

SCRIPT for STATE FAIR GOSPEL OUTREACH TRAINING
September 2014 Update

Rex

- Welcome to the world of state fair gospel...Hi, my name is Rex Whitton.
- I am the PM for the State Fair of Texas gospel outreach and I have been since we first started in the year 2000.
- I am also a member since 1986 of the FGBMFA...we are the sponsor of this awesome outreach.
- So that you know a little about me I will start out by giving you the one minute version of my testimony.
 - I was born in 1955.
 - I grew up in Missouri in a “Leave it to Beaver” style family...we lived primarily in St Louis and Kansas City.
 - By the time I was 20 I was a full blown “Animal House” style frat rat bent on chasing women, partying and making money.
 - Somehow throughout all this I managed to earn a civil engineering degree from the University of Missouri and then started in on my career in the real estate development biz.
 - By age 29 I was quite successful in my work and all other areas of my life except I was spiritually lost, dead in my sins.
 - And then, on May 18, 1985 Jesus came into my life in a very powerful way and changed me into another man.
 - Even though I am still working full-time as a businessman in the real estate development business and have been since 1977, the thing that brings me the most fulfillment is operating in the office of Evangelist and Teacher in the Family Business of building God a house. In these offices it is my job to encourage you in the understanding and proclaiming of the gospel.
 - The State Fair Gospel Outreach and this training especially are designed to ignite a passion in you for becoming experts at telling the story...His story...the Gospel!
- I would now like to introduce you to my friend Ken Bouton who will present this training to you. His training presentation assumes you are new to our outreach, but if you are a veteran, just bear with us as we are quite confident that you will learn a lot from it.

Ken

- Thank you Rex, as you know, the SFT is the largest state fair in the USA (of course) with 3.5 million visitors each year.
- We have rented an outdoor weather protected, well lite 10’ wide x 10’ deep by 10’ high canvas booth located on Nimitz Boulevard right across from the world famous state fair food vendors.
- We believe we are (in) the most strategically important spot in all the fair.
- Jesus told us we were to be fishers of men. Thousands of fish come right up to our boat 12 hours per day for all 24 days of the outreach.

- People are drawn to our booth by a professionally designed and produced large banner mounted in the booth that says: “Take the Million Dollar Eye Test”.
- We use realistic looking million dollar bills as props to break the ice and engage people in a conversation that will allow us to determine their spiritual condition.
- As spiritual doctors, we then make the diagnosis of our patients: dead in their sins or alive in Christ.
- If dead, then it’s our job to present the gospel to them.
- You will get an opportunity to present the gospel to somewhere between 5 and 15 people per hour of service.
- The purpose of this 60 minute audio presentation is all about the gospel and the high holy privilege we have been given to present it to thousands of lost people whom God sends to our booth for 24 straight days at the State Fair of Texas.
- I have 6 points to give you that are designed to motivate you to want to become experts in telling the gospel (or preaching the gospel). AND I have 3 points to give you that I believe will teach you what you need to know to be successful in this Kingdom assignment that the King has entrusted you with...the assignment of preaching (or telling) the gospel to every person He sends your way on your day of service at the State Fair of Texas.
- I want to motivate you to spend time knowing the gospel and also to heighten your awareness of the need to tell it on what I call an Emergency Evangelism basis....and not just at the SFT, but throughout all the days of your life.

Let’s start with the 6 Gospel Motivation Points

1. Telling the gospel is the Great Commission, it’s not optional, we need to see it as a charge, a command, serious business, it’s the work of the Kingdom. Let’s get motivated to obey the command, obey the call, do the work.
2. We should not only be motivated to be about the Father’s work, because Jesus said He was....but because He said the time was short, the night is coming when no one can work...we should be about the work of the Kingdom with a sense of urgency.
3. The Bible teaches that there will exist on earth one day a people who will walk so close to Jesus, in such unity and power and love that they will put their feet on death (they won’t die)....they’ll be caught up to meet Him in the air at His return. The Bible tells us that we can speed up His return by living like He lived and telling the gospel. Since we all want to be a part of that generation I want encourage you to do your part in speeding it up by telling the gospel and living the gospel.
4. Become an expert in what you KNOW He’s called you to...which is telling the gospel....and then you’ll begin to discover your specific place and purpose in the Kingdom...and that will result in you becoming one of the (joyiest vs happiest) people on earth.
5. Invest in your REAL future...lay-up treasure where moth and rust don’t matter, tell the gospel, the rewards are forever!!
6. Spend time with God, put Him first in your life, know the gospel, live the gospel, tell the gospel and everything you have need of will be given you.

The Trinity “Gospel Presentation Keys”

One of the keys is named after the Father, One after the Son and one after the Holy Spirit.

Since you’re listening to this message I am assuming that He has given you the high holy privilege of presenting the gospel of our Lord and Savior Jesus Christ at the State Fair of Texas on such and such a day...I feel there are 3 presentation keys that you need to understand if you want to achieve “well done, my good and faithful servant” type results from your day of Kingdom service telling the gospel at the fair.

