

TEAM Mate is the application of *TEAM Evangelism*. Additional resources are available to help further your understanding of these principles and to aid in teaching and implementing this philosophy in your church. Contact Church Growth Institute for more information or to order.

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Summary

Can you reach others for Christ by being yourself? *Yes, you can.* Just put into effect the principles taught in *TEAM Evangelism* and *TEAM Mate*.

Get those unnecessary presuppositions (barriers) out of your mind. You do not have to become like someone else to reach people for Christ. Just be yourself. Realize that as you live the Christian life and use your God-given spiritual gift you can make a difference in the lives of others. You can leave an impression on your prospects – your friends, neighbors, family, and so on.

Pay attention to the way you react in difficult situations. Your appearance and attitude in daily living is often noticed by the unchurched. You can influence them for good or bad – you are a witness, like it or not.

Pray for your prospects. The Holy Spirit will guide you as you stair-step them to church and Christ. Use *The 7 Touches* and *The 3 Hearings* in reaching out to others.

Always be prepared to give your own personal testimony and presentation of the Gospel to your prospects. Although you may not be with them the moment they are saved, you will play a very important role in leading them to Christ and bonding them to the church. Just be yourself, use your own spiritual gift, and use your *TEAM Mate* book daily to keep track of your prospects and to help you remember to pray for them and their needs.

You can be a part of God's *TEAM* in carrying out the Great Commission.

44. Stair-stepping, Principle of: _____

45. Teaching, Gift of: _____

46. Team: _____

47. Team Evangelism: _____

48. Team Gifts: _____

49. Team Ministry: _____

50. Theo-methodologist: _____

51. Three Hearings, Principle of: _____

52. Work-force economics: _____

Introduction

Would you be a witness for Christ if you did not have to participate in an intense, prolonged training program first? Would you be a witness if you did not have to be pushy? Would you be a witness if you did not have to pressure someone into making a decision or become a dynamic, outgoing evangelist, skillfully able to meet total strangers and lead them to Christ? Would you be a witness if you could use any presentation of the Gospel you desired? *Would you be a witness if you could **just be yourself?***

TEAM Evangelism is a *method* of reaching others for Christ by allowing you to be yourself, using *your own* God-given spiritual gifts. Even the most timid Christian can be part of the evangelism process without the pressure, guilt, or embarrassment that some outreach programs place upon them.

TEAM Evangelism helps people *without* the gift of evangelism become good witnesses and the kind of evangelists God wants *them* to be. It helps achieve a balance between *Confrontational Evangelism* and *Lifestyle Evangelism*. Church members learn how to fulfill the Great Commission as they work as a team to bond the unchurched to Christ *and* the local church where they can develop into mature Christians.

If you want to reach others for Christ by just being yourself, then *TEAM Evangelism* is for you. This pocket-size *TEAM Mate* booklet will help organize you to meet that objective.

26. Ministering Gifts: _____

27. Pastor/Shepherd, Gift of: _____

28. Pay and Pray, Principle of: _____

29. Personal Ministry: _____

30. Potts Principle: _____

31. Prayer, Principle of: _____

32. Presuppositions: _____

33. Prophecy, Gift of: _____

34. Prospects/Suspects: _____

How to Use *TEAM Mate*

Your *TEAM Mate* booklet is designed to help you apply the principles of *TEAM Evangelism* with a minimum of effort and confusion. Each member of your team – fellow church members – should carry and use *TEAM Mate*. This handy, pocket-size booklet is easy to store in your pocket or purse and can, and should, go with you everywhere. It is a convenient method of organizing and reminding yourself to pray for your *personal prospects* (those friends and relatives you wish to see led to Christ) and of keeping up with their progress.

Be sure to use *TEAM Mate* daily and continually update your personal prospect information on pages 24 through 37. Every year you will need to reevaluate your list. Some prospects may have accepted Christ as Saviour and joined the church, others may not have responded at all or have become unreceptive. You will need to determine who to delete from your list and who to add. Your list should always include unsaved and unchurched people with whom you have the closest relationships, people you care for most and who need to become active church members. These people are the most receptive to becoming members of your church. Meanwhile, review the principles given in *TEAM Evangelism* and use them to draw the unchurched into church and to stair-step them to Christ and Christian maturity.

