

PIONEER EVANGELISM TRAINER'S MANUAL

How to Teach Pioneer Evangelism...

BY: DR. THOMAS WADE AND BARBARA AKINS

IMPORTANT YOU MUST READ THIS BEFORE PROCEEDING

By Thomas Wade Akins:

The purpose of this manual is to train you “how to” do a Pioneer Evangelism Conference or seminar. It is very important to have TWO speakers who both do the training in a conference setting. If you are teaching this on a weekly basis in your church or in a school one speaker will do.

Two speakers in a conference setting keeps it interesting and also the participants will not have to listen to just one voice the entire time. Plus, each person will be sharing different experiences from different viewpoints.

It is very important that you keep the conference training dynamic. Do not allow it to become boring. To do so we use various teaching techniques:

1. We involve the participants in small group processing sessions.
2. We have them to stand and read certain portions of the PE book or Work manual.
3. We have them to stand and repeat certain key phrases six times. One has to hear something six times before he remembers it.
4. We tell LOTS of true stories. Everyone loves stories so we tell lots of them but they must all be brief.

It is also important that you as the leader of the conference maintain control of the group. You can loose control very quickly by allowing people to ask questions that really do not pertain to the issue under discussion. Others may want to dominate by sharing their opinions. This is fine as long as you as the leader maintain control of the discussion and do not allow it to degenerate into a debate and you watch your time well.

When answering questions ALWAYS use the Word of God. Base everything you say on God’s word.

There are some things that are not in the Bible and you are asked to state your opinion. For example, in Africa we are often asked, can a polygamist who has been saved do the evangelistic home bible studies with non-believers. If you are asked your opinion about something and you want to tell them, then simply say, “This is my opinion and you may have a different one. If so, I respect that but you asked what I personally believe so I will share it”.

This manual will walk you through how Thomas Wade and Barbara Akins do the PE training. They have done this throughout the world for many years and God has richly blessed. Please use this as a guideline. Tell your own stories that relate to each topic. Make it alive and it must come from your heart and not your head. After you do the training a few times you will learn it well and become comfortable with it BUT even though you may be teaching the same principles over and over again the people you are training are always new. (Until you become familiar with the content of this seminar you may want to keep the training manual with you during the conference to refer to as you lead the training.) Keep it fresh for them and speak from your heart. Lives will be transformed and many souls will be at stake due to your training. Keep focused on the people you are training as well as the content of what you are saying.

In order to follow along with this manual you MUST have the following:

1. Your Bible
2. This manual
3. The latest Pioneer Evangelism Book. This is the version that is the one with 352 pages (English) or a complete one in your own language. This is the version with all the Storying material inside. Some of the older versions do not have the Storying material in it so you need to get the latest version. If you do not have it then please write to me at: wade.akins@pobox.com or download it from our web site in the language you need: www.pioneerevangelism.org
4. You may also want to get a copy of the videotapes and watch Thomas Wade and Barbara as they teach Pioneer Evangelism. This was filmed in South Africa and is in English only. You can also download this off the Pioneer Evangelism web page. If you do not have a set of tapes and would like one then please write to wade.akins@pobox.com. The set is free but the average world wide shipping cost is \$25.00 US and everyone

will need to pay this amount. There are five two-hour tapes in the set and an English copy of the book will be included.

5. Plan to use this manual as you teach PE until you learn it well enough to do the training without it. You can hold it in your hand as you teach and use it as your guide.

THE PIONEER EVANGELISM TRAINING SCHEDULE

This is a guideline that you can follow. In order to do the training as suggested you will need a total of 15 ½ hours of teaching-training time.

This schedule only includes a brief time for worship and questions. If time allows, you may want to build more worship and question time into your training. This will be your option. If you want to have more discussion time then you will need to add an extra session and you will need about a total of 16 to 17 hours.

About questions: It may be good to ask them to write down their questions and you attend these during question time. If you stop and answer every question as it comes up you could lose lots of time. Also, many questions at the beginning will be naturally answered in future presentations. So, it is good to wait until you schedule a time for questions. Again, we have found it best for them to write out the questions and hand them in to you. If not, some people will get up and preach a sermon before asking their question. Others do not have a question but want only to make a point or stand up and be heard. So, it is critical that you control the training conference and not allow the participants to control you as the leader.

Suggested Agenda:

Session 1 (2 hours)

Opening (05 Min)—be brief with this. If you are not careful there can be lots of announcements about other matters that do NOT pertain to this training and this

will eat up valuable time. So, usually we just stand, sing one song, pray and begin. The best way to begin is to begin.

The PE book overview (05 Min)
What is Pioneer Evangelism (45 Min)
The Bible and Culture (20 Min)
The Bible and Authority (40 Min)

Session 2 (2 hours)

Who Can Be A Pioneer Evangelist (25 Min)
The Role of the Leader (45 Min)
The Evangelism-Discipleship Team (10)
Nine Fundamentals for Starting Churches (25)
Questions (15 Min)

Session 3 (2 hours)

Six Keys to Growing your Church (35 Min)
Three Characteristics of a New Testament Church (50 Min)
Conclusion of the Principles (05)
Questions (25 Min)

Session 4 (2 hours)

The Holy Spirit (60 Min)
Prayer (60 Min)

Session 5 (1½ hours)

Salvation (30 Min)
Personal Testimony (30 Min)
Personal Evangelism (30 Min)

Session 6 (2 hours)

How to Begin (1:30 Min)

How to Lead Indirect Bible Studies (30 Min)

Session 7 (1:50 Min)

How to Lead Bible Studies Without Materials (05)

How to Lead the John Studies (1:45 Min)

Session 8 (2 hours)

Storying Training (60 Min)

The PE steps (05 Min)

The Plan (45 Min)

Appendix (10)

Closing Session 9 (1 hour)

Pioneer Evangelism Book (3 min)

As you begin the first session, you need to explain that there are four parts to the book.

Ask the group to open the book to the index (page 5 English).

Part I-----Principles of evangelism, discipleship and church planting.

Part II----The practical part teaches “how to” do it in a practical way.

Part III---The plan shares a multiplication strategy.

Part IV—The appendix has lots of Bible studies, Storying lessons and discipleship materials in it.

I. What is Pioneer Evangelism? (45 min)

Introduction (10 min)

1. Have them read together the summary of what Pioneer Evangelism is (page 15 English), the bold print at the end of the first paragraph:

“Pioneer Evangelism method consists of training lay evangelists to go into areas where there are no churches (pioneer Areas), winning souls to Christ, and starting new works.”

2. So the question is, “What method do we need to use to spread the gospel and spread it as quickly as possible?”

Barriers to Church Planting (20 Min)

1. Have them stand and read together the 7 barriers to starting new churches. Explain that these were the ones identified in Brazil but that in their reality they may have different barriers.

2. Have them sit down and divide into groups of 5 or 6 (where they are sitting with the ones around them) to discuss what the barriers are in their community. Give them 10 minutes to share their ideas. Have one person in the group to make a list of their ideas and then have 3 or 4 of them share their list with the group. (10 Min)

3. Once 3 or 4 have shared their list with the entire group ask them if there is anything that they have mentioned that God cannot overcome. Wait for their response. Then pray with them and give the problems that they have listed to God, believing that He is able and that He will overcome all the barriers that we can imagine if we but let Him. (10 Min)

Four Models to Starting New Churches (15 Min)

Explain the four different models to start new churches. (pages 16 and 17 English) --(15 Min) Emphasize the following in each model:

1 and 2. The two traditional models:

- The mother church chooses where to start the new work.
- Finds a meeting place and pays the rent.
- Invites people to Bible study and worship (“come here” philosophy).
- The mother church assumes all the responsibility for decisions made.
- The mother church assumes all the cost incurred to rent or build a building and to pay a worker to be the leader.

Ask the question: If you use this method where the church has to assume all the expenses, how many churches can your church start this year?

Answer: Perhaps you will be limited to only one every one to seven years.

3. Special Project Model: There are many sub-cultures in our society and groups with special problems. In order that we might reach them all we have to have special projects to reach these groups: deaf, those living on the streets, etc. Give an example. You can use the one in the book.

4. Pioneer Evangelism Model:

- The mother church decides where to start a new church
- The leader or pastor of the church trains the members
- The members go to the homes of non-believers to do Bible studies
- At the end of the Bible study an invitation is given and the new believers are the nucleus of the new church
- Begin to disciple the new believers
- The new believers then assume the responsibility of the decisions of the new Church
- The new believers then assume the responsibility of the cost incurred of future property, building or paid worker

Ask the same question: If you use this method how many churches can your church start this year? Remembering we want to reach the lost as quickly as we can what method should we use?

True Story: Give an example of your experience in Pioneer Evangelism of how you grew your church or started a new one. Can use the following example to show multiple church starts:

Pr. Luzmar was the pastor of a church of 60 members in Minas Gerais, Brazil. He trained his members in how to do Bible studies in the homes of non-believers. His church had an open-air meeting where 500 families responded to wanting to know about Jesus. The members of the church visited the 500 families and found 147 families willing to have a Bible study in their home. The members of the church did 147 Bible

studies each week and were able to start six new works at one time.

Summary: Stand and have everyone read together number four, The P. E. Method.

II. The Bible and Culture (25 Min)

Sections 1, 2, and 3 (10 Min)

1. Point out that in every nation there are MANY sub-cultures and to reach them we have got to penetrate them without requiring them to change and come to us.