Gospel Presentation Key # 1...the Key of the Father

Be Prepared

- The first key is named after the Father because 1 Thessalonians 2 tells us that He is the One who approves us to be entrusted with the gospel.
- HOW do we get approved by God the Father to be entrusted with the gospel?
- The answer is found in **2 Timothy 2 & 3** where it says that gospel workers need to be diligent (or study) to present themselves approved to God; workers who need not be ashamed but who rightly divide the word of truth and who continue in the things which they’ve learned and been (assured of)...those who know the holy scriptures which are given by God for profiting us that we, as sons of God, would be complete, thoroughly equipped for every good work.
- It’s all about study, diligence, effort, hard work, preparation, being ready, prayer, fasting even!
- In other words, we need to be prepared!!
- Let’s think of the gospel assignment you’ve been given in terms of how we would think of our jobs or our careers.
- Let’s assume you want to be an accountant...a certified public accountant
- But first there is a test you have to pass...it’s called a cpa exam and from what I understand it is a very difficult test that requires tremendous amount of studying and preparation.
- Some even end up having to take the test more than once to pass it.
- So...you would never ever consider taking such a test that your livelihood depended on without being prepared.
- So...how much more important is the assignment of presenting the gospel than our livelihood.
- When I get to heaven and stand before the Lord He will not care how many buildings I built or how much money I made.
- He’s going to want to know what I did with the gospel, and what I did with the people he assigned me to disciple.
- So, start out by see your gospel assignment as requiring the same commitment level as you would give to your job or your career...as that becomes a lifestyle for you, I guarantee you will (elevate) your commitment to His service to an even higher level than you would your job or career.
- To become a skilled gospel presenter we need to eventually become proficient (in) the use of all of our four basic tools

- I see the 4 basic tools as: Tool # 1-our Testimony, #2 -the gospel, #3 - apologetics, and # 4 - trust the Holy Spirit to speak thru you....lean not on your own understanding.
- Think of learning these tools and becoming proficient in their use in the same way you would see the progression of an educational process.
- We know it just takes time to progress from one level to another.
- You don't jump from elementary school to high school.
- So in this analogy, I look at Elementary School as simply showing up... show up at the state fair. Encourage your reluctant first timer friends to just show up...just watch and after just a few minutes of watching how exciting it is and how much fun it is, they will jump in and start telling what they know about Jesus...I know because I've seen it so many times.
- Junior High is where you tell your Testimony (Rev. 12:11).
- I want to encourage you to write out a 3 to 6 minute version of your testimony.
- So what's a testimony you ask? It's the story of your Jesus experience, your story of your relationship with him and the great part about it is no one can dispute it and it's real hard to mess it up.
- I recommend you outline it three parts.
- Part # 1...tell a minute or 2 about what your life was like before Jesus.
- Part # 2...tell a minute or 2 about how you came to know the Lord or maybe describe your spiritual new birth experience.
- Part # 3...tell a minute or 2 about the impact that this new birth has had on your life.
- Now you're ready to come to the state fair ready to share your testimony....ready to tell them what you know about Jesus with boldness and confidence. I guarantee you will be surprised at the interest level that most people (not all) will show towards what you have to say.
- High School is where you learn the basics of the gospel...Rom.1:16 says: no gospel, no salvation.
- KNOW the gospel...invest time in it...the more you eat of the gospel, the hungrier you'll be for more.
- I would like to challenge you to write (out) a 10 minute version of the gospel in your own words...use the points that you'll hear from me later in the Know the Gospel portion of this presentation as a resource.
- College is where you learn apologetics...I Peter 3 says we are to always be ready to give a defense to everyone who asks for a reason for the hope that is in you.
- We need to be able to PROVE why we believe, not just persuade.
- Graduate School is where you are so proficient in the Gospel you can operate in the office of Evangelist (with consistency in signs & wonders following) or in the office of a Teacher...you know that you don't really know a subject until you are ready to teach it to others.

BOTTOM LINE: Be filled with the Word, spend time with God and trust the Spirit to say what He needs to be said....trust your tools, use your tools...you'll be fine!!

Here are a few more preparation pointers to remember:

- Biggest problem I hear for people not wanting to share the gospel is that they don't know their stuff...they don't know the Bible, they won't have the answers (to the questions) people may ask.
- Since most of your connections will be with spiritually dead people I guarantee you that you will know way more about spiritual matters than they will...remember the natural man does not receive the things of the Spirit of God for they are foolishness to him; nor can he know them because they are spiritually discerned...and he is spiritually dead.
- Since you know more than they do...and since the Spirit that knows all things about everything lives in you and said He would lead you into all truth, let your faith be not in your wisdom but in the power of God and in the leading of the Spirit...remember another thing the Bible says about lost people: the message of the cross is foolishness to those who are perishing but to those who are being saved it is the power of God.
- Speak forth the gospel not concerned with pleasing man, but pleasing God because He is the One who tests our hearts with the gospel.
- Gal.1 says if you seek to please men, you are not a bondservant of Christ.
- To those who are being saved we are the aroma of life leading to life and to those who are perishing we are the aroma of death leading to death per 2Cor.2.
- We need to know the Million Dollar Eye Test tract...it contains all the elements of the gospel plus great apologetics. I like to think of it as a text book, that will prepare us to go from one level to another in (our) capabilities as a gospel presenter.
- Towards the end of the presentation I'm going to walk you through the tract page by page...hopefully you have a copy in front of you...a tract is just a little booklet with the gospel in it. if not ask your leader to get you one...we have them available electronically on this website for you to download or just follow along on your screen.
- We recommended that you spend 30 minutes a day for at least 30 days reviewing the contents of this tract prior to your day of service at the Fair and if you don't have 30 days, start now.
- The # 1 key for your victory that day at the fair is simply showing up. Even if you do not feel that you are properly prepared, just show up and trust God to use you by any or all means to save some. There are way too many people who know the Lord told them to "go ye...to the Fair" and so they commit to go and serve...and then at the last hour, they allow their fears or the cares of the world or the love of money or some entertainment opportunity to override their plans and so they don't show up. Fight thru those temptations ...show up...go ye...and when you do, you'll find your day of service at the fair to be a day that will have ramifications for all eternity, a day you'll remember forever, your decision to go and show up for work, to work for the King will be a decision that you and those you connect with that day will be eternally grateful you made.
- Last, but probably the most important preparation key is PRAYER...since we know that the Lord rewards those who diligently seek Him, and that the effective fervent prayers of a righteous man avail much. I encourage you to pray daily...over your time of gospel outreach at the fair.

- We have prayers on this website that you can download like this: “Lord, as we speak Your words at the State Fair outreach to these people on October 10th, make them in our mouth as fire and the people as wood. Let Your words be in their hearts as a burning fire, even shut up in their bones and let Your words thru us be like a hammer that breaks down the walls of resistance. Let our tongues be like a devouring fire to Your glory in Jesus name Amen.”

Gospel Presentation Key # 2...the Key of the Son...because gospel means good news and Jesus is THE good news...when all else fails tell them what you know about Jesus ... He is the gospel in a word.

Know The Gospel

SO...What Exactly Is The Gospel....i.e. The FULL Gospel?

- The gospel of Christ is the power of God unto salvation AND the revealing of the righteousness of God per Rom.1:16-17.
- Without faith it is impossible to please God...so how do we get faith....faith comes by hearing and hearing by the Word of God.
- How can they hear without a preacher? So, we’re sent to the fair to preach the gospel
- 1 Tim.1 says that the goal of preaching the gospel is love. Only the gospel of Jesus Christ produces LOVE. And, of course, this LOVE word is the big one of the New Testament. It is the "agape" word. It describes the heart of God. It is unconditional, eternal, and sacrificial. It is only found in God. It is the kind of love described in 1 Corinthians 13.
- I have found over the years that there is no simple, clear cut, concise version of the gospel to be found in any one place in the Bible...it takes a lot of time and study and work and diligence to get an understanding of it and to be skilled enough in it to be able to present it in whatever amount of time you’re given.

So now we come to what exactly is the gospel...and since Jesus is the gospel in one word, let’s see what He said it was...let’s see what He told the greatest Christian who ever lived (Paul), what the gospel was.

- Let’s look at the Gospel as Jesus outlined it to Paul after his conversion on the Damascus Road in Acts 26...this is where we see the gospel as categorized into two broad parts.
- Jesus says: “Paul I send you to the Gentiles to open their eyes, in order to turn them from darkness to light, and from the power of Satan to God that they would receive 1) forgiveness of sins and 2) an inheritance among those who are sanctified by faith in Me.
- So I see in this passage how Jesus has outlined to Paul that Paul is to preach the gospel to the Gentiles in 2 pieces: the forgiveness half and the inheritance half.
- Traditionally, we have done very well in explaining the forgiveness half, but we have overlooked the inheritance half...so we’re going to have to go over both halves, the forgiveness half and the inheritance half...together they make up the full gospel.
- As I take you thru the Forgiveness half of the gospel don’t be worried about keeping up with (all) these points I’m about to fly thru. All of these points are covered in your text book (the Million Dollar Eye Test tract). I am organizing them into a sound bite list fashion for information only...I will run thru them just so you will have an overall understanding or outline of the most important parts to know about the forgiveness half of the gospel...I’m sure you are already familiar with these points....this is just a reminder.