Wherever instructions are offered in this booklet, this bold type style will be used to help you distinguish the instructions from the content.

Understanding the Task

Go ye therefore and teach all nations, baptizing them in the name of the Father and of the Son and of the Holy Ghost, teaching them to observe all things whatsoever I have commanded you: And, lo, I am with you alway, even until the end of the world (Matt. 28:19-20).

For years we have accepted the Great Commission as our marching order to evangelize the world – to *seek* and to *save*. But salvation of others is only part of the Great Commission. Let's examine the process of the Great Commission.

Go ye therefore and teach. Here *teach* or *mathetevo* (Gk.) literally means to make disciples of. Today when a person gets saved we call him or her a Christian. When the individual matures and attempts to accomplish something out of the ordinary for Christ we recognize him or her as a disciple. However, in New Testament times when someone accepted the teaching of Christ and became a follower, that person became a disciple. The name Christian was given later when disciples were first called Christians in Antioch, *after* they had become imitators or Christlike. This shows that we are to reach people and lead them to become disciples, then teach them to become Christians.

All nations. These two words give us an insight as to whom Jesus was giving the Great Commission – the church as a corporate body, for it would be impossible for an individual to reach *all nations*.

Baptizing them in the name of the Father, and of the Son, and of the Holy Ghost. This is the second part of the

The Principles of TEAM Evangelism

If you are using *TEAM Evangelism* as a church program, the pastor or leader will instruct you as to how to use this section. If you are using *TEAM Evangelism* independent of a church program, this section may be used as a review of the principles in the *TEAM Evangelism* and *TEAM Ministry* texts.

1. Administration, the Gift of: _____

2. Baptism: _____

3. Biblical Procedure for Training Christians: _____

4. Bonding, Principle of: _____

5. Burden: _____

6. Confrontational Evangelism: _____

7. Diminishing Prospects, Principle of: _____

The Principle of Readiness

Though most Christians (about 90%) do not have the gift of evangelism, all Christians should be prepared to give reason for that hope that lies within them – to give reason for their faith. In fact, the Bible instructs us to be prepared. *“But sanctify the Lord God in your hearts: and be ready always to give an answer to every man that asketh you a reason of the hope that is in you with meekness and fear”* (1 Peter 3:15).

Every Christian has a personal testimony of how God saved him or her. One testimony may not be as dramatic as another, but we all have a testimony. Besides our salvation experience, our testimony can include what God has done for us since we accepted Christ as Saviour or tell of special occasions when God has answered prayer, met a need, or brought us through difficult times. We may tell how God has changed our lives. Be prepared to share whatever you think will demonstrate the love and grace of God and show your personal prospect why you have faith in God.

Page 40 has a place for you to compose your own testimony. Take your time. Write it in pencil so you can make changes as you read it over. Once you have come up with a clear testimony with which you are comfortable in presenting to other people, become familiar with it. Be prepared to share it with others when the opportunity arises.

To go along with that testimony, we need our own personal presentation of the Gospel. No one presentation is the right one. As long as it clearly reveals the death, burial, and Resurrection of Jesus Christ, it is acceptable. You may be comfortable with *The Romans Road*, *The Four*



Man Needs

God Provides

1	2
3	4
5	6
7	8
9	10
11	12
13	14
15	16
17	18
19	20
22	23
24	

* This page is designed for interactive group study. Answers may also be found in the *TEAM Evangelism* text.

7 Name _____
 Spouse _____ Anniv. Date _____
 Birthday _____

Address _____

City _____ St. _____ Zip _____

Phone (home) _____ (work) _____

Children _____

Hobbies: _____

Employment: _____

Special Notes: _____

Prayer Checklist With pencil, darken daily as you pray.