2. TRUE STORY:

The best way to teach this chapter is by telling a true story from your experience. If you cannot think of any then you may tell this one.

The author of the book Pioneer Evangelism tells the true story of when he returned to the United States after he was a missionary in South Vietnam in 1970. When he returned to the U.S. there were millions of young people, who had left home, were on drugs, wore long hair, sang folk music, wore American Indian clothes and protested the Vietnam War. Many just wandered around and lived on the streets. They were called hippies.

None of these young people were going to go to a typical evangelical church. So, if they were going to be won to Christ the church would have to go to them. So Thomas Wade bought him some American Indian clothes, let his hair grow out and went into their culture. Of course he did not drink or do drugs. He opened up a small restaurant in a New England city. They took all the chairs out, replaced all the lights with black (blue) lights, took all the chairs out so people would have to sit on the floor, and put a big cross at the front with a red light shining on it. The Baptist church provided sandwiches and coffee everyday.

So, from 3:00 p.m. to 2:00 a.m. every day, Thomas, his wife and team opened the doors and let the hippies come in and eat free sandwiches and drink free coffee. The hippies came and sat on the floor and while doing so Thomas Wade and his team would sit down with them and just talk to them about their lives, etc. They led many to Christ because they were willing to go into their culture without requiring them to come into the evangelical church culture to hear the gospel.

3. Have everyone to stand and read together out loud the sixth paragraph of the chapter (page 18 English) that says, **“The main point is that every region of a country....”**

4. SMALL GROUP PROCESSING (15 Min)

At this point—ask the participants to get into small groups of 5 to 6 people per group and discuss the different sub cultures they need to penetrate and what will it require of them to do so.

III. The Bible and Authority (40 Minutes)

The purpose of this chapter is to firmly establish at the very beginning that the Word of God is our sole authority. We will point out three other sources that people use as the authority for their beliefs. You can tell a story regarding each one in order to illustrate the points.

1. The first source of authority is intellect. (5 Min)

- a. **TRUE STORY:** If you do not have one then tell this one. The author of the book has a friend who grew up in a Christian home, went to church and was a good moral person. After a few years he saw Thomas and said, “Thomas, I have some sad news. I know longer believe in God”. Thomas asked, “Why?” He responded by saying, “I can not rationalize that Christ was born of a virgin so I do not believe it”.
- b. **Point:** Now, this person represents millions of people who base what they believe on their intellect. So, his intellect is his source of authority.
- c. **Stand and read out loud in unison the paragraph entitled “Intellect”.**

2. The second source of authority is experience. (5 Min)

- a. **Point:** Many people base their beliefs solely on their experiences. This can be very dangerous. Experiences are good but we must look at their source.
- b. Ask the question: Can Jesus Christ still heal people today? Answer: yes.
Ask this question: Can Satan heal people today? Answer: yes. He has the power to do this.
- c. **Stand and read II Thessalonians 2:9-11.**

Ask everyone to read this and then make this point: Even Satan can do signs and wonders so never base what you believe solely on your experiences.

3. The third source of authority comes from tradition. (25 Min)

(This section requires some skill so please be sure you study this well and are well prepared. This can get very sensitive to some people especially those who are used to controlling everything.)

- a. Read Mark 3:1-6 but as you read it tell the story in your own words or rephrase each verse to make it exciting. Thomas Wade does it this way:

Verse 01—Here we see what happens when Jesus went to the synagogue. The synagogue is full of people and right in the middle of the crowd there is a man with a shriveled hand. Jesus walks in.

Verse 02—People begin to whisper among themselves something like this, “Do you see who just walked in?” “Jesus.” “Do you see who is sitting over there?” “A man with a shriveled hand.” “Do you think Jesus will heal him?” “I do not know, today is Saturday.”

Verse 03—Jesus asks the man to stand up, come forward and then He asks the crowd a question which is basically like this, “Was it a sin to heal this man?”

Verse 04—Everyone got quiet and Jesus looked at them with anger because of their stubborn hearts.

Verse 05—Jesus said to the man, “stretch out your hand.” The man stretched out his hand and his hand was completely healed.

Then say something like this, “Praise the Lord his hand was healed!”
But that is not the way this crowd responded. Read verse 06.

Verse 06—Explain that the Herodians and Pharisees left there to plot how they might KILL Jesus. Explain that they planned to kill Jesus at the very beginning of his ministry—not at the end. WHY?

b. You want to teach this part by asking the following SIX questions and making the following points: (Please ask these six questions in this order.)

1. What was the problem here? Answer: It was the Sabbath.
2. What was the problem of healing a man of the Sabbath? Answer: Religious traditions.
3. Do you believe that Jesus is part of the Trinity and is the Son of God? Answer: Yes.
4. Do you believe that Jesus is the Lord of the Sabbath? Answer: Yes.
5. Do you believe that if Jesus had healed that man on the Sabbath day he would have disobeyed his Father in heaven? Answer: No.
6. Then what was the problem? Answer: THE RELIGIOUS LEADERS CREATED SOME EXTRA RULES AND TRADITIONS THAT GOD DID NOT CREATE.

c. Application: What does that have to do with Pioneer Evangelism and church planting? Answer: Everything.

d. True Story: You can tell your own story but if you desire you can tell this one.

When Pastor Thomas Wade went to Brazil he formed a team of church planters. Many of them were lay people. He taught them “how to witness and how to start new churches”. So, they went out to the towns and won people to Christ and began new congregations. They started 63 new works in two years.

However, he confronted four strong traditions that man created but had lots of power and they were preventing the rapid expansion of church planting.

Tradition #1--After they won people to Christ Pr. Thomas Wade said, “We need to let these lay evangelist baptize the new converts”. However, some (not all) of the pastors said, “They can not do that because they are not ordained.”

Pr. Thomas responded by asking, “Where does the Bible teach that?” Answer: “The Bible does not teach that but that is our ‘tradition’ or rules here.”

Tradition #2---Pr. Thomas said, “We need to let these lay evangelist do the Lord’s Supper”. Again, the response by some pastors was, “We can not do that for they are not ordained.” Thomas asked, “Where does the Bible teach that?” Again, they said, “The Bible does not teach that but that is our tradition.”

Tradition #3---Pr. Thomas then said, “We need to organize these congregations into churches”. Some said, “We can not do that until they have their own land and building”. Pr. Thomas responded by saying, “Where does the Bible teach that?”. Again, the answer was, “The Bible does not teach that but that is our tradition.”

Tradition #4---In another nation the Pastors said, “Our convention constitution says that we can not organize a church here unless the congregation has at least 50 members”. Again, Pr. Thomas said, “Where does the Bible teach that?” The answer, “It doesn’t but that is our tradition.”

e. POINT: In many cases our traditions have more power than the Word of God and that was exactly what Christ encountered. If we are going to see growth in the Kingdom of God and new churches started we must go back to the Bible and follow God’s word and put the Bible over man made rules and traditions. Make the point that if we want to see a real church planting movement in our world then we must empower our lay evangelist to do the work that God has called them to do.

If we are not careful we can create a “labor union” in the kingdom of God. Only Pastors can do certain work like baptism, etc. The real responsibility of the Pastor is to “equip his members to do the work” and let “them” do it and participate. This would create an exciting and vibrant church.

4. The fourth source of authority is the Word of God. (5 Min)

STAND AND READ Ask everyone to stand and read the verses in this section about the Word of God. (page 40 English)

ASK: What should be our only source of authority for what we believe?

SMALL GROUP PROCESSING: Ask the participants to get into small groups and make a list of any man made traditions they may have that contradict the word of God in this area of evangelism and church planting.

IV. Who can be a Pioneer Evangelist? (25 Min)

This is a very critical section. Please teach it well.

1. Who led the churches that Paul started? (10 Min)

- a. Explain what we mean by Pioneer Evangelist: one who can go out to start a new work and be the leader of the work.
- b. Point out the three offices of the New Testament: bishops, deacons and elders.
- c. Show Paul's process using Acts 14: 21-23 and look for who became the leaders of the churches that he began.
Ask questions about Paul's process and let them respond:
v. 21 – What did Paul do first? Preached the gospel
And what was the result? God would bring people to believe and trust in Him
v. 22 – Then what did Paul do with the new converts? He disciplined them.
v. 23 – Who became the leaders of the new churches Paul started? Elders
Who were the elders? The new believers that Paul disciplined.
- d. Stand and read out loud the process that Paul Followed, A-F. (page 21 English)
- e. Then ask them: According to the Bible who can be a Pioneer Evangelist?
Let them respond: Any believer who is disciplined and trained.

2. Who can be a Pioneer Evangelist? (10 Min)

- a. Ask them to open their Bibles to Ephesians 4:11 and ask someone to read the verse.
- b. Ask them: What are the four functions in the church?
Apostles: Someone sent out.
Prophets: Someone who God chose to speak His message to His people.
Evangelists: To preach the word of God for the purpose to win the lost to Christ.
Have them read together from the book Acts 21:8. (page 22 English)
Explain that Philip was a lay evangelist. That he preached the word of God for the purpose of winning the lost to the Lord. Then have them read Acts 12:8 together.
Pastor-teacher: Ask them, "According to the Bible what is the function of a pastor?" The answer is, to train and equip the saints for ministry.
Ask, "But what do the pastors do today?" Answer: Everything!!
- c. Ask: Is it God's plan for the pastors to do the entire ministry? Ask them to read I

Peter 4:10 together. (page 22 English) Explain that God has gifted all of His followers and His plan is to use them all in His kingdom and for His purpose.