Part 1 – The Forgiveness Half of the Gospel

When telling people about the forgiveness half of the gospel we need to tell people that:

1. God sent forth His Son (100% God), born of a [virgin] woman (100% man, miracle birth), born under the law (He was subject to the commandments).
2. We need to tell them we have a High Priest who can sympathize with our weaknesses, but was in all points tempted as we are, yet without sin (i.e. He lived the sinless life we were meant to live).
3. We need to tell them... God made Him (Jesus) who knew no sin to be sin for us, that we might become the righteousness of God in Him (Jesus). The Lord laid on Him the iniquity of us all...Jesus became a curse for us.
4. We need to describe the garden prayer scene where Jesus sweat great drops of blood. I don't believe He sweat blood over fear of the beatings or the torture or the physical agony of the cross to come...No, I believe He sweat great drops of blood because of the agony of the anticipation of the wrath of God that would be laid (out) on Him AND because of the agony of the anticipation of His separation from His Father for the first time in eternity.
5. We need to tell them... He was beaten, crushed, wounded and stricken...He was beaten so badly He was not even recognizable as a human being!!!
6. We need to tell them... about His work of atonement...which means He restored us to a state of "at-one-ment" with God the Father....we were redeemed (bought back) by His precious blood. His blood was shed to make sons out of orphans.
7. We need to tell them... He was nailed (to) the cross where He suffered the most brutal form of death imaginable.
8. We need to tell them... He suffered the wrath of God on the cross ...He was made to be sin...He was separated from God for the first time in eternity....He died.
9. We need to tell them... His body was buried in a sealed grave for three days.
10. We need to tell them that He went to hell where He was victorious over death, sin and the devil.
11. We need to tell them... that God raised Him from the dead as validation that the debt was paid. His resurrection is the foundation for our blessed hope, for our transformation...it's the guarantee of eternal life.
12. We need to tell them... He sits now at the right hand of the Father as our interceding High Priest, the only man to ever be raised from the dead permanently.
13. We need to tell them... about the righteousness of God by placing them before the throne of a holy omniscient God on Judgment Day using the Law to show how high God's standards for righteousness really are...that if you have ever broken one of His laws one time at any time, He considers it the same as you being guilty of breaking them all.
14. Since God tests our hearts with the gospel....and since we know we're to be about telling about both the kindness AND the severity of God, we cannot be afraid to tell them about hell, which the Bible describes as a bottomless pit, a furnace of fire, a place of utter darkness, where you are utterly alone and on your own, a place of eternal torment, where there is no rest day or night, a place of weeping & wailing and gnashing of teeth, a place of everlasting isolation and punishment, a place where every day is worse than the day before.

15. We need to tell them... that Jesus Christ is the final judge of everything. All who think they are “good enough” to earn eternity in heaven without believing in Christ as their Saviour will stand before Him on Judgment Day and give an account of everything they have ever done, said, thought or felt, where everything is brought to light, where nothing is hidden from a Holy Omniscient God. Their righteousness on that Day will be declared as filthy rags and their sin and unbelief will sentence them to an eternity separated from His presence in hell.
16. We need to tell them... the good news that we have been sent as Ambassadors to tell them that their sins are forgiven.
17. We need to implore them to receive God’s offer of reconciliation.
18. The message of the gospel demands a response....it causes one to make a decision...we need to ask them: will you receive His offer today or will you walk away from it?

Part # 2 of the Full Gospel– the Inheritance...the overlooked half

Now I’m going to take you thru the Inheritance half of the gospel. Again, don’t be worried about keeping up with all these points I’m about to fly thru. All of these points are covered in your text book (the million dollar eye test tract). I’m organizing them into a sound bite list fashion just like I did with the forgiveness part ...I’m going to run thru them just so you will have an overall understanding or outline of the most important elements of the inheritance half of the gospel...some of this might be new to you as being included in the gospel....remember faith comes by hearing...so just relax and open your ears to ear.

When telling people about the inheritance half of the gospel...

- We need to tell them about being born again...being alive from the dead....being a new creation.
- We need to tell them...that the Kingdom of God has already come...it’s not some deal in the great bye and bye...the Kingdom came when the King came and that we were formerly enemies, but have now been transferred from the kingdom of darkness to the kingdom of light.
- In the model prayer Jesus teaches us to pray for His Kingdom to come here on earth, His will to be done here on earth, just like it is in heaven. But instead of concentrating on THAT we’ve majored on how to get to heaven AFTER we’re done hanging on down here...on earth.
- We need to tell them...about His presence with us....the Holy Spirit who knows everything about everything Who lives in us...about Whom Jesus said would lead us into all truth.
- We need to tell them...that Jesus came as a fulfillment of all the Old Testament promises, predictions and prophecies.
- We need to tell them...that we have a covenant...cut between Jesus and the Father.
 - I like to simplify the covenant by thinking of God as saying to us:
I am God, YOU remember! (ref Psalm 103:2-bless the Lord O my soul, and forget not all His benefits).
- **We drift so easily** (Heb.2)...Let us **remember!...let us neglect not this great salvation...**
- Tell people about all the benefits.

