

ON THE RED BOX

# AIM FOR THE HEART

User's Guide to Effective Evangelism



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# INTRODUCTION

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Some time ago, I spent a year in the U.S., and during my time there, someone gave me a bow and some arrows. I practiced with them frequently, but my aim didn't improve very much. Then I returned to Spain, and five years later I was back in the U.S. again. This time I picked up that bow with even greater determination: "I'm going to be the next Robin Hood." And although I practiced quite a bit, my aim still did not improve.

One day this thought occurred to me: "If I practice and practice and don't get any better, maybe the problem is with the bow and not with me." And I discovered that the bow had a permanent flaw in it, and that is why it did not shoot straight. So I bought a better bow, and my aim improved considerably.

When you practice something, and you do not get any better at it, how do you feel? Frustrated and discouraged. You say, "I'm no good at this; this isn't my strength; I can't do this." Many Christians feel frustrated and discouraged when they evangelize because they hardly ever hit the bull's eye. So they back off and stop evangelizing.

I don't know if you have thought of this or not, but maybe the problem is not with you so much, but maybe the problem is with the tools you use to evangelize. Perhaps God has given us a tool we can use to hit the bull's eye.

One day I was witnessing to four men in a coffee bar, using the tools I usually used, such as, "Christ can fill up your emptiness, give you a purpose in life, give you the assurance you will go to heaven, and you can have a personal relationship with God through Jesus Christ."

Then one of the men asked me if God ever spoke to me. I really did not want to answer the question, but I was the one emphasizing a relationship with God. So I said, "Yes, he does at times." Those guys just laughed and laughed because that is something crazy people say.



At that moment I did not feel rejected or humiliated, but I did feel frustrated, inadequate and discouraged. So I started to call out to God in my heart, “God I’m doing something wrong in evangelism.” At that moment, this verse came to mind,



“When the Holy Spirit comes, he will convict the world of sin, righteousness and judgement.”

**John 16.8**

Then these words followed, “If you want to see the Holy Spirit work when you witness, you need to stick to these three areas.”

I realized that the Holy Spirit was there in that coffee bar as I was witnessing, but it was as if he had his arms crossed waiting for me to give him a tool he could use.

Let us take a look at a tool that God has given us, so we can be effective in evangelism and hit the bull’s eye. Let’s take a look at “God’s bow.”



# GOD'S BOW



“So the law was put in charge to lead us to Christ that we might be justified by faith.”

**Galatians 3:24 NIV**

The question is: Who is in charge when you evangelize? We know that at work, the boss is in charge; in a classroom, the teacher is in charge; at church, the pastor is in charge. We cannot whimsically change who is in charge. Now, since God himself has put the law (the Ten Commandments) in charge to lead us to Christ, he must have some very important reasons for doing that.

When we witness, we should ask ourselves: Are the Ten Commandments guiding the conversation? Is the law in charge? God, who knows everything, has put the law in charge to lead us to Christ. Why has he done that? There are many reasons, but we are only going to look at four of them.

# 1

## GOD PUT THE LAW IN CHARGE BECAUSE IT SHOWS US OUR SIN.



“through the law we become conscious of sin.”

**Romans 3:20**

“so that through the commandment, sin might become utterly sinful.”

**Romans 7:13**

The Holy Spirit uses the law to convict us of our sin, and show us how extremely offensive it is to God.



“When the Holy Spirit comes, he will convict the world of guilt in regard to sin and righteousness and judgment.”

**John 16:8**

Our job is to give examples of how we break the commandments and let the Holy Spirit convict of sin.

When we witness, if we only talk about the love of God, there usually is no conviction of sin because the Holy Spirit uses the law (the Ten Commandments) to convict people of sin. Without the conviction of sin we do not see sin as utterly sinful, and we justify our sin with statements like: “It’s not that bad; everybody does it.”

Yet without conviction of sin there can be no true repentance, and without repentance there is no salvation.

When we encourage people to “accept Christ” into their lives when there is no conviction of sin, we end up making “believers” in Jesus who have not been born again because they have not repented. Jesus does not enter into a heart that has not repented and turned away from sin. How many of us were “believers” in Christ before we repented of our sin and were born again?

Here is an example of how it works:

## THE BROWNIES

A Christian father had set down some rules for his two teenage kids. One of the rules was that they could not watch any TV shows or go to any movies that had swear words or sexual scenes in them.

Well, a new movie came out and the teens went to their Dad to see if they could go see it, telling him that it had the best special effects of all time, the best actors and surely was going to win some Oscars. Their dad asked them, "Does it have any swear words in it?" They answered, "Well, it's got a few but it's not anything you don't hear everyday at school and work anyway." Then their Dad asked, "Does it have any sexual scenes in it?" "Well, it does have one, but it's insignificant; you don't really see anything because they're underneath the sheets." So their dad told them, "Let me think about it, and tomorrow we'll talk about it at lunch." So the kids went away encouraged, thinking that their dad was going to let them see it.