Ask again: Who can be a Pioneer Evangelist? Everyone who is called and trained.

3. Qualifications of the Pioneer Evangelist. (5 Min)

Have them stand and read together the Biblical qualifications of a Pioneer Evangelist. (page 23 English) While standing ask:

- Do you have enough pastors to start all the churches you need to reach your country? NO!!
- Is it God's plan to use only the pastors to evangelize and start new churches? NO!!
- Who can be a Pioneer Evangelist? **All believers** who are called and trained.

Repeat this question 6 times: Who can be a Pioneer Evangelist?

V. THE ROLE OF THE PIONEER EVANGELIST LEADER (45 Min)

This is one of the most critical chapters in the entire book and ministry of Pioneer Evangelism. It is very crucial that you as a teacher-trainer get all of these ideas and concepts across to all the participants. We strongly suggest that you learn the following procedure and carefully use these 7 steps in presenting this chapter.

1. (1 Min) Ask everyone to read out loud the first paragraph together, which begins with, "What is the primary role of the pastor, etc. etc. etc."

2. (1 Min) Ask everyone to look up in their Bibles Ephesians 4:11-12. Say, "In our last chapter we studied verse 11. We are now going to look at verse 12." Read the verse again.

3. (30 Min) Use the following series of questions and comments to get the concept over to all the participants:

- a. What is the primary role of the Pastor of a church or a leader of a congregation according to Ephesians 4:12?
- b. What does it mean "to equip the saints for the work of ministry"?
Answer: the word "equip" means "to train". Train them to do something practical. The word "saints" means your "church members".

EXAMPLE OF A SOCCER TEAM—A soccer team has the players and a coach. Does the coach get on the field and play or does he teach the players how to play the game?

Answer: He trains the players how to play.

Application: The Pastor of the church or lay leader of a congregation or mission is NOT to play the game for the members but to teach and train them “how to” play. He ought to train his members “how to” do everything he is doing which includes teaching them how to witness, preach sermons, baptize, do the Lord’s Supper. Everything!

c. Have them repeat 6 times the primary role of the pastor.

d. Who is our perfect model for ministry?

Answer: Jesus

e. Would you agree that what ever He did really worked?

Comment: What He did worked because he made an everlasting impact on the world. So, if you want to impact the world then you need to do what Jesus did. Just follow His example.

f. **What did Jesus do?**

Answer: He did three things to impact the world:

1. HE FORMED A TEAM OF DISCIPLES. How many were on his team?

Answer: 12 people.

Say: “We want you to go back to your churches and form a discipleship team. You do not have to begin with 12. Begin with one if you have to. If you do not have anyone then win someone.”

2. HE TRAINED HIS TEAM. We are going to teach you in this conference “how to” train your team. That is what the practical part of this PE manual does.

3. HE SENT THE TEAM OUT. Application: You can do the following.
Form a team of 12 for example.

- Then divide your city into 12 sections and make each one of your team members a captain over a section of the city.
- Also, you can send them out as captains to 12 different cities, towns or villages.

Each captain in time will develop his own sub-team of two or three people and begin to train his team what he has learned. They will then be responsible to evangelize the designated area or start the new work.

4. HAVE THE GROUP TO REPEAT SIX TIMES THE THREE THINGS THAT JESUS DID!

5. Have the group to stand and read together out loud paragraph #2 and 3 of this chapter (page 24 English). Ephesians 4:12 explains very clearly etc. etc. The Pioneer Evangelist leader will form an Evangelism-Discipleship team of lay people etc. etc. etc.

6. Explain the 5 groups in a local church by Rick Warren.

7. Share that the PEL (Pioneer Evangelist Leader) has two primary responsibilities. Page 25 in English.

- a. The first primary responsibility of the PEL is to train the pioneers one by one or in small groups.

Ask them to stand and read out loud the FIVE things Dr. Waylon Moore says in his book *Multiplying Disciples* about discipleship—page 25 in English.

- b. The second responsibility of the PEL is to maintain weekly contact with the pioneer. (page 26 English) Explain that it is required for the team to meet EVERY single week. The Pastor and/or leader will need to select a specific place and time for his team to meet. Explain exactly what you will do in these weekly discipleship meetings.

Ask them to stand up and read these together the list of what they will do in the weekly meetings out loud BUT after each one you need to make a comment of explanation.

8. Explain “how to” get your team together by following these two methods:

Jesus had two types of ministries:

- He had a public ministry. So, you go to your pulpit and announce that you are going to begin a discipleship team and you will meet with them every week and train them for ministry. Just ask them to come see you after the service IF anyone would like to be a part of this special team and ministry.
- He had a private ministry. This is what made the greatest impact. So, you go to God in prayer and ask God to put on your heart and impress your mind with the names of specific people whom He wants you to personally and privately invite to be a part of your team. Then you go and invite these people to be a part of your team.

You need to have a specific time and place where you will meet each week. It is essential that you meet each and every week.

Demonstration: (10 Min)

Ask one person to come forward and he will represent the Pastor or Leader.

Then ask 6 or 12 others to come forward. They represent the discipleship team.

Then explain that each week all will meet with the pastor. Then the Pastor can divide his city up into 12 sections and make each one a caption of a section of the city OR send them out to 12 different villages or towns. He can also use half to reach the city as captions and the other half to go out and start six new works at the same time. They will do this ministry on Saturday or Sunday.

Conclusion: (3 Min)

At the end of teaching this chapter lead the whole group in prayer and ask everyone to make a commitment to God to go home and form a team, train a team and send them out. Make this a strong commitment time.

After the prayer ask them to stand and repeat again six times what Jesus did!

VI. The Evangelism Discipleship Team (10 Minutes)

This is both a simple and brief chapter.

1. Have everyone stand and read the first paragraph of this chapter out loud.

2. Ask the participants to **STAND** up and read out loud the six goals of a pioneer evangelist. Just ask the following questions:

A. When a pioneer evangelist goes out to a new work area what will be his first goal.

Answer: Win lost souls.

B. What will be his second goal?

Answer: Baptize the new converts

C. What is the third goal?

Answer: all read together: Follow up and disciple the new converts.

Here you need to explain that later on in the training they will learn “how to” do this.

D. What will be his fourth goal?

Answer: Train local leaders where a new work is beginning etc. etc. Here you will need to explain that in the new work “potential leaders” will begin to surface.

This is the job of the Holy Spirit. Then the Pioneer Evangelist’s job will be to start training them. Thus, he forms a team, trains a team and later sends them out.

E. What is the fifth goal?

Answer: All read #5 together out loud.

F. What is the sixth goal?

Answer: All read out loud together. Then explain that even before you go to the new city, town or village to start a new work you **ALREADY** have as a part of your strategy and plan the idea to start a new work.

3. After you walk them through the six goals ask them then to read the goals once again out loud all together.

4. Read the first paragraph again to re-emphasize the role of the leader.

VII. Nine Basic Fundamentals for Successfully Starting Churches (35 Min)

Have the group to read each of the nine out loud. As they read each one give an explanation as follows:

1. Identify people with spiritual gifts of starting new works. (3 Min)

Emphasize the need to help our members to discover their gifts and to teach them how to use their gifts. In starting new works many believers with different gifts can be used, not only evangelists: people to show God's love, people who can do the Bible studies as well as those who will be the leaders of the new work. Mention to the group these references that include spiritual gifts: I Corinthians 12:4-11; Romans 12:6-8; I Peter 4:10-11

2. Develop the leadership of the laity. (2 Min)

People always ask, "Are you really going to allow these lay people to become leaders?" We must change our thinking about lay leadership:

If we are thinking of the person in the pew than certainly we would not want that individual to be a leader of a work but if we are thinking of the trained disciple then YES, God can use that person to be a lay leader of a church. The key then is to disciple and train believers to truly know Jesus and walk with Him in faith and obedience.

3. Have a solid Biblical understanding of the nature of the church. (10 Min)

Have them read together the definition of a church in bold print (page 29 English) and ask them to read out loud all together the five purposes of the church.

Ask them to open their Bibles to Acts 2:42-47 to show the five purposes:

- v. 47 Praise: Praising the Lord
- v. 47 Evangelism: The Lord added to their number daily.
- v. 42 Discipleship: Devoted to the apostle's teachings
- v. 45 Human needs ministries: Selling their possessions and goods,. They gave to anyone as he had need.
- v. 42,44,46 Fellowship: Devoted to fellowship; were together and had everything in common; and eating at each other's homes daily.

Describe the new church: The new church of 3,000 members spontaneously met daily in each other's homes. They were so full of Jesus and love for Him that they got together to express their love and praise to Him. The new love that they had united them and consumed them in such a way that they were more concerned for each other than themselves. As they met together the apostles were teaching them what they had learned from Jesus. Through the love that this community was expressing, God was increasing the number of believers every day.

Have them to read together the three characteristics of the church. (page 29 English)

4. Identify receptive areas. (3 Min)

In planning our strategy of where God would have us evangelize and start new works we must look for where God is moving. If there are areas where God is opening hearts to His truth we need to focus on those areas and reap the harvest.