- The sharing of our faith will become more effective by the acknowledgment (or remembrance) of every good thing that is in us in Christ Jesus per Philemon 1:6.
- We need to tell them...the riches in Christ we have
 - His mind, His relationship with the Father, the exceeding greatness of His power, the riches of His glory, being filled with all the fullness of God and the fruits of righteousness.
- We need to tell them...the resources we have in the Holy Spirit
 - The fruits of the Spirit, the gifts of the Spirit, a Comforter, a Helper, a Counselor, a Teacher of all truth.
- We need to tell them...about our purpose, our calling, our work, our gifts and our abilities He has given us to be used to advance His kingdom.
- We need to tell them...about how Jesus lived (on earth) according to the power of an endless life, so we also can live here on earth according to the power of an endless life.
- We need to tell them...when the King returns we will be caught up to meet Him in the air and be given an indestructible, glorified, eternal body designed to be in His presence forever.
- We need to tell them...we have been predestined to be conformed to the image of Christ here on earth just as in heaven.
- We need to tell them...about our adoption as sons, heirs of God...no longer orphans. An orphan is one who is fatherless and is driven by the need for provision, protection and promotion. Jesus said I will NOT leave you as orphans. This is the prophetic vision of restored sonship that we need to tell them about, so that people would not cast off restraint.
- We need to tell them...about the partnership we've been given in the Family Business of Almighty & Sons, of building Him a house, of taking dominion over all the works of His hands, of being fruitful and multiplying of telling the gospel and living the gospel and making disciples of all nations.

Alright, let's recap the first 2 gospel presentation keys

Gospel Key # 1 – Be Prepared is the key of the Father since He is the one who approves us thru preparation to be entrusted with the gospel.

Gospel Presentation Key # 2...the Key of the Son...because gospel means good news and Jesus is THE good news...when all else fails in your presentation tell them what you know about Jesus since He is the gospel in one word.

And now we come to...

Gospel Presentation Key # 3...the Key of the Holy Spirit

Trust the Holy Spirit to Lead You

...we expect you to know your text book yes, but leave it at home because when you arrive for service at the fair you're going to trust the Holy Spirit to use your preparation and His wisdom to say the right thing to every person He draws to you that day.

Ok...speaking of our Text Book

- Our textbook is The Million Dollar Eye Test tract that we use at the SFT gospel outreach.
- A tract is simply a little book in which the gospel is presented. Hopefully you have a copy in front of you, if not ask your leader to get you one.
- I will also be sharing practical experience from Rex having presented the gospel eyeball-to-eyeball with thousands of people over the course of 25 years as a marketplace street evangelist in outreaches such as the State Fair of Texas, the NOLA French Quarter Mardi Gras and Dallas Super Bowl. I pray these pointers will help you become more skilled in your role as a gospel ambassador and presenter.
- This textbook that we call the Million Dollar Eye Test tract was developed thru what we learned in 10 years of one-on-one gospel presentations at the SFT and other outreaches and has evolved thru 4 different printings.
- It contains all the elements of the gospel, some effective apologetics and some great closing arguments!
- We want you to spend time understanding the concepts and the message of the tract (esp the 1st six pages) and then internalize them so that you can deliver them in your own words from your heart (not your head).
- We REALLY do not want you to memorize the tract or to read it to people or simply pass the tracts out....that's not what they're intended for. We want you to study the tract and the related scriptures and to have them deposited in your heart so the Holy Spirit can bring them out of your heart as He sees fit and lead you to deliver them to the hearers He sends your way in a conversational, relational, eyeball-to-eyeball manner.
- Each person He sends to you will likely need to hear it in a different way.
- In all the thousands of times he's have shared the gospel one-on-one Rex says he does not believe he has ever shared it the same way twice.
- Now we're ready to walk thru the text book, page by page, there are 22 total pages in the tract text book, but pages 1 thru 8 are the most important and deserve the biggest investment of your time.

Page 1

- Let's imagine ourselves at the SFT, we're in the booth.
- I want you to see yourselves at first as a fisherman and later as a Doctor.
- All the thousands of people that are walking down Nimitz Blvd are the fish that we are wanting to attract to our boat.
- And the bait we use to attract them to the boat is something they REALLY like and that's money.
- We have a large banner in the booth has a large million dollar bill on it and it says "Take The Million Dollar Eye Test" ... it says nothing about religion or God...it has no spiritual connotation at all...in fact if you'll look at the cover of the tract that is exactly what the banner looks like.
- We also have shiny coins prominently displayed on the table....they're the 10 commandment coins.