As they sat down the next day to eat lunch, he started out by saying, "I've been thinking about the movie and I've decided you two can go see it if you first eat some of these brownies I've made. But let me tell you about these brownies before you eat them. They are probably the best brownies I've ever made. I bought the best ingredients that I could, the best cocoa, butter, sugar, flour, and eggs. I put all my energy into making these brownies. But there is one thing that you should know before you eat them. It's just a small thing - probably insignificant - but just so you know, I did mix just a little bit of dog poop in them, but just a little bit."

The kids understood in a second the connection between the brownies and the movie. You see, just a little bit of dog poop is not an insignificant thing to us; it is utterly gross, and we are not going to eat those brownies! In the same way, just a little bit of sin should be utterly gross to us, and we should avoid it. The law helps us to see how utterly sinful our sin really is in God's eyes.

It is not our job to convict of sin; we cannot make sin utterly sinful to others. Our job is to extend the tool of the law and allow the Holy Spirit to do his work of conviction.

# 2

## GOD PUT THE LAW IN CHARGE BECAUSE IT LEADS US TO CHRIST.



“So the law was put in charge to lead us to Christ that we might be justified by faith.”

**Galatians 3:24**

The law has been put in charge to lead us to Christ. How does it lead us to Christ?

Most people think they are good enough to get to heaven and they say things like: “I’m not perfect, but I’m not so bad that I deserve to go to hell.”

The law leads us to Christ by destroying all of our confidence in ourselves as good people. After convincing us that we are guilty and deserve punishment, it leads us to the solution - to Jesus who paid for our sins on the cross. The confidence and trust we used to have in our good works is now transferred to Jesus. The law leads us to Christ so that we might be justified by faith, faith in what Jesus did for us on the cross.

It is important to remember that the law has been put in charge to lead people to Christ; we have not been put in charge to lead people to Christ. That is a big relief for us!

The purpose of the Ten Commandments is to help us see the magnitude of our disobedience to God so that we will grab hold of our Savior Jesus Christ in repentance and trust. The law leads us to Christ.



“Christ is the end of the law so that there may be righteousness for everyone who believes.”

**Romans 10:4**

When we study the ministry of John the Baptist, we see that God evangelizes in the same way. God sent John to prepare the way for the Lord, and John prepared the way using the commandments. We see it in



**Mark 6:18**

“Herod, it is not lawful for you to have your brother’s wife,”

**Luke 3:14**

“Don’t extort money and don’t accuse people falsely: be content with your pay.”

Many people came under the conviction of sin, confessed and turned away from their sins, and were baptized in water. When God saw that the way was prepared (repentant hearts), he sent Jesus to the scene. When Jesus arrived at the Jordan River where the repentant people were baptized, John saw him and said,



“Behold the Lamb of God who takes away the sin of the world.”

**John 1:29**

Those who had repented began to follow Jesus because they recognized the need to be cleansed from their sin.

We ought to do the same and prepare the way using the commandments before we present Jesus. Show them their sin before you show them the Savior. The law prepares the way for the Lord Jesus, in other words, for the lordship of Jesus in the lives of the people.

## HOW ABOUT THE LOVE OF GOD?

In the Bible we see that the law leads us to the love of God demonstrated in Christ crucified on the cross. The more we see our sin and guilt, the more we will understand God's love expressed through Jesus' death on the cross.

In the New Testament we see that the love of God for us is connected with the cross of Christ.



### Galatians 2:20

"who loved me and gave himself for me."

### Revelation 1:5

"To him who loves us and has freed us from our sins by his blood."

If God communicates his love for us through the death of Jesus for our sins, that is probably the best way we can communicate God's love for others.

Who understands the love of God better than the person in God's courtroom about to be sent to hell forever, when Jesus comes in and says, "I'll take his place"? The more someone understands the magnitude of his sin and its consequences, the more he understands the magnitude of what Jesus did for him on the cross. And as he turns from sin and turns to Christ, he will truly love Him in return.



"He, who is forgiven much, loves much."

Luke 7:47



God's love is also very important in the life of the evangelizer.



“For Christ’s love compels us.”

**2 Corinthians 5:14**

The correct motivation to evangelize comes from God’s love living in us. When we are lacking in God’s love, we don’t usually use the law correctly.

When I first started to use to the law in evangelism I did not like it, and I felt a turmoil in my heart. So I asked the Lord why I felt this was since I was using the commandments as He had shown me. His answer was simple, “You feel that way because there is a lack of the love of God in your heart”. When there is a lack of the love of God in us, we will either use the law incorrectly and feel a sense of turmoil, or we will not use the law at all.