5. Communicate the faith in Christ intensely. (2 Min)

Have them read the three types of evangelism. Ask them to think about how many times that they shared the gospel and actually gave an invitation. Emphasize the need to not only share the gospel with our lives and verbally but to also give an invitation, give the individual an opportunity to respond. Many times we share but stop before giving the opportunity to actually give their hearts to Jesus.

6. Emphasize the beginning of the church in the home. (10 Min)

Refer to the verses sighted in Acts. (page 31 English) Ask the questions:

In Philippi where did the believers meet? Lydia's house
In Thessalonica where the believers meet? Jason's house
In Corinth where did they meet? Titus's house.
In Ephesus where did they meet? In the school
And in Acts 20:20 where did they meet? House to house.

If time allows you can have them look the verses up in the Bible and have someone read each one aloud. After each verse you would ask them where the believers met.

Emphasize that Paul was not concerned about where they met. Paul's concern was winning the lost, his passion was to see lost people come to know Jesus.

Make sure that they understand that we are not saying that it is a bad thing to have a building but what we are saying is that we must not, we must not, allow having a building to become a barrier to winning lost people to Jesus. Explain to them how having a building can be a barrier to winning lost people as quickly as possible:

If it takes seven years for a group of people to be recognized as a church (because they have to have property, a building and an ordained pastor to become a "church") and the new church is not allowed to start another church until they are recognized as a church, it will take 14 years for one church to start a church that will reproduce another church.

To reach the millions, we need to start churches that start churches and are able to reproduce within one to two years.

Have them read together the results of Paul's ministry in Acts 19:10. Ask the question, "Who heard the gospel?" ALL of Asia Minor. The Word spread as a result of discipleship.

Ask the question: How did Paul do that? Have them read together II Timothy 2:2 there in the same paragraph. Then ask them what Paul did? He trained others to do what? To train others, that would train others, that would train others, etc.

7. Provide an enjoyable worship service where the believers will be happy. (2 Min)
Emphasize the need to know the people with whom we work. Our society is full of sub-cultures. The worship in the new church must be done in a way that the people of the sub-culture will be able to express their love and gratitude to Jesus in their own manner.

8. Do not put the burden of “property” on the people. (1 Min)
This is the same principle as the building. Remind them again that we are not saying that it is wrong to have property but that we must not allow it to be a barrier to winning the lost to Jesus. In time the new believers should be responsible for buying the property and building their own building.

9. Having as a priority from the very beginning of the work the multiplication of the church, beginning with these two principles: (3 Min)
Have them stand and read #9, A and B. Ask them what is the key to winning the entire country for Christ: Churches starting churches that start churches that start churches that start churches, etc. We need enough churches so that there is one within walking distance of each individual in the country.

While standing have them to repeat together six times the 05 purposes of the church.

Also, ask them what Jesus did and have them to repeat those three things six times out loud to each other.

VIII. SIX KEYS TO GROWING CHURCHES AFTER THEY ARE STARTED. (35 Min)

This is a very easy chapter to teach and should not take a long time. All you need to do is point out the six keys and make a brief comment about each one. Just explain that you will be training them in detail each of these points in the practical part but they need to know these IF they want to grow their church.

1. A Prayer Ministry (5 Min)

2. Praise Ministry (20 Min)

We included the two ordinances in this part.

The first ordinance is baptism. Charles Brock gives five observations about baptism. (page 35 English) Ask them to stand and read these out loud one by one together. You may comment on each of these after they read each one.

The second ordinance is the Lord's Supper. You will ask them to read each of the observations and comment on each one as well. (page 27 English)

3. Evangelism Ministry (1 Min)

Explain that you will train in detail this part in the Practical section of the book.

4. Discipleship Ministry (1 Min)

Explain that you will train them in detail this part in the Practical section of the book.

5. A Fellowship Ministry (1 Min)

6. Proper Administration (4 Min)

Normally, Thomas Wade usually makes a strong suggestion that the Pastor and/or leader NOT to be the one who signs the checks of the church. He suggests that you get a lay committee to do this and have two people to always sign the checks. He shares from his heart for the Pastor to stay very pure when it comes to money.

Conclusion: (3 Min)

a. After you finish going over these six keys then ask them to stand and repeat the six keys six times all together out loud.

b. Ask them to repeat six more times the three things that Jesus did. We want to re-enforce this over and over and over again.

IX. THREE CHARACTERISTICS OF THE NEW TESTAMENT CHURCH (50 Min)

Introduction: Ask them to stand and read out loud the three characteristics. (page 39 English)

1. Self-governing under the leadership of God. (15 Min)

a. Have everyone stand up and read together the first two paragraphs.

b. Talk about the need to have disciples that are growing spiritually. To do this the new believers must be disciplined and trained how to know God and grow spiritually in their faith. Explain that our goal is for them to learn to depend on God and not an outside resource such as a mother church or other believers. We want to start churches that do NOT create dependency in any way.

c. Ask everyone to read out loud together the six practical steps in developing a self-governing church under the leadership of God.

d. Ask them where they have seen this process earlier in the training.
Answer: This was Paul's process for starting new churches.

2. Self-supporting under the leadership of God. (20 Min)

a. The very best way to explain this section is to ask them to open their books to the cost exercise (page 43 English) and then ask them the following questions:

SALARY:

- If you were to hire out a full time church planter worker what would it cost you per month to pay his salary?
- Then what would it cost you per year? Multiply by 12.
- What would it cost for 7 years? Explain that seven years is about the average time using this method it takes to get the new work self-supporting.

HOUSING

Ask the same questions regarding paying rent for a house or an apartment for the full time worker to live in.

PROPERTY.

Explain that in the traditional model of church planting it requires property.

BUILDING

Explain that in the traditional model a building is often (not always) required.

b. Add all of these figures up and then ask these very important questions:

- Who has that kind of money?

Answer: No one.

- How can you win a nation to Christ using this system?

Answer: It will not be done because there is not enough money to do church planting this way IF you want to reach the entire nation for Christ.

- What is the solution?

Answer: Form a team of unpaid lay people who have the gift and desire to do evangelism and discipleship. Train this team and then send them out to start the new works on Saturday or Sunday.

- What is the financial responsibility of the mother church?

Answer: Train the team. If she wants to pay for gas or bus fare for the team members then she may do so. She can also provide some Bibles and study materials.

- If the new work grows and they want to rent, buy land or build a building who pays for it? The mother church or the local believers?

Answer: the local believers.

c. When you finish doing this exercise then go back one page (42 in English) and have them to all stand and read the paragraph together that says, “When a new church struggles and fights, it grows. Missionary Charles Brock explains in his book the Indigenous Church Planting that the results is like when a person tries to help a butterfly etc. etc. etc.”

3. Self-propagating under the leadership of God. (20 Min)

The purpose of this section is to illustrate visually the principle of multiplication.

DEMONSTRATION:

Ask Two Men to come to the front. Each one will represent a Pastor.

Introduce Pastor #1: Multiplication principle

Introduce Pastor #1 as having been through Pioneer Evangelism and that he understands clearly his Biblical role as a Pastor.

Ask the group: What is the primary role of the Pastor?

Answer: Ephesians 4:12, “to equip the saints for the work of ministry”.

Ask, “How are you going to do that?”

Answer: By forming a team, training a team and sending them out.

Introduce Pastor #2: Addition principle

Introduce Pastor #2 as one who does all the work himself. He uses the traditional model of evangelism, which is “come to the church and hear me preach every Sunday”.

CYCLE ONE

Addition:

Ask Pastor #2 to choose someone who represents a new convert for his church. This person will go to the front and stand by the pastor.

Multiplication:

1. Then ask Pastor #1, “What is your primary function?”

Answer: “To equip the saints to do the work of ministry.”

2. Tell Pastor #1 to choose someone in the crowd to represent a new convert that will go to the front and stand with him. Explain that Pastor #1 is going to disciple the new believer and train his new believer to start a new work.

CYCLE TWO

Addition:

Tell Pastor #2, “ the traditional Pastor”, to choose one more to join his church. Another one that will go to the front and stand with him.

Ask: “How many churches do we have here?”

Answer: One

Multiplication:

1. Now there are 2 leaders on the multiplication side. The new believer has been trained and sent out to start a new work.

2. Ask the group, “How many churches do we have on this side?” TWO
“What is the primary function of the two leaders?”

3. Tell the two leaders then each to choose one more that they will disciple and train to send out to start a new work.

CYCLE THREE

Addition:

1. Have Pastor #2 again choose one more for his church. Ask: “How many churches?”

Answer: One, but it is growing!

Multiplication:

1. There are now 4 leaders representing 4 churches.

2. Ask the group, “How many churches do we have on this side?” Four
“What is the primary function of all four leaders?”

3. Have all four leaders choose one more that they will disciple, train and send out.

CYCLE FOUR AND FIVE

Repeat both the addition and multiplication processes (depending on the time and the size of the crowd) until they understand and can visualize the principle of multiplication.

Usually Barbara does it until there are 16 on the multiplication side.

Pastor #1 will always grow because he trains his people who in turn train others who train others, etc. Multiplication.

Pastor #2 is the only one in his church who works. Not his members. He illustrates the principle of addition.

Conclusion:

Emphasize three results of discipleship:

1. Through discipleship you will grow your church.
2. Through discipleship you will multiply churches.
3. Through discipleship you will cause spiritual growth of believers.