- So when people walk up to the booth to check us out ...the first question they always ask is “what’s this test all about?”
- Now that we have the fish up to the boat, we need to switch gears from being fishermen to being Doctors...Spiritual Doctors and it is your job as a spiritual Doctor to diagnose the spiritual condition of the patient that God has just placed in front of you.
- We show them our realistic looking million dollar bills and use them as props to engage our patients in a conversation, to ask them the FIRST QUESTION, which is the icebreaker question...and that is: “If this were a real million dollar bill (or trillion dollar bill), would you give your right eye for it.”
- This question always generates lots of varied responses and lots of laughs....it’s a good ice breaker.
- This question allows us to show them that they have just placed a very high value on their eye.
- Then we share a few scriptures that show them how much higher the value of their soul is than their eye so that we can ask them the SECOND QUESTION... (since) you’ve placed such a high value on your eye, ...yet we know that the Bible says your soul is infinitely more valuable than your eye, the real MILLION DOLLAR QUESTION is: if on this very night God were to require your soul of you, do you know for sure where you would spend eternity.
- Most people will say heaven.
- The TRILLION DOLLAR QUESTION is: WHY do you believe you’re going to heaven?
- Their answer to this question will allow you to make your spiritual diagnosis of the condition of your patient, knowing that there are only two diagnoses possible: dead in their sins or alive in Christ.
 - An example of an answer that they would give you (that) would cause you to diagnose them as alive in Christ is “Jesus is my Lord and Savior”...true born again Christians are easy to diagnose.
 - On page 10 you’ll find the most common answers we get...and these are answers that would cause you to diagnose them as dead in their sins...if there’s any doubt, give them the gospel...it’s the only “medicine” that will raise them from the dead. But, the # 1 (wrong) answer we get to why you’re going to heaven is: I’m a good person.
- Here is where things can break down if you allow them to get you off tract...but don’t worry, because I can assure you...you will not have a breakdown or get off tract if you ignore their questions and their comments until after you have delivered the gospel from your mouth into their ears....do not debate or argue or discuss theology, don’t minister counsel, don’t be a pastor ...and so we know that without faith it is impossible to please God.... And since we know that faith comes by hearing we know that we must be about telling them the gospel...so that they’ll hear...so that faith will come...be like Jesus as He steadfastly set His face (like flint) to go to Jerusalem (so you also, go to the gospel).
- Do not be concerned with the reaction/response you get. Some will love you...love you for introducing them to the Savior...to them you are the aroma of life leading to life...others will hate you...Jesus said in John 15 that they hated Him without a cause

and He applied it to us by saying: If you were of the world, the world would love you ...but because you are not of the world...(and because) I chose you out of the world...the world hates you.

- Remember, we are in a spiritual war and there are only two sides...the kingdom of darkness and the kingdom of light...Jesus said in Matt12 he who is not with Me is against Me...there is no neutrality, no middle ground.
- So now we come to question 3 at the bottom of page 1. As an individual finding your place in this life, have you ever asked questions like: where do I come from? why am I here? or where am I going?
- These question are not meant to be answered but to cause them to think and it also allows us to tell them the story on page 2 behind why we were created in the first place and how we got in this sin mess and broken relationship with God...but if your sensing that your patient is getting antsy and wanting to leave, then get right to the gospel.

Page 2

- We're not going to spend any time on this page today, but I do strongly encourage you to understand what it's saying...it's very important, so you can tell it in your own words.

Page 3

- Remember back on page 1 when we ask the people why do you believe you're going to heaven?...90+ % will say because I'm a good person.
- So we use p 3, which has the 10 commandments on it... to show people how high God's standards are for "good enough"...and that they really aren't good...they really aren't good enough to get to heaven according to His standards.
- For example, if you go to commandment # 9...you shall not lie...God's standards for righteousness are so high if you combine Gal3:10 and James2:10 you could say that if you have ever told one lie, one time at any time, He sees it as if you've broken all of them you are a coveting, lying, thieving, adultering, murdering, blaspheming, God-hating, idolater....WOW, those are high standards!!
- We use the commandments not to show OUR righteousness, but to show these people the righteousness of God, which Romans 1 tells us that as part of the gospel we are to declare His holiness and righteousness.

Page 4

- This page shows us that a sinful man could never live with a holy God and that the punishment for man's sin is eternal separation from His presence in Hell.
- The Bible says that it's appointed to man once to die and then face judgment and that man will be judged according to God's standards of righteousness (the 10 commandments).
- So we place them before the throne of a Holy Omniscient God on Judgment Day so that they will understand that they are not good enough for heaven.
- And that if God were to judge them according to His standards He would have to find them guilty. Based on this...where would they spend eternity?...heaven or hell?
- Things are real solemn and serious at this point. The mood shifts, the people realize the gravity of the situation. It's a very unique time and their answer to your question is usually phrased like this....Hell I guess.

- Your immediate response is: Does (this) concern you?? I know the news so far has been pretty bad, but we are about to get to some good news...some REALLY good news.