	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		
Jan																																	
Feb																																	
Mar																																	
Apr																																	
May																																	
Jun																																	
Jul																																	
Aug																																	
Sep																																	
Oct																																	
Nov																																	
Dec																																	

Stair-Step What step is your friend on?
 Remember salvation may not always be in the center.

1	2	3	4	5	6	7	S	8	9	10	11	12	13	14	15	16
---	---	---	---	---	---	---	---	---	---	----	----	----	----	----	----	----

36

(See page 21 for an explanation of the steps.)

The Principle of the Extended Church

Research has proven that by reaching out to those with whom we have *existing relationships*, rather than to strangers, we get much better results. These relationships make them the most responsive, receptive people we can reach. It is easier to bond these people to the church.

The principle of the *extended church* states that everyone has relationships with at least seven people who are prospects. These prospects are people we know – relatives, coworkers, friends, baby-sitters, neighbors; possibly the mail carrier, hairdresser, service station attendant, or someone we meet and talk with regularly at the laundromat, as we go jogging, or at the physical fitness club. This list goes on and on.

The results of a national survey show that 86 percent of the people interviewed credit friends and relatives with influencing them to salvation. Bear this in mind with another survey showing that most people come to church looking for fellowship. This means we need to major on building good relationships with others. Good relationships help us draw the unchurched into the church network through event evangelism – by using the principles of *The 7 Touches and The 3 Hearings* (page 25). Good relationships bond people to the church as they learn about Christian living and biblical principles. This is one little step, one portion, of fulfilling the Great Commission.

On a separate sheet of paper, or in the *TEAM Evangelism* text, list as many unsaved and unchurched people you know. Prioritize the list according to their importance to you. Then select the top seven personal prospects and list them, one per page, on pages 24-36.

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The Principle of Prayer

For whom do we pray? We are taught that Christians should care for and pray for everyone, but in reality the majority of us pray only for the people we care about most. This includes our fellow church members and our prospects – friends, relatives, coworkers, neighbors, and so on. A smaller group of Christians have a special ministry of prayer. They spend time in sincere prayer for anyone – strangers included – and for any need or problem, even if it does not directly affect them.

James 5:16 tells us that *"The effectual fervent prayer of a righteous man availeth much."* Let's dissect this verse. First of all, what is prayer? Supplication: a petition, appeal, or request. So we go to God in prayer when we take our petitions and requests to Him. What does *fervent* mean? It means: earnest, sincere, zealous, eager, enthusiastic, to stretch. Who is a *righteous man*? A Christian man or woman. We are made righteous through faith in Christ. Finally, what is the meaning of *availeth*? Effective, profitable, capable of producing results. So, in summary, *when we petition God in sincerity and are willing to stretch ourselves in prayer for people, that prayer is capable of producing results.* Prayer is a major, integral part of any successful evangelism program.

Let's harness those results by turning to page 19. Read the pledge. If you agree to it, sign your name. It's a pledge between you and God only. Next, turn to page 24 again. There is a prayer checklist there and on the following pages for you to mark as you pray daily for each of your prospects. The lists have boxes for every day of the year, to help you remember to pray for your prospects every day of the year.

Seven Touches

I Invited My Friend to:

- | | | |
|--------------------------------------|---|--|
| <input type="checkbox"/> Dinner | <input type="checkbox"/> Golf | <input type="checkbox"/> Vacation Bible School |
| <input type="checkbox"/> Picnic | <input type="checkbox"/> Friend Day | <input type="checkbox"/> Visit a Nursing Home |
| <input type="checkbox"/> Bowling | <input type="checkbox"/> Craft Workshop | <input type="checkbox"/> Class Fellowship |
| <input type="checkbox"/> Tennis | <input type="checkbox"/> Tupperware Party | <input type="checkbox"/> Home for Dessert |
| <input type="checkbox"/> Church | <input type="checkbox"/> Racketball | <input type="checkbox"/> Family Skating |
| <input type="checkbox"/> Gospel Sing | <input type="checkbox"/> Athletic Club | <input type="checkbox"/> Park and Sight-seeing |
| <input type="checkbox"/> Fishing | <input type="checkbox"/> Birthday Party | <input type="checkbox"/> Other _____ |
| <input type="checkbox"/> Swimming | <input type="checkbox"/> Special Seminar | _____ |
| <input type="checkbox"/> Ball Game | <input type="checkbox"/> Seasonal Banquet | _____ |