Explain that the Pioneer Evangelist can both start new works and strengthen their own church. One suggestion is to divide the city up into 12 sections and allow each of these twelve to be a team leader. Each of these 12 would develop his sub team and then be responsible for evangelizing that section of the city.

When you finish, ask them to stand and repeat again six times all together the three things that Jesus did. Ask, “Will you do this?”

X. CONCLUSION OF THE PRINCIPLES (05 minutes)

Just ask the entire audience to stand and read out loud each of these twelve concluding Biblical principles of evangelism, discipleship and church planting. This is just a summary of what you have already taught them.

Again, repeat all together the three things that Jesus did.

THE PRACTICAL (2 Min)

1. This is the section that you will use to show the participants “how to” train their teams.
2. Go to the page that says “The Practical Aspects” (page 47 English) and show them the overall outline of what they will be taught.

I. The Pioneer Evangelist and the Holy Spirit (60 Min)

1. (2 Min) Explain that it is only by God’s Spirit that we are able to live the life of a disciple of Jesus. Every disciple must learn to depend on the Holy Spirit for leadership and empowering to do the ministry of God.
2. (13 Min) Explain the highlights of points #1, The Attributes of the Holy Spirit; #2, The Work of the Holy Spirit within a lost person, and #3, The work of the Holy Spirit within the Christian.

Be sure to tell the local pastors and lay leaders that when they are training their teams, he will need to go through this chapter verse by verse. Studying the Holy Spirit in depth to teach how the Holy Spirit works through us as well as leading us in ministry and working to bring lost to Himself. In the training conference you will want to bring an inspirational teaching on the Holy Spirit and His work in the life of a disciple.

3. (45 Min) The teaching that we use to give illustration of the principles of how the Holy Spirit works in the hearts of believers is the following study that **Barbara Akins** composed. Please feel free to use this. This explains what it means to be controlled and anointed by the Holy Spirit in a practical way as it relates to evangelism, discipleship and church planting.

God's Mission: Matthew 28:19

To whom is Jesus speaking? To just pastors or missionaries? Every one!!!
What is He telling us to do? To go mean, "As we go", everywhere we are.
To make disciples: What is a disciple? A person
who has made Jesus Lord of their lives and wants to walk
with Him every day in faith and obedience.

Of whom are we to make disciples? In all nations.

God's provision: Acts 1:8

How are we to fulfill God's mission? The key is: WE DON'T, GOD DOES! God gives us the answer in Acts 1:8. Jesus gives us a promise.

To whom is Jesus speaking? To just pastors or missionaries? Every one!!!
What is He promising? To give us power through the Holy Spirit.
Who is the Holy Spirit? The Holy Spirit has all the same attributes that only
God has.

The Holy Spirit is: Eternal Hebrews 9:14

All present Psalm 139:7-10

All powerful Luke 1:35

All knowing John 14:12,13,26

For what purpose? Empower us to fulfill God's mission, to make disciples!

How incredible that God Himself has chosen to dwell within our lives to enable us to do His ministry. As we live we are to depend on His power to do His ministry. We will learn truths from the life of David that we can apply to our lives as we walk with the Lord in His power.

Spiritual Truths:

1. I Samuel 16:13 God is the only source of power. Explain that the power to live the Christian life does not come from money, education nor position or success.

Tell the story of Goliath and David. Emphasize the following:

- Explain how Goliath was prepared; describe his size, strength, equipment and experience
- Explain that the Israelites were afraid but David was not. Why? David had the power (the anointing) of God in his life. David told King Saul that God would deliver them from the hand of Goliath.

2. I Samuel 17:45 God is sufficient and we do not need anything else. Explain that Goliath had everything he needed to win the battle; size, strength, equipment and experience. David was neither large nor strong. He did not have the right equipment nor did he have experience. But David confronted Goliath “in the name of the Lord Almighty”. All David had was God and that was all he needed.
3. I Samuel 17:50 God wants to do the impossible in and through us. Ask them who won? The answer is, “Not David, God won!!” God did that which only He could do. That was impossible for David. Explain that God wants to do the impossible today as well.
 - a. God wants to transform our lives and only He can do that. Fill us with love instead of hate and humility instead of pride.
 - b. God wants to do the ministry through us. He wants to do that which only He can do to reveal who He is.
 - c. God wants to work in the life of the non-believer to bring him to know Himself.
4. I Samuel 17: 46 God wants to do the impossible so that the whole world will know that He is God. Because God did the impossible the whole world knew that “there is a God in Israel”. Explain that God wants to do the impossible in and through your life so that those in your world will know that He is God and that you can be used to make disciples.

John 15:5: Jesus said, “I am the vine you are the branches, if anyone remains in Me and I in him he will bear much fruit, apart from me you can do nothing.” Only God can do His ministry. The ministry is His and He wants to do it and only He can do it.

Ask: “How can we be filled with His Spirit?”

Ephesians 5:18 God gives us a command to be filled with His spirit. This is an imperative, to be filled, controlled by His Spirit.

I John 5:14-15 If we pray in the will of the Father He hears us and if He hears us He will do as we ask. If we pray to be filled by His Spirit He will hear us since it is His desire to control us and He will control us.

Galatians 5 Paul tells us of the battle that is waging within us between God’s will and our own will. We must ask daily, moment by moment, that God will control our thoughts and do His will in and through us.

Lead the participants in a prayer to express their desire to God to be used by Him. Ask that God give them the faith to believe that He is sufficient and to depend only on Him for power, that God do the impossible in and through them and that He be revealed through them so they can be used to **make disciples**, fulfill God's mission. Matthew 28:19

II. The Pioneer Evangelist and Prayer (60 minutes)

In this section we want to train the participants "how to" have a personal quiet time by showing them the eight aspects of a prayer time. Much of this part is very self-explanatory in the PE training manual. This is one of those chapters that you can spend a week teaching. We usually take about one full hour to cover just the basics. All you need to do is just walk them through each of the eight aspects of prayer. We have suggested timetables for this teaching.

We normally emphasize two major aspects of prayer: How to Hear God's Voice and Intercession.

1. Praise and Worship (10 Min)

2. Confession (2 Min)

3. Thanksgiving (2 Min)

4. Hearing God's Voice (30 Min)

Pastor Thomas Wade spends most of this time on the "Hearing God" section. He walks them through the process of "how to" read the Bible each day and get "spiritual truths" from God by doing the following:

1. Select a book to read
2. Begin with Chapter One, Verse One.
3. Ask God to show you the spiritual truths in each verse or paragraph.
4. Then ask God to show you how each truth personally applies to your life. This requires you to stop and meditate and listen to the Lord as he speaks to your heart about each truth.
5. Then pray over each truth. Pray each truth back to God.

If you do this, then you can take a passage and actually walk them through this exercise. Pr. Thomas Wade usually uses Ephesians 1:1 to do this but you can choose any passage. Our suggestion is that you do this with Chapter One, Verse one of the book you choose to use for this exercise so you can train them to start with the first verse in the first chapter and read the entire book through before going on to another book in the Bible. Be sure to emphasize that it is NOT necessary to read a whole lot of verses. The key thing is to allow God to show you the spiritual truths and apply them into your life regardless if you just read only one verse a day or ten.

You can let them spend a few minutes doing this exercise with verses 2-4 themselves and then ask them to respond by sharing the spiritual truths that they saw and how each one relates to them personally. They will need to be real quiet and let each person do this while sitting where he is. Take about 5 minutes. Then ask people who want to share a truth to stand and share with the group. This will be a very meaningful time.

6. Intercession (15 Min)

In this section walk them through the process of making a prayer list. Ask them to open their Bibles to the blank page, which is found usually in the front, middle or back of the Bible. Explain that we are going to use this blank page to make an intercessory prayer list for each day of the week.

Walk them through the process that is in this section (page 55-56 English). Have them to make the list now. Then they will be more likely to do it and begin using it. There is a chart in the book to illustrate exactly how they are to make the chart in their Bibles.

7. Meditation and Scripture Memory (5 Min)

Five minutes will NOT be enough time for this so just basically show this to them and ask them to read it on their own. You need at least another 30 minutes to an hour just on this.

8. Supplication (1 Min)

III. The Pioneer Evangelist and Salvation (30 minutes)

The key thing to be taught in this section is what is the meaning of “gospel” and “eternal life” and what is required to receive Christ into your life from a Biblical point of view.

What is the Gospel? (10 Min)

1. Begin by asking them for a “Biblical definition” of the gospel. Most will say, “good news”. Respond by saying, “the good news of what?” Then just say, “let’s look up I Corinthians 15:1-4.” Then explain the gospel is:

- a. Christ died for our sins: He did not just die but His death was different. He died for sins.
- b. He was buried: This is important because this means that He actually did die. You do not bury someone who is not dead. Some religions teach that Christ did not actually die.
- c. He rose from the dead on the third day: Without the resurrection our faith is in vain.

Pastor Thomas usually points out that IF you do not mention these three facts then you have NOT preached the gospel. He points out that many sermons preach “about” the

gospel but NOT the gospel itself. Every sermon should mention these three facts about Christ.