Page 5

- Now we've come to the most important (part) of your assignment and that is the gospel, we have finally arrived at the good news....the gospel...pages 5 & 6... If you haven't given them the gospel, you really haven't accomplished anything.
- I realize that some of the spiritual terms used in the tract and especially on this page and the next page may not be too "street friendly" or "user friendly". While on the one hand I do understand the awkwardness...and I understand your inclination to want to possibly avoid these type of religious sounding words or maybe (try to say them differently), I do want to caution you that we are told in the 1 Cor. to preach the gospel not with wisdom of words, lest the cross of Christ be of no effect but let it be preached in power. In other words don't be so worried about what they will think about your words, trust the power in them. You might also want to take time to tell them in everyday language what some of them mean...for example, the atonement simply means at-one-ment...Jesus made it so we could be at-one with the Father.
- So rather than walk you thru these 2 pages... since we already covered the material previous to this...I want to share some practical pointers with you that you should keep in mind as your sharing the gospel.
- When we preach the gospel we should expect to see signs and wonders...we should believe that we will preach (it) in power. Here are some scriptures to prove that:
 1. Mark 16 says: as we go forth preaching the word, He will work with us, confirming the truth of the word preached with accompanying signs.
 2. Hebrews 2:1-4 says we're not to neglect so great a salvation...and that when we preach it He bears witness to it both with signs & wonders, with various miracles & gifts of the Holy Spirit.
 3. In 2 Cor. 6 it says that our validation as ministers of God would be seen by the Holy Spirit, by the word of truth and by the power of God.
 4. We need to believe God to receive power to witness mightily so that it could be said of us as it was those in Acts 17:6...these are they who turned the world upside down.
 5. An example of a sign is the lady who screamed in repentance one time after hearing me tell her how high God's standards will be on Judgment Day.
- When you tell the gospel with His words, and in His words, those words will not return void...the words of forgiveness of Christ that we speak will always accomplish one of 2 things:
 1. They are either the power of God unto salvation.

OR

 2. They will serve to judge those on the last day who reject Christ and do not receive His words of forgiveness per John 12.
- Don't be timid about using prophetic evangelism as one of your tools: in 1Cor12 it says that the gifts of the Spirit exist for the profit of all in: words of wisdom & knowledge; faith & healings; working of miracles & prophecy; discerning of spirits; and tongues and interpretation of tongues.

- (Our love one for the other and our unity is what) will cause the lost to know that we are disciples and that the Father loves them and that He sent Jesus...this is how Jesus said in John 17 that the great harvest would come in....always keep this in mind because it is so easy to become offended and lured into contention or defensiveness, or divisiveness....remember the servant of God does not engender strife, but is gentle, meek and patient, apt to teach, it teaches us in Timothy.

Page 6

As we come in for the landing of our gospel presentation, let me back up a little to summarize how we got to this point so that we have a clear understanding of the context of our closing.

- As you might remember, as spiritual doctors we diagnosed our patients as spiritually dead. The only cure that have to raise them from the dead is the gospel...and so we set our face like flint to tell them the gospel.
- But our patient did not really believe he was that sick, so we used the law to show him how sick he really was.
- We placed him before the throne of God on Judgment day where everything is exposed and where he must give an account to a holy and omniscient Judge whose standards are so high, if you've ever used His name as a curse word, even one time at any time in your life...He considers it as if you have broken all the commandments. Our patient now realizes the gravity of the situation...he knows he has a terminal disease...in his mind he knows the game has changed...he knows his eternal destination is in the balance...it's a serious moment...he's probably thinking in his mind: what must I do to be saved...everything he's heard to this point is bad news, but we then we came to...
- Pages 5 & 6 where we gave them the cure, the good news, the REALLY good news....we told him the gospel, we told him the full gospel, we told him about the forgiveness Jesus arranged between him and the Father and we told him about the awesome inheritance that Jesus purchased for him.
- And so as we come to the bottom of page 6 we are ready to deliver the closing, we need to remember the commission Jesus gave us in John 20...here is my paraphrase (of it): as the Father has sent Me, so I send you (Jesus says) , as ambassadors, to deliver the apostles commission: which is to forgive the sins (on His behalf) of any I send you, so that they will be forgiven; and don't forget, because if you forget to tell them their sins are forgiven, their sins are retained.
- Now I want you to mentally put you in the shoes of the lost person standing before you at the state fair as I put myself in your shoes and I deliver the closing...he has just listened to your 10 to 12 minute message...it's a message that by it's nature demands a response, it forces him to make a decision.
- So here is the CLOSING to our patient Bill: Thank you Bill for taking the time to listen to my message...my message is the gospel and it presents Jesus as our Shepherd. He knows His sheep. He died for them. He calls them by name and they hear Him. Bill, are you one of His sheep? Do you hear Him calling you thru what you've just heard in my message to you? The bottom line is that we are here to tell you that your sins are forgiven and that you need to receive God's offer of forgiveness, His offer of reconciliation. You can receive it Bill by repentance, by believing, by calling on the Lord in confession. So, today Bill if you've heard His

voice, do not harden your heart...this may be the only opportunity you're given...SO, will you receive His offer OR will you walk away from it?

- That's a good closing.
- But as good as your closing is, not everyone will receive it and believe it. Sometimes the gospel preached will not be profitable to those who hear it because there's no faith in them for it to mix with. Don't worry about that part...the results are up to God...You do the telling, He does the saving. 1 Peter 4 says we're to tell the gospel to the dead and it's telling will result in one of only 2 possible outcomes: for some (of) the dead to whom you tell the gospel, they'll remain dead...your telling will serve God's purposes in His righteous judgment of them on the last day where He will sentence them to a place of eternal separation from His presence...your telling will serve to judge them as having rejected His offer of reconciliation...for others who were dead, your telling will cause them to come alive and to live for God and His glory for eternity. Hallelujah!! And you played a part! THAT'S AWESOME!!

