
- \_\_\_\_\_25. A motto that would fit me is, "Make a difference or a mess, but do something."
- \_\_\_\_\_26. I often get frustrated with people when they use weak arguments or poor logic.
- \_\_\_\_\_27. People seem interested in hearing stories about things that have happened in my life.
- \_\_\_\_\_28. I enjoy long talks with friends.
- \_\_\_\_\_29. I am always looking for a match between the needs and interests of my friends and the various events, books, etc. that they would enjoy or benefit from.
- \_\_\_\_\_30. I feel more comfortable physically assisting a person in the name of Christ than getting involved in religious discussions.
- \_\_\_\_\_31. I sometimes get in trouble for lacking gentleness and sensitivity in the way I interact with others.
- \_\_\_\_\_32. I like to get at the underlying reasons for opinions that people hold.
- \_\_\_\_\_33. I am still amazed at how God brought me to faith in Him, and I am motivated to tell people about it.
- \_\_\_\_\_34. People generally consider me to be an interactive, sensitive, and caring person.
- \_\_\_\_\_35. A highlight of my week would be to take a guest with me to a church outreach event.
- \_\_\_\_\_36. I tend to be more practical and action-oriented than philosophical and idea-oriented.

**TRANSFER YOUR RESPONSES TO THIS GRID AND TOTAL EACH COLUMN**

<b>Direct</b>	<b>Intellectual</b>	<b>Testimonial</b>	<b>Relational</b>	<b>Invitational</b>	<b>Serving</b>
1. _____	2. _____	3. _____	4. _____	5. _____	6. _____
7. _____	8. _____	9. _____	10. _____	11. _____	12. _____
13. _____	14. _____	15. _____	16. _____	17. _____	18. _____
19. _____	20. _____	21. _____	22. _____	23. _____	24. _____
25. _____	26. _____	27. _____	28. _____	29. _____	30. _____
31. _____	32. _____	33. _____	34. _____	35. _____	36. _____
_____	_____	_____	_____	_____	_____

After totaling each column, you should get a feel for which outreach style you naturally gravitate towards. Let’s look more deeply into each style and see how we can actively pursue others and proclaim the gospel while still being ourselves!

**DIRECT STYLE**

**Biblical Example:** *Peter*

“Men of Israel, hear these words: Jesus of Nazareth...you crucified and killed by the hands of lawless men...’ And Peter said to them, ‘Repent and be baptized...’” Acts 2:22-23, 38

**Characteristics**

Usually comfortable with speaking directly and not dancing around the issues.

- Confident
- Engaging
- Straightforward

**Contemporary Examples**

- Mark Cahill
- Ray Comfort

**Cautions**

Be careful not to be abrasive or plow people over with truth. Like Christ, we want to be full of both grace and truth (John 1:14).

## INTELLECTUAL STYLE

### **Biblical Example:** Paul

*“And Paul went in, as was his custom, and on three Sabbath days he reasoned with them from the Scriptures, explaining and proving that it was necessary for the Christ to suffer and to rise from the dead.” Acts 17:2-3a*

### **Characteristics**

Tend to enjoy discussing deep truths and thinking thoroughly through issues.

- Inquisitive
- Analytical
- Logical

### **Contemporary Examples**

- Ravi Zacharias
- Joshua McDowell

### **Cautions**

Be careful not to rely on your own wisdom in evangelism. You should primarily seek to proclaim the simple gospel message, rather than entertain irrelevant debates.

## TESTIMONIAL STYLE

### **Biblical Example:** Healed blind man

*“...the man who had been blind...answered, ‘Whether he is a sinner I do not know. One thing I do know, that though I was blind, now I see.’” John 9:25*

### **Characteristics**

Tend to relate their experiences well to others and enjoy sharing what God has done in their lives.

- Good storyteller
- Authentic
- Active listener

### **Contemporary Examples**

- Lee Strobel
- Joni Eareckson Tada

### **Cautions**

Sharing your testimony isn't the same as sharing the gospel. Try to relate your testimony to others' lives and use your story as a bridge to the gospel.

## RELATIONAL STYLE

### **Biblical Example:** Levi (Matthew)

*“And Levi made (Jesus and his disciples) a great feast in his house, and there was a large company of tax collectors and others reclining at table with them.”* Luke 5:29

### **Characteristics**

Tend to be very warm and friendly and enjoy relating to others on a personal level.

- Hospitable
- Conversational
- Friendship-oriented

### **Contemporary Examples**

- Becky Pippert
- Joe Aldrich

### **Cautions**

Be careful not to value pursuing friendships over proclaiming truth. The gospel challenges a person’s entire lifestyle, which may cause friction in that relationship.

## INVITATIONAL STYLE

### **Biblical Example:** Woman at the well

*“So the woman left her water jar and went away into town and said to the people, ‘Come, see a man who told me all that I ever did. Can this be the Christ?’ They went out of the town and were coming to him...Many Samaritans from that town believed...”* John 4:28-30, 39

### **Characteristics**

Great at rallying people together or including others in what they’re doing.

- Winsome
- Interpersonal
- Persuasive

### **Contemporary Examples**

- Ruth Graham

### **Cautions**

Inviting people to church, Christian events or other functions can never replace your personal responsibility to share the gospel. Consider looking for opportunities to use your invitation, even if it’s rejected, as a way to naturally transition to a spiritual conversation.

## SERVING STYLE

### **Biblical Example:** Tabitha

*“Now there was in Joppa a disciple named Tabitha, which, translated, means Dorcas. She was full of good works and acts of charity.” Acts 9:36*

### **Characteristics**

Enjoy serving other people and demonstrating God’s love through acts of mercy and kindness.

- Selfless
- Compassionate
- Action-oriented

### **Contemporary Examples**

- Steve Sjogren

### **Cautions**

Just as “words are no substitute for actions,” actions are no substitute for words.

Romans 10:14 says we must verbally tell people the gospel.

After reviewing these styles, which two do you think you’re strongest in and why?

## HELPFUL SUGGESTIONS

- Play towards your strengths.
- Partner evangelistically with those stronger in different styles of outreach.
- Remember that our goal is to proclaim the gospel. Always keep the gospel central.

## ONE FINAL CAUTION

Your score on the questionnaire reflects where your current strengths and preferences are, but try not to look at these categories too rigidly. God is at work in all of us to make us more effective as His witnesses in whatever opportunity He provides for us (1 Corinthians 9:19-23).