1. Ask them to stand up and repeat six times what the gospel is.

What is Eternal Life? (10 Min)

1. Ask them what eternal life is. Many will respond by saying, “Going to heaven after you die”. Ask them to turn to John 17:3 and read this verse. Jesus gives us the only definition in the Bible of eternal life.
2. Explain that eternal life is a personal relationship with the Father and His Son, Jesus Christ. It is “to know” Him and the result of that is that your sins are forgiven and you go to heaven after you die.

How can one be saved? (10 Min)

Explain that this section shares what one must do to receive Christ into his life

1. First, is repentance. This is explained in this chapter.
Ask everyone to read out loud together the paragraph on repentance. (page 60 English) Point out that repentance is when someone understands that he is in control of his own life and he changes his mind about himself, sin and Christ and turns to Christ for Him to take control and become Lord. When one does that then Jesus becomes his Savior. Romans 10:9.
2. The second thing that God requires is faith. Again, read together out loud the paragraph that explains faith. Point out that true faith is to surrender to Jesus Christ as the Lord of your life.

IV. The Pioneer Evangelist and the Personal Testimony (30 Min) **(Observation: This is both a good learning experience and fun to do)**

1. Explain the purpose of the testimony, presented in paragraph one. (page 61 English)
2. Ask everyone to stand and read out loud all together the guidelines of Point #1: A-I.
3. Explain that the testimony will be divided into 4 parts and a conclusion. It will be easier to learn. Also, explain that we will use the example of Paul’s testimony as a guideline for our own testimonies.
 - a. How my life was before I knew Jesus.
 - Ask someone to read Acts 22:1-5
 - Ask the group how Paul’s life was before he knew Jesus.
 - b. How I came to know that I needed Jesus.

- Ask someone to read Acts 22: 6-8
 - Ask how Paul came to know that he needed Jesus.
Answer: He had an encounter with Jesus.
 - c. How I made the decision to follow Jesus.
 - Have someone read verses 9-13
 - Ask the group what Paul did that makes us know he decided to follow Jesus.
Answer: He obeyed Jesus.
 - d. How is my life now.
 - Have someone read verses 14-21
 - Ask how Paul's life changed after Jesus became his Lord.
 - e. Teach the conclusion. Have them repeat the two phrases several times. "Now I have assurance of eternal life. May I explain to you, from the Bible, how you also can have assurance of eternal life?"
2. Ask them to get into groups of two people per group. Each person will give their testimony to the other BUT they will do it under the direction of the PE Trainer (You).
- Ask Person #1 to share Point A, How was your life before you met Christ. Give them ONE minute for this part. Then ask person #2 to share this with person #1. One Minute. You call the time.
 - Ask Person #1 to share Point B. Give one Minute. Ask Person #2 to share Point B with Person #1. Give one minute.
 - Ask Person #1 to share Point C. Give one Minute. Ask Person #2 to share Point C with person #1. Give one minute.
 - Ask Person #1 to share Point D. Give one Minute. Ask Person #2 to share Point D with person #1. Give one Minute. Remind them to end their testimony with the conclusion.
3. Ask for a volunteer to come up and share his testimony and the conclusion to the entire group. Remind the person of the four parts before giving the testimony.

V. The Pioneer Evangelist and Personal Evangelism (30 minutes)

1. The purpose of this section is to explain the difference in sharing Christ in a non-Christian based culture and a Christian based culture. There is good material in this chapter that shares how to witness to someone in a Christian based culture IF you really only have **one** opportunity to share Christ with this lost person. However, please stress that in the PE method we do not want them to do this unless it will be their **ONLY** opportunity.
2. Explain that the primary method we will be using is the seven-week evangelistic Bible study approach.
3. Section "D. ETERNAL QUESTIONS" addresses evangelizing in both the Non-Christian based Culture and the Christian Based Culture. (page 67 English). You will

want to explain this very carefully. You may even want them to read this section out loud all together with you. This explains the difference in approaching people in both type cultures.

4. Explain that regardless of culture the gospel will NEVER change. Under section 10 “The Presentation of the Gospel” we have selected six good verses that really explains clearly how someone can become a believer. At some point in every presentation you have to get it all down to these concepts.

So, Pastor Thomas has them to read each of these six verses one by one and explains three things about each verse:

- a. The Purpose of the verse.
- b. The Explanation of the Key Word in the verse.
- c. The Application of the verse.

This is carefully explained in this section of the manual. (page 70 – 72 English)

After you have studied these six verses ask them all to stand and repeat these six references six times all together out loud.

Explain to the participants that it will be necessary for them to read and study this entire chapter on their own after the conference is over but this gives them a good strong solid foundation of what the gospel is and how to share it with lost people at some point in time.

VI. The Pioneer Evangelist and How to Begin A New Church (1:30 Min)

This section has TWO parts to it. It is critical so please learn to present this well.

PART I (30 Min)

The main thing to present in Part I are the following TWO concepts.

1. The Man of Peace Concept
2. The Oikos concept

1. MAN OF PEACE CONCEPT (10 Min)

A. You present this concept by asking the following questions:

1. Do you believe that the Holy Spirit is a part of the Trinity and is God?
2. Do you believe that all spiritual ministry and fruit is dependent on Him?
3. If someone feels led to go out and begin a new work then who put that desire in his heart? Answer: the Holy Spirit
4. What is the Holy Spirit doing before the evangelists gets there?
Answer: Preparing the hearts of lost people.

- B. Then point out the difference in the pioneer evangelist's role and the role of the Holy Spirit?
- It is the role of the Holy Spirit' to prepare hearts and it is the role of the evangelist to FIND THE HEARTS THAT ARE PREPARED.
 - Emphasize that NO person can prepare hearts. Only the Holy Spirit can do that.
 - Ask: What then is your role and the role of the evangelist?
Answer: FIND THE HEARTS THAT ARE ALREADY PREPARED BY THE HOLY SPIRIT.
- C. Read Luke 10:5-6. Jesus calls this person a man of peace. Personally, we like to use the term "a person seeking peace". That is what it means to be a man of peace.

2. OIKOS CONCEPT (05 Min)

- A. Ask them to read Acts 16:31.
B. Explain that the word "household" means family, friends and circle of influence.
C. Explain that EVERYONE in the world belongs to an oikos. Everyone is involved in a circle of family, friends etc. that can be influenced.

3. DEMONSTRATION (05 Min)

- A. Pick someone in the audience who will represent the person of peace. He can remain where he is seated.
- B. This person has invited me to do a Home Bible study #1. He is an unbeliever and has invited his family, relatives and friends (his oikos) to participate. We will be there at 9:00 a.m. on Sunday morning. You then include about five to ten others who are seated around him to represent his oikos.
- C. After a few weeks, I have made friends with some of his friends and so I ask one of them IF he/she would like to have this same study in their home. If the person says yes then you pull in another five to ten people and say, "These people are in his oikos and they will go to his home at 10:30 on Sunday morning" for Bible study #2. He has invited all of his family, relatives and friends –his oikos—people whom he can influence.
- D. After a few more weeks, I have now made more friends from this second oikos and so I ask one of them if he would be interested in having a study in his home at 1:00 p.m. on Sunday afternoon. He says, "yes", so then we pull in another five or ten people into his group. Explain that he will invite people from his oikos to Bible study #3.
- E. After a few more weeks, I have made friends with his oikos and so I ask one if we could meet in his home at 3:00 p.m. for Bible study #4. He says, "Yes", so he invites

his oikos etc. etc. etc. etc.

POINT #1 Make this point---If you follow the oikoses then the gospel will flow as natural as a river through your city, town or village.

POINT #2—SAY, “So, you want to do two things:

1. Find the ‘man of peace’, anyone seeking peace.
2. Follow the oikoses.”

4. HOW TO FIND THE PERSON SEEKING PEACE (10 Min)

Ask: How do you find the person seeking peace?

Explain that we are going to look at two ways:

- A. First, you can do it by a simple survey or by asking questions in an informal way. (This can be done in nations where there is freedom.)

Turn to the survey (page 74 English) in this chapter by Rick Warren. Explain that Pastor Rick Warren who pastors the largest Baptist church in the USA began his church by going out and asking the first five questions.

- B. Explain that we have added one question (number six) and feel it is the most important. Explain that they can ask any, all or none of these questions but they must ask question six EVERYWHERE they go and with whomever they meet.
- C. Explain that when people respond in a positive way to question six then they have found a man of peace.
- D. Stand and read all six questions to one another.
- E. Ask them to put their books down and repeat the last question six times: “Are you interested in having a Bible study in your home”?

PART II (55 Min)

1. (5 Min) Explain that when starting a new work or in growing your church, God’s people must show His love to reveal to the world who He is. Jesus gave us the perfect example and God commands us to love others and show them their worth as His creation. As we show God’s love, His love will break down the barriers and open hearts to receive His truth. When we are beginning a new work and seeking “people of peace” (people who are seeking peace), if we show God’s love in a partical way those who are seeking God will come to us as they see that we are different than the world.

2. (10 Min) To illustrate this truth lead a study of what Jesus did in Matthew 4:23-25 and 9:36. Jesus is forming his team and has started His ministry.

What did Jesus do?

- Teaching, preaching and healing. Mt. 4:23

What was the result of what He did?

- News about Him spread all over Syria. People began to bring the sick from all over the region. 4:24
- Large crowds came from the entire region. People would have to travel days to get to Jesus. 4:25

How did Jesus see the people?