Page 7

- What's the next step? Here we explain to them what their part in the salvation process is, which is to repent, to believe and to confess.
- At the bottom of page 7 is where you should point out to them that we have a prayer that they can pray...a prayer that you will lead them in praying...it's an expression of their belief, their repentance, their gratefulness for their new birth.
- Look... our mission at the fair is not to get prayers prayed or commitment cards signed...it's simply to tell the gospel to as many people as God sends us.

Page 8

- Here we have an example of a prayer of confession that you can lead them into praying.
- As a good spiritual doctor and at the leading of the Spirit in you, you should see signs of repentance and belief in your patient before leading them in this prayer. We do not want you to force confessions for prideful reasons
- On the other hand we are here acting as ambassadors for the Father, as though He were pleading through us; imploring the lost on Christ's behalf to be reconciled to the Father. So we need to do everything we can to get the message across.
- In fact Rom 10 tells us that the confession or the calling upon the Lord is what commences the life-long salvation process. We work out our salvation in awe and reverence as per Philippians 1.
- It also says in Romans 10: For whoever calls on the name of the Lord shall be saved. How then shall they call on Him in whom they have not believed? And how shall they believe in Him of whom they have not heard, and how shall they hear without a preacher?...faith comes by hearing and hearing by the word of God....so it's a partnership, we do the preaching, He does the regeneration.

Page 9

- We want to get them to understand at this point that they have just entered into a relationship with the living God...this is not religion...it's a relationship and in order to grow their new relationship there are some things they should do....and so here is a list of some of the things we should encourage them to do in order to grow their new relationship with God....so take time to instruct them in these things...this will allow you to play a part in fulfilling the other half of the great commission...which is making disciples!

Pages 10-16

- On Page 10, we have listed the most common misconceptions that people have about the afterlife and about salvation and then Pages 11-16 we offer Biblical answers to these misconceptions. These are here as resources for you to become familiar with and can be used in practice as you develop in your confidence and abilities as gospel presenters...they are not necessarily for the beginner. But I do get lots of feedback from people who have invested time in these pages that say that the Holy Spirit had brought to their remembrance certain of these truths during the course of a gospel presentation.

Pages 17-18

- Pages 17-18 offer some really good closing arguments.

Pages 19-20

- Pages 19-20 offer a three minutes to live emergency evangelism presentation.
- The ideal amount of time necessary to deliver the gospel properly is 10 to 15 minutes. Some people will give you all the time in the world, but some, maybe even most will not...and for those who won't give you the time, implore them to at least give you three minutes to tell them what God did for them to restore their relationship and to save them from eternal separation from His presence.
- These 2 pages offer you a version of the gospel that you can deliver to them in three minutes...it's EMERGENCY EVANGELISM TIME. When they get antsy and want to leave, you need shift it into another gear.
- And if they won't even give you three minutes to get them the gospel, then tell them something like this:
- Sir, I do not believe it is any accident or coincident that you are here today, I believe God wants to get your attention, He loves you, He's forgiven you and wants you in His Family, but before you can be in the Family you have to hear the gospel, you have to hear the good news of what He did to rescue you from eternal separation in hell...to restore you to your inheritance and to the role He designed for you as one of His sons. The reason you need to hear it is so you'll believe it, belief is the only thing that pleases Him. If you won't give me a few more minutes to tell you the gospel then at least take these little booklets and read it in a private place and see if God is real or not. I believe that if He's real He will speak to you thru something you read in this book or something I've said that will cause you to think" WOW, that has to be God, He IS real!...and if so, there is a prayer you can pray on page 8 asking Him into your life and if you find He is not real, then what have you lost?
- This, my friends is a good "last-ditch" emergency evangelism effort.

Pages 21-22

- Finally we come to pages 21 & 22 where we use teleology and logic to PROVE why we believe in God, not just try to persuade someone to believe God. Teleology is the study of design or of purpose in explaining why things are what they are or why they are in creation such as the eye or the ear. We use teleology and logic and some fun questions to prove the existence of our Omniscient Designer...we prove why there is no such thing as an atheist and we compare an agnostic to a man who looks at a building and doesn't know if there were a designer or a builder...we ask them to consider the eye, consider who designed it, consider who built it?!?!

Summary: I sincerely hope you have learned something about the gospel today. I know that the 22 pages of information in this tract and the material I've shared with you in my presentation today may seem overwhelming, but don't worry....

- Spend time preparing yourself in the gospel.
- SHOW UP.
- Tell what you know.
- Trust the Holy Spirit to do the heavy lifting.
- He'll be pleased!!

Thank you so much for the time you've invested in listening to our presentation. We pray that mercy peace and love be multiplied unto you as you go forth proclaiming the gospel at the State Fair of Texas and we'll see you in the harvest fields!

Oh...I almost forgot THE most important pointer of all.
Always wear a smile and bring lots of breath mints.