Because of some poor examples of evangelizers using the law in harsh, condemning ways, we tend to shy away from using it. But the best way to aim for the heart is to use God’s moral law motivated by the God’s love in our hearts.

John the Baptist is a good example for us about how to use the law correctly. He gave clear, practical examples of how people were breaking it, but with a heart full of the Holy Spirit. We tend to think that John the Baptist was harsh with the people, but Jesus said the people enjoyed his preaching.



“John was a lamp that burned and gave light, and you chose for a time to enjoy his light.”

**Jn 5:35**



When we try to do the the Holy Spirit's job of convicting people of sin, we become harsh and condemning. The flesh on fire is repulsive and stinks. Do not try to convict people of sin, that is the Holy Spirit's work. Use the law filled with God's love, and the fire of the Holy Spirit will draw people to Jesus. It is surprising how many people that come under the conviction of sin while talking with you will thank you at the end of the conversation. Under of conviction of sin, people sense that God is trying to help them, and they sense your heart of love and compassion.

If I gave you a high quality bow, but you didn't have a love for archery, you would rarely use it. If we are lacking in God's love, we won't evangelize as we should. But there is hope, for I've noticed that as we evangelize, God's love for the lost grows in us. Do not be discouraged; continue to use the commandments in evangelism, and you will see God's love grow in you.



# 3

## GOD PUT THE LAW IN CHARGE BECAUSE HE COMMANDS EVERYONE TO REPENT.



“Now he commands all people everywhere to repent.”

**Acts 17:30**

My evangelism style used to sound like this: “Jesus can fill the emptiness in your life, give your life meaning, and make you feel fulfilled. God loves you and will give you peace and joy if you accept Jesus into your life. If you are depressed or you have marriage or drug problems, Jesus can help you, and when you die, you’ll go to heaven.”

There are two things wrong with this kind of evangelism:

- First of all, God does not command everyone to feel fulfilled or to have joy and peace.
- Secondly, this evangelism message has nothing to do with repentance.

Remember that without repentance, there is no forgiveness of sins.



“God is patient with you, not wanting anyone to perish, but everyone to come to repentance.”

**2 Peter 3:9**



In Acts 20, Paul summarizes his teachings to the Ephesians. We see what he emphasized in verses **20-21**:



“I have not hesitated to preach anything that would be helpful to you but have taught you publicly and from house to house. I have declared to both Jews and Greeks that they must turn to God in repentance and have faith in our Lord Jesus Christ.”

Here we have the foundation of Christianity: repentance towards God and faith in Jesus Christ.

Salvation should look something like a man drowning. He knows he is going to lose his life. So you throw him a lifesaver, and he grabs it and holds on with all of his strength. This is one of the things that the conviction of sin does, it shows him his need for a lifesaver (a life Savior), and so he trusts in Jesus with all of his strength.

Try throwing a lifesaver to someone who does not believe he is drowning (no conviction of sin). He says, “I don’t need that, I am doing perfectly well without it. Maybe there are other lifesavers, why do I need yours? How do I know it will float and really save me? etc....” Without conviction of sin, there is no repentance or trust in the Savior.



# 4

**GOD PUT THE LAW IN CHARGE BECAUSE THE  
LAW IS WRITTEN ON THE HEART OF EVERY  
SINGLE PERSON IN THE WORLD.**



“since they show that the requirements of the law are written on their hearts, their consciences also bearing witness, and their thoughts now accusing, now even defending them.”

**Romans 2:15**

The Ten Commandments are written on the heart of every person in the world. Therefore, this should be a clue to us that God wants us to use the commandments in evangelism. Think about it: the law is written on the heart; conviction of sin happens in the heart; and it is with the heart that we believe for salvation.

You do not need to be intimidated by anyone when you evangelize if you aim at the heart using the commandments. If you aim at their intellect with intellectual arguments, you will be frustrated; you will go around in circles, and you won't hit the bull's eye.

God has also written eternity on the heart of every person.



“He has made everything beautiful in its time. He has also set eternity in the hearts of men...”

**(Ecclesiastes 3:11)**



Even though man can't understand it, God has placed eternity in his heart. Deep down people know that when they die, it is not the end. We are all so curious to know about after death experiences. What is the light at the end of the tunnel? People try to explain it and come up with ideas like reincarnation and other theories. All major religions believe in life after death. Even many atheists when they are face to face with death, begin to doubt their beliefs that there is nothing more after this life.

So, how can this help you in evangelism? Simple. Aim at the heart. In addition to using the law, bring up the subject of eternity: life after death, heaven, hell and the coming judgment. You will be using a tool the Holy Spirit can use to bring conviction of sin.