- “Jesus had compassion on them, because they were harassed and helpless, like sheep without a shepherd”. 9:36

Ask: Why did so many people want to follow Jesus?

Answer: Certainly He was teaching and preaching things that they had never heard. But Jesus was meeting their physical and emotional needs. He treated them in a way that was different. Jesus loved them without prejudice or conditions. They felt loved and accepted by Jesus, not judged or condemned. Because of how Jesus loved and met the needs of the people, they were following him.

Explain that the church today is to show that same love to the world, love without prejudice or conditions. Believers in Jesus must accept all people of the world without barriers or walls that separate us. We must show a different love, a love that crosses over all barriers to serve and does not ask for anything in return. A love that loves when others hate, gives when others take and helps when others abuse. If the church will love in the same way that Jesus loves, God will work in the hearts of the lost to break down the barriers and open them to His truth.

3. TRUE STORY (10 Min)

There is a church in Cincinnati that has reached out to their community. The church began with 30 members and started showing God’s love in a practical way. They have many different ministries that they do to serve the community. They clean bathrooms in businesses, wash windows in bars, clean yards, etc. As they go showing God’s love they simple say, “We just wanted to show you God’s love in a practical way.” As they do this God opens the hearts of those in whom He is working, those seeking peace, to receive and understand His truth.

Once in a furniture store the pastor and his ministry team offered to clean the bathrooms. The lady was resistant at first but finally allowed them to clean the bathrooms. When they were finished the lady asked if she could talk to them. The woman cried as she explained that her life was a mess. She had been on drugs and had a child but never been married. In tears the lady asked if their church would accept her.

When we show God's love, God's love will touch the heart and bring the lost to seek Him and to find Him. The Cincinnati church now has over 3,000 members and in one year they serve over 200,000 people in their community showing God's love in a practical way.

4. (10 Min) Ask the people to get into groups of 5 or 6 people for 10 minutes. Ask them to think and share ways that they can show God's love in a practical way in their communities, in their reality. Emphasize that they should not just think about helping the poor with food or clothing but to serve the entire community. Have one person in each group to list their ideas.
5. (10 Min) After the 10 minutes have representatives of 2 or 3 different groups to share with the entire group their ideas.
6. Remind them that as they go out to start a new work and look for those seeking peace, their church can send out groups to show the love of God in a practical way. As people respond to this love, ask if they would be interested in having a Bible study in their home.

VII. The Pioneer Evangelist and how to Lead Bible Studies Through the Indirect Method. (30 Min)

Ask the group if they remember what II Timothy 2:2 says. Answer: Paul taught others, so that they would teach others, so that they would teach others, so that they would teach others, etc. Explain that if we want those whom we teach to teach others then we must use a method that they can easily reproduce. Indirect method will help us to do that.

The participants can go through this study on their own, reading the questions and filling in the blanks. Use the indirect method to present the indirect method. For variety, divide the group into 2 or 3 groups, having each group take turns to read the questions. You can divide the group into women and men or divide the group in sections.

At the end have the group to stand for a review. Ask the following questions:

- What are the five rules we must follow when using indirect method?
 1. Participation
 2. Special materials
 3. Patience
 4. Reproduction
 5. Holy Spirit does the work
- What are the three things that we do not do if we want to use indirect method?
 1. Say everything that we know.
 2. Debate
 3. Let a small group dominate the study.
- What are the two reasons why we use this method?
 1. Easily transferred.

2. Everyone can do it.

Explain that using this method we can have the maximum number of people out doing the maximum number of studies in the homes of non-believers.

VIII. The Pioneer Evangelist and How to Lead a Home Bible Study without Bible Study Materials. (5 Min)

This chapter is really self-explanatory and does not need teaching instructions. Many times due to the lack of time we just ask the participants to simply read and study this chapter on their own. If you want to walk them through this exercise it will take about an hour.

The reason we do not take this time is that we do teach them how to use the John Studies and Storying material and provide this for them in the appendix of the manual. So, this is primarily a resource chapter in case they do ever want to do a Bible study without using any other material other than the Bible itself.

IX. The Pioneer Evangelist and How to Lead the Good News Studies – (1:45 Min)

Part I (15 minutes)

1. Our purpose at this point will be to simply show them the Gospel of John studies. This is extremely critical that you do this part correctly. You will need to explain that we are going to learn how to do home Bible studies with people who DO know how to read and write and with people who do NOT know how to read and write. These studies are for readers.
2. Ask them to turn to the appendix to the Gospel of John Studies. (page 201-English).
3. Explain very carefully that the purpose of these studies is to share the gospel of Christ with NON-believers. Please be sure to stress over and over and over that these are evangelistic studies for non-believers.
4. Show them the title of the first lesson: “God’s Wonderful Plan For You”. Explain again that we are not going to rush sharing the gospel. That lost people have lots of things in their background and we want time for the Holy Spirit to open their eyes and for them to truly understand what it means to repent and make Jesus Christ the Lord of your life.

Pr. Thomas normally explains that our purpose is not to just make decisions for Christ but we want true disciples who have repented and turned their lives over to Christ. Explain

this may take time for someone who was born into Spiritism, Animism, Buddhism, Hinduism, and Islamism etc. etc.

5. Explain the following: (Very important)
 - Each chapter begins with a brief introduction.
 - Then there are fill in the blank questions to be answered. Most of the questions are from the Gospel of John. They read the verse, read the question and then answer the question according to what the Bible says.
6. Then after you show them lesson One, show them all the other titles. Show them how they will be progressively sharing the gospel week by week.
7. Explain that lesson six includes an invitation for the non-believer to receive Christ. Carefully explain that we WAIT until the end of lesson six to have the invitation so the Holy Spirit has had good time to deal with basic sin and idolatry issues in their life.

However, please do explain that IF someone on their own comes to them and ask how they can receive Christ before lesson six they should indeed explain the gospel in full and invite them to give their life to Christ.

PART II (1:30 Min)

1. (15 Min) Demonstration: How to do the Bible studies in the homes of non-believers. (pages 94-97 English)

Choose four people to come to the front and sit in chairs. Have them to bring their Bibles and the PE book. They represent a family of non-believers with whom the pioneers are doing a home Bible study. Choose two people, a male and female, who represent the pioneers who are being trained by the Pastor or leader of the mother church. These two pioneers will stand by the family and be ready to assist the family members in finding the index of the Bible, the book of John and the chapters and verses in John. One of the pioneers will help two of the family members and the other pioneer will help the other two family members. Emphasize how the pioneers will have to have patience in teaching non-believers about the Bible.

2. (10 Min) Review: Ask the group:
 - What is the principle function of the Pastor? Form a team, train a team and send them out.
 - What will he train his team? H.S.; prayer; salvation; testimony; evangelism; how to start and how to do Bible studies in the homes of non-believers.
3. (10 Min) Ask the entire group to look at #1, “The first meeting”. (page 94 English)
Ask the group what the pioneers will take to the study?

Let them respond and then give the following explanation:

New Testaments If possible enough for each member of the group. You do not leave these Bibles with the family but use the

same Bibles over and over in all the homes. If you only have one Bible let each member of the family take turns using it to learn to find scripture and read from the Bible.

Pens or pencils so that everyone can fill in the blanks on the study.

Sheet of paper on which to take down their names. Pray for their salvation during the week. Remind the group that it is God who saves and we must pray for God's Spirit to work in their lives to bring conviction of sin and convince them of truth.

Choruses to begin teaching them to praise God.

Bible studies that you are going to teach them.

4. (15 Min) Now begin to teach them how they will introduce the Bible:

- Turn to the index of the Bible. Have the pioneers help each member of the family to find the index to the Bible. After each one has found the index say that the Pioneer will then give a summary of the Bible. For example: "The Bible is divided into two parts, the Old Testament and the New Testament. Each part is divided into books and each book into chapters and verses." The pioneers should be pointing this out to the family members as you speak.
- Find the book of John. Have the pioneers to help each family member to find John in the index and then help them to turn to the book of John. Once they have found John they will show them the chapters and find chapter 10. Then show the verses and find verse 10.
- Begin the study. The family members will open the book to the Good News studies, page 201. Ask the question, "In indirect, who reads the title, the pioneer or the participant? (participant) Who will read the question, the pioneer or the participant? (participant) Who reads the verses, the pioneer or the participant? (participant) Who answers the question, the pioneer or the participant? (participant) Explain that the second question is an opinion question and that the participants should not be corrected. Any time that the participants give an incorrect answer the pioneer should not correct them but ask them to read the verse and question again. It is appropriate for the pioneer to restate the question if that will help. The emphasis is that the participants do the work not the pioneer. The pioneer is simply to direct the study of God's Word.

5. (5 Min) Then have the entire group stand and read B through I. (Some of the books have an added part, "C", about doing a devotional on John 3:1-18 for the first lesson. If your book has that you may omit "C".) Note that in "B" the pioneer is not a teacher but a leader, facilitator.

6. (5 Min) After the last lesson the pioneer will give an invitation to receive Jesus. If one of the participants come to the pioneer before that time and express a desire to know Jesus, the pioneer will always take the time to explain how the individual can know Jesus and give that person an opportunity to respond to God's call.

7. (25 Min) Ask them to get into small groups and practice.

X. The Pioneer Evangelist and How to Lead the Follow-Up Bible Studies

This chapter illustrates to the group how to form the discipleship groups and then allow the leadership to come from within the group. It shows how to gradually allow the group to elect a leader and then allow the newly elected leader to begin leading the studies.