I Offered to:

- Provide transportation if person's car is in the shop
- Provide a meal when person is ill or there's a death in the family
- Baby-sit: allow them a night out for a special occasion
- Clean house for a mother who has just had a baby
- Feed a pet while the neighbor is on vacation
- Mow the lawn for the man who is temporarily unable
- Help meet a financial need
- Other _____

I Sent a Card:

- | | |
|--|---|
| <input type="checkbox"/> On Birthday | <input type="checkbox"/> When person was feeling down |
| <input type="checkbox"/> On Anniversary | <input type="checkbox"/> Get well |
| <input type="checkbox"/> At Thanksgiving | <input type="checkbox"/> Death in family |
| <input type="checkbox"/> At Christmas | <input type="checkbox"/> Congratulate for accomplishment |
| <input type="checkbox"/> At Easter | <input type="checkbox"/> Thank You: for no reason <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> |

Three Hearings

- | | | |
|--------------------------------------|---|---|
| <input type="checkbox"/> Testimony | <input type="checkbox"/> Christian TV Special | <input type="checkbox"/> Evangelistic Service |
| <input type="checkbox"/> Tract | <input type="checkbox"/> Christian Music | <input type="checkbox"/> Revival Service |
| <input type="checkbox"/> Gospel Sing | <input type="checkbox"/> Homecoming | <input type="checkbox"/> Visit by Evangelist |
| <input type="checkbox"/> Youth Rally | <input type="checkbox"/> Easter Program | <input type="checkbox"/> Other _____ |
| <input type="checkbox"/> Friend Day | <input type="checkbox"/> Christmas Program | <input type="checkbox"/> _____ |

Date	<i>My friend accepted Christ.</i>
Date	<i>My friend attends church regularly.</i>

6

Name _____

Spouse _____ Anniv. Date _____

Birthday _____

Address _____

City _____ St. _____ Zip _____

Phone (home) _____ (work) _____

Children _____

Hobbies: _____

Employment: _____

Special Notes: _____

Prayer Checklist With pencil, darken daily as you pray.

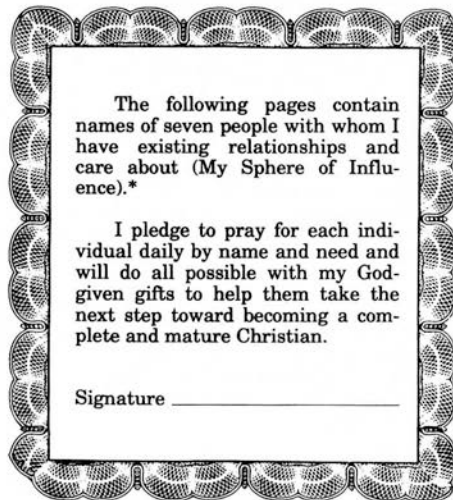
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31			
Jan																																		
Feb																																		
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May																																		
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Jul																																		
Aug																																		
Sep																																		
Oct																																		
Nov																																		
Dec																																		

Stair-Step What step is your friend on?
Remember salvation may not always be in the center.

1	2	3	4	5	6	7	S	8	9	10	11	12	13	14	15	16
---	---	---	---	---	---	---	----------	---	---	----	----	----	----	----	----	----

34

(See page 21 for an explanation of the steps.)

My Pledge to Pray for My Sphere of Influence

* The extended church represents my sphere of influence and makes up my list of personal prospects of unsaved and unchurched people I want to see reached for Christ.

19

The Principle of Stair-Stepping

TEAM Evangelism is a program of getting the unchurched, churchd – of getting people to commit to Christ *and* His church and to ultimately become Christlike. It involves the process of stair-stepping (term coined by Elmer Towns) our prospects. Stair-stepping ties the process of evangelism with spiritual gifts. It uses people and their gifts in different areas associated with the steps a person normally goes through in accepting Christ and coming to church.