Have the entire group read together the four points and their sub-points. Give explanation to each point emphasizing the continuation of Good News studies and the transferring of leadership in the follow-up discipleship groups. These new leaders will not become the leader of the church until they have shown the necessary maturity to do so, perhaps several years. But at the very beginning they can be leading the “Good News” studies and be on the team of the Pioneer Evangelist.

STORYING THE BIBLE TRAINING (60 Min)

Note: This section is not on the video training tapes.

Introduction (5 Min)

A. Explain that using Stories in the Bible is an excellent way to do evangelism.

Explain that this is the best way to reach non-readers **BUT** we are discovering that these stories by Christy Brawner in this manual are being used very effectively with readers as well. So, they can choose either the John Studies or the Storying lessons based on Matthew.

B. Before showing them the Storying lessons in the book show them the two following chapters. We want only to point them out for them to read later.

CHAPTER XI. AN INTRODUCTION TO BIBLE STORYING by: J.O. Terry (page 98-English)

CHAPTER XII. BIBLE STORYING by: Jackson Day (page 116-English)

Explain that these two chapters were written for the PE book by two of the greatest experts in the world on the topic of Storying the Bible. We normally show the chapter to the participants and ask them to read them on their own in detail. There is enough material in these two chapters for an entire week’s seminar on Storying. However, our purpose is to introduce them to these chapters as a resource for them.

1. GOOD NEWS EVANGELISTIC STORYING LESSONS TRAINING (20 Min)

A. Ask them to turn to the appendix of the book to the storying material, “Good News of Jesus”. (page 232 English) This is the instruction on “how to” do the Storying lessons. Ask everyone to stand and read out loud the section, “How to use this material.”

B. Now you will want to present each chapter by doing the following:

1. Show them the title of Lesson One.
2. Explain that the non-believers will study the life of Christ from the book of Matthew.
3. Explain that each lesson has:
 - A title
 - A brief story (show them the story)
 - Oral questions
 - Spiritual truths that the lesson teaches (explain that the spiritual truths in the Good News series is presented for those who are non-believers).
4. Be sure to have everyone to turn to every title and read the titles of each chapter to them out loud so they will be familiar with all of the lessons.
5. Show them Lesson Two: Explain that this lesson begins with Review questions of lesson one and all lessons following will begin this way and then follow the same procedure.
6. Show them the titles of all the remaining lessons. Just walk them through the lessons.

C. Explain that at the END of lesson SEVEN the gospel is explained and there is an invitation for them to accept Christ into their lives. Explain again the importance of waiting until this point to give the invitation in order to prevent picking green fruit and getting pre-mature decisions instead of really making disciples.

2. EXERCISE (20 Min)

Ask them to get into small groups and practice doing lesson one with each other. Explain that each group will select a leader and he will lead the lesson not teach it. Everyone in the group can read so ask them to each read a sentence each and continue until the whole story is read. Then the leader will ask the questions.

3. BEGINNING A NEW LIFE –FOLLOW UP LESSONS—TRAINING (15 Min)

A. You now want to show them the lessons we use to follow up the new believers. Many of those who complete all seven lessons of Good News will continue into the Beginning A New Life series. **Every new believer needs to be disciplined**

Explain that IF someone does complete all seven Good News lessons and does NOT accept Christ but wants to do the Beginning A New Life lessons he should be allowed to do so. Never reject anyone.

B. Have everyone stand and read the introduction section, “How to use this material.”

C. Explain that in the Beginning A New Life lessons the group will study the Life of Jesus from Matthew a second time BUT this time from the viewpoint of a new believer. This is very important because some may wonder why we are doing this again.

Explain that the stories are different AND the spiritual truths are now for new believers. So, when they finish they will have studied the Life of Jesus two times from the Book of Matthew.

D. Walk them through each chapter and show them the process of the stories, oral questions and spiritual truths. Be sure to have everyone to turn to every title as you read the titles of each chapter to them out loud so they will be familiar with all of the lessons.

XIII. The Pioneer Evangelist and the Steps of the Pioneer Evangelism Method (05 minutes)

The purpose of this chapter is to give a brief overview and you can have the participants to turn to the Process of the PE method and ask them to read all ten steps out loud together. (page 129 English)

THE PLAN (45 Min)

(This section is on the PE video so you may want to watch it.)

1. Explain that this is the third section of the book. The first section was the Principles. The second section was the Practical. This section will illustrate a simple multiplication strategy.

2. Explain the FOUR different ways a Pioneer Evangelist can structure his church. There may be other ways but these are the most common four. Each of these is very self-explanatory in the PE book. You can ask them to stand and read this all together out loud OR you can explain each one yourself in your own words.

- A. The Traditional Church
- B. The Satellite Church
- C. The Cell Church
- D. The POUCH church

3. DEMONSTRATION

You will want to demonstrate the cycles by calling on volunteers to come to the front.

- Choose ONE person who will represent the Pastor or Lay Evangelist
- Choose TWO people who will represent the PE team. Remind them that he must meet with his team at least once per week.

- Choose SIX people who will represent six different non-believing families.

CYCLE ONE

Give explanations for the following points:

1. The Pastor is training his PE team every week and sending them out.
2. The PE evangelists have found 6 people seeking peace and these six up front represent six different non-believing families, including their friends and their relatives—their oikos.
3. The PE evangelists will do the Good News lessons (either in the book of John or Matthew) in each of these homes at different times during the week. Explain that home #1 may have four people participating, family #2 may have 10, family #3 may have 02 etc. etc
4. At the end of the final lesson they will give an invitation for them to trust Christ.
5. All the groups will now be brought together to form ONE group for discipleship and follow up using the “Beginning A New Life Studies” or some other they may choose. As you do this bring everyone together so they are now meeting in ONE home and not in six different homes. This will be the beginning of your church.
(Note page 135 English)

CYCLE TWO

1. The PE evangelists now have ONE group. They meet every week for worship and discipleship in ONE home.
2. Very important: NEVER, NEVER, NEVER, NEVER, NEVER, NEVER, NEVER, stop doing the Good News lessons in the homes of non-believers. So the pioneers will go and find more people of peace.
3. Choose six more people to come forward to represent six new non-believing families.
4. Ask the question, “Who will do the Bible studies in these homes?” Give them some time to think about it and respond.
5. Then take one of the original pioneers and one new believer from group #1 (one that is now being discipled) to create a new team. This team will now lead the Good News studies in one of the homes of the second cycle. Explain that as you go out to the second group of homes the two original PE evangelists will split up and take some of the new converts with them to begin training them how to lead the Good News studies.
6. When they finish the Good News lessons in these six homes that you will bring them all together and form ONE group again for discipleship. Ask the group what studies will they use for the discipleship. The answer is, “Beginning a New Life” stories.
7. To begin a new church you bring the original first group with this group for worship and then disciple the second group separately.
(Note page 136 English)

CYCLE THREE

1. Ask the group, “What do you never stop doing?” The answer is Bible studies in the homes of non-believers. Therefore choose six more people to come to the front and represent six more non-believing families.
2. Ask the question, “Who is going to lead these Bible studies?” Take a new believer from the very first group (who has now been trained to lead the Good News study while assisting with the second group) and a new believer from the second group. These two will now lead the Bible studies in the homes in the third cycle. This time each of the Converts from Cycle ONE will be the leaders of the GOOD NEWS GROUPS and will be accompanied by the new converts in the second cycle. Explain that they have been through it twice and are in the discipleship group. They are not leaders in the church yet. They are simply going out and sharing the gospel and all are called upon to do that.
3. Ask the question does he/she go alone? NO!!! Never do anything without taking someone with you to train. So who will go with this person? The new believer from the second cycle!!! Training other to train others to train others.
4. When you do this then you are making disciples and multiplying instead of addition.
5. After this group finishes then you will want to bring them all together. This group will join Groups ONE and TWO in worship and then have their own discipleship time separately using the “BEGINNING A NEW LIFE SERIES” or something else you desire.

Conclusion: Explain that this will work differently out in real life BUT they can see the principle how they can multiply both their leaders and reach new unbelievers by this method.

Questions: You can spend the rest of the hour answering questions. Most of the time there will be lots of questions at this point. If you finish early then spend the time in small group prayer praying for each other as they go back to their churches to form their teams, train the teams and send them out.

APPENDIXES (10 Min)

After you finish showing them THE PLAN you will want to just show them the appendixes in the book. These are resource materials for them to use. We have already taught some of these such as the John Studies, the Storying lessons etc. Our purpose is NOT to teach them this material in the appendix at this point but only to show them the resources that are in the book if they would like to use them. So, just do a brief walk through showing them the titles of each appendix.

FINAL SESSION (60 Min)

The final session will be a worship service in order to end on a high and inspirational note.

1. Begin by asking everyone to write out on a sheet of paper a testimony on “How you have been blessed by this PE conference”. How they were blessed and something special that they learned. (15 Min)
2. Ask the participants to write out the name(s) of the location(s) where they plan to start new works.
3. Stand and sing a praise song or hymn (5 Min)
4. Ask volunteers to come forward and share the testimonies they wrote. (20 Min)
5. Close with a challenging devotional message and prayer. (20 Min).
6. After the closing ask everyone to turn the written testimonies in to you as the leader.