The bottom line with *TEAM Evangelism* is you may not be the one who prays the sinner's prayer with a lost person, but you can play a vital role in helping that individual take one more step toward accepting Christ and becoming more Christlike. (See the chart on page 21.)

Your personal prospects may be at any place on the steps. They may not follow the steps in this exact order. Nor do all start at step one. Nor is "S" salvation always in the same location. Many accept Christ long before they are willing to join the church, while others may join the church and grow through many other steps before actually accepting Christ.

Turn to page 24. At the bottom of the page is a stair-step chart. Determine which step *you think* your personal prospect is on and mark the step in pencil. Later, as your friend progresses toward the goal, you will need to fill in the next mark as he or she grows through the remaining steps. It will be exciting to watch the progress and see your prayers answered as your personal prospects are bonded to your church and grow in Christ.

Seven Touches

I Invited My Friend to:

- | | | |
|--------------------------------------|---|--|
| <input type="checkbox"/> Dinner | <input type="checkbox"/> Golf | <input type="checkbox"/> Vacation Bible School |
| <input type="checkbox"/> Picnic | <input type="checkbox"/> Friend Day | <input type="checkbox"/> Visit a Nursing Home |
| <input type="checkbox"/> Bowling | <input type="checkbox"/> Craft Workshop | <input type="checkbox"/> Class Fellowship |
| <input type="checkbox"/> Tennis | <input type="checkbox"/> Tupperware Party | <input type="checkbox"/> Home for Dessert |
| <input type="checkbox"/> Church | <input type="checkbox"/> Racketball | <input type="checkbox"/> Family Skating |
| <input type="checkbox"/> Gospel Sing | <input type="checkbox"/> Athletic Club | <input type="checkbox"/> Park and Sight-seeing |
| <input type="checkbox"/> Fishing | <input type="checkbox"/> Birthday Party | <input type="checkbox"/> Other _____ |
| <input type="checkbox"/> Swimming | <input type="checkbox"/> Special Seminar | _____ |
| <input type="checkbox"/> Ball Game | <input type="checkbox"/> Seasonal Banquet | _____ |

I Offered to:

- Provide transportation if person's car is in the shop
- Provide a meal when person is ill or there's a death in the family
- Baby-sit: allow them a night out for a special occasion
- Clean house for a mother who has just had a baby
- Feed a pet while the neighbor is on vacation
- Mow the lawn for the man who is temporarily unable
- Help meet a financial need _____
- Other _____

I Sent a Card:

- | | |
|--|--|
| <input type="checkbox"/> On Birthday | <input type="checkbox"/> When person was feeling down |
| <input type="checkbox"/> On Anniversary | <input type="checkbox"/> Get well |
| <input type="checkbox"/> At Thanksgiving | <input type="checkbox"/> Death in family |
| <input type="checkbox"/> At Christmas | <input type="checkbox"/> Congratulate for accomplishment |
| <input type="checkbox"/> At Easter | <input type="checkbox"/> Thank You: for no reason <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> |

Three Hearings

- | | | |
|--------------------------------------|---|---|
| <input type="checkbox"/> Testimony | <input type="checkbox"/> Christian TV Special | <input type="checkbox"/> Evangelistic Service |
| <input type="checkbox"/> Tract | <input type="checkbox"/> Christian Music | <input type="checkbox"/> Revival Service |
| <input type="checkbox"/> Gospel Sing | <input type="checkbox"/> Homecoming | <input type="checkbox"/> Visit by Evangelist |
| <input type="checkbox"/> Youth Rally | <input type="checkbox"/> Easter Program | <input type="checkbox"/> Other _____ |
| <input type="checkbox"/> Friend Day | <input type="checkbox"/> Christmas Program | <input type="checkbox"/> _____ |

Date _____	<i>My friend accepted Christ.</i>
Date _____	<i>My friend attends church regularly.</i>

The Principle of Bonding

The 7 Touches and The 3 Hearings

Dr. Elmer Towns states, "Relationships are the glue that *bonds* people to the church." We must get people involved in the life of the church. The principle of bonding says the *fewer* relationships one has within the church, the *more* apt that individual is to leave; the more relationships a newcomer has within the church, the greater his or her potential of staying.

How do we make people more receptive to the Gospel? How do we effectively draw people into the church network and keep them there? How do we help bond them to the church? By using the principles of *The 7 Touches and The 3 Hearings*.^{*} According to research, to get someone involved in the church we must reach out and touch them 7 times. This same research shows that if we repeatedly reach out through personal concern and touch the people we want to lead to Christ, it builds a bond between us that will also make it easier for them to accept us, our other friends, our church, and ultimately our Christ.

We must build relationships and show people that we care about them in order to bond them to the church. Everyone wants to be loved and respected; everyone wants to be accepted and treated like a friend. We need to display a friendly attitude and involve prospects in activities at home and church. Our personal prospects (friends and relatives) need to feel welcome.

^{*}These principles are based on averages. While in rare cases some people may require only 3 touches or 1 hearing, many others will require 20 touches or 8 hearings. The average is 7 and 3. The point is, do not become impatient if your friend does not respond according to a mechanical plan. Continue on, because they *will* respond.

Seven Touches

I Invited My Friend to:

- | | | |
|--------------------------------------|---|--|
| <input type="checkbox"/> Dinner | <input type="checkbox"/> Golf | <input type="checkbox"/> Vacation Bible School |
| <input type="checkbox"/> Picnic | <input type="checkbox"/> Friend Day | <input type="checkbox"/> Visit a Nursing Home |
| <input type="checkbox"/> Bowling | <input type="checkbox"/> Craft Workshop | <input type="checkbox"/> Class Fellowship |
| <input type="checkbox"/> Tennis | <input type="checkbox"/> Tupperware Party | <input type="checkbox"/> Home for Dessert |
| <input type="checkbox"/> Church | <input type="checkbox"/> Racketball | <input type="checkbox"/> Family Skating |
| <input type="checkbox"/> Gospel Sing | <input type="checkbox"/> Athletic Club | <input type="checkbox"/> Park and Sight-seeing |
| <input type="checkbox"/> Fishing | <input type="checkbox"/> Birthday Party | <input type="checkbox"/> Other _____ |
| <input type="checkbox"/> Swimming | <input type="checkbox"/> Special Seminar | _____ |
| <input type="checkbox"/> Ball Game | <input type="checkbox"/> Seasonal Banquet | _____ |

I Offered to:

- Provide transportation if person's car is in the shop
- Provide a meal when person is ill or there's a death in the family
- Baby-sit: allow them a night out for a special occasion
- Clean house for a mother who has just had a baby
- Feed a pet while the neighbor is on vacation
- Mow the lawn for the man who is temporarily unable
- Help meet a financial need
- Other _____

I Sent a Card:

- | | |
|--|---|
| <input type="checkbox"/> On Birthday | <input type="checkbox"/> When person was feeling down |
| <input type="checkbox"/> On Anniversary | <input type="checkbox"/> Get well |
| <input type="checkbox"/> At Thanksgiving | <input type="checkbox"/> Death in family |
| <input type="checkbox"/> At Christmas | <input type="checkbox"/> Congratulate for accomplishment |
| <input type="checkbox"/> At Easter | <input type="checkbox"/> Thank You: for no reason <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> |

Three Hearings

- | | | |
|--------------------------------------|---|---|
| <input type="checkbox"/> Testimony | <input type="checkbox"/> Christian TV Special | <input type="checkbox"/> Evangelistic Service |
| <input type="checkbox"/> Tract | <input type="checkbox"/> Christian Music | <input type="checkbox"/> Revival Service |
| <input type="checkbox"/> Gospel Sing | <input type="checkbox"/> Homecoming | <input type="checkbox"/> Visit by Evangelist |
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Date _____	<i>My friend accepted Christ.</i>
Date _____	<i>My friend attends church regularly.</i>