You know someone is under conviction of sin when they stop justifying their sin.



“whatever the law says, it says to those who are under the law, so that every mouth may be silenced and the whole world held accountable to God.”

**Romans 3:19**

The conviction of sin resolves many difficulties in evangelism. It ends all arguments and justifications; it shows them their need for a Savior; and helps them understand that Jesus is the only solution. When you use the commandments, you are aiming at the heart of the person, and under the power of the Holy Spirit, you will see the effectiveness of the law.

As I mentioned before, I had a flawed bow, and I was very frustrated using it. However, **Psalm 19:7** says, “**The law of the Lord is perfect, converting the soul.**” The law of God is not flawed; it is perfect. If you use it, you will hit the bull's eye, the heart and conscience of the person.

It is good to remember that evangelism is not only about winning souls. If you believe this way, you will be discouraged. Paul helps us to understand in **1 Corinthians 3** that sometimes we plant, sometimes we water, but it is God who causes the seed to grow. If we reap, praise God! But remember that every time you use the perfect law of God, you are sowing good seed. Be faithful in sowing good seed.

## FOUR EXAMPLES

I would like to demonstrate the way I have come to use the law in evangelism by giving four distinct examples of conversations I have had with different people. I have chosen these examples to illustrate how the law is effective with different types of people. The format of questions that I use rarely changes, and the first question, in which I ask their opinion, has opened the door to talk with 90% or more of the people.

### EXAMPLE #1: PETER, THE SELF-RIGHTEOUS

**Kevin:** Peter, I'd like to ask your opinion about something.

**Peter:** Sure.

**Kevin:** Do you think many people or only a few people will go to heaven?

**Peter:** Probably only a few.

**Kevin:** Why do you think that?

**Peter:** Because most people are bad.

**Kevin:** Peter, do you think you'll be one of the few that go to heaven?

**Peter:** Yes, I think so.

**Kevin:** Why is that?

**Peter:** I've been a pretty good person, etc.

**Kevin:** Peter, after we die, God will judge us all by His laws. Like you said, not all people will get into heaven. Peter, do you know what His laws are?

**Peter:** Aren't they the Ten Commandments?

**Kevin:** That's right. Have you obeyed all His laws?

**Peter:** Yes, I have.

**Kevin:** How about this one, "You shall not steal"?

**Peter:** No, I haven't stolen anything.

**Kevin:** Not even small things?

**Peter:** Well, maybe small, insignificant things.

**Kevin:** But was it stealing?



**Peter:** I guess so.

**Kevin:** Peter, on the day God judges you by this law, are you going to be innocent or guilty of breaking it?

**Peter:** Guilty.

**Kevin:** How about this law, "You shall not lie"?

**Peter:** Only white lies.

**Kevin:** Peter, when God judges you on that day will you be innocent or guilty of breaking this law?

**Peter:** Guilty.

**Kevin:** How about this law, "You shall not commit adultery"?

**Peter:** Now, that one I've kept!

**Kevin:** Jesus said, "If you look at a woman with lust, you've committed adultery in your heart."

*(At this point heavy conviction fell on this man and his head dropped to his chest and he stayed that way for a while. Then he looked up and said:)*

**Peter:** Who can go to the beach and not commit adultery in their heart?

*(Never underestimate the power of the Holy Spirit to make sin utterly sinful. Just give Him that chance by using the laws of God.)*

**Kevin:** Peter, when God judges you on that day, are you going to be innocent or guilty of breaking this law?

**Peter:** Guilty.

**Kevin:** Peter, judgment day is coming, and God is going to judge you by His laws. And on that day you're going to be guilty, as you've said. What will happen to the guilty on that day?

**Peter:** They will go to hell.

**Kevin:** That's right. Does that worry you?

**Peter:** Yes, very much so.

*(I have never seen anyone under conviction of sin that was not worried about the Day of Judgment, and all the people I have seen come under conviction of sin know that the penalty for sin is hell.)*

**Kevin:** Peter, God is going to judge you by His laws, and since you've broken them He will have to send you to hell for eternity. But just before He does that, someone breaks into the courtroom and says "God, stop! I'll pay for Peter's sin." Peter, what would you think about someone like that?

**Peter:** No one would ever do that.

*(Most people do not know who that person is, although they have heard about Him most of their lives. They do not know who that person is because they have never really seen the seriousness of their sin until now.)*



**Kevin:** Peter, someone has done that for you. His name is Jesus Christ. He died for your sins and He's willing to forgive you if you turn from your sin and give your life to Him as your Lord and Savior. Is this something you would like to do? (A long silence)

**Peter:** I'm a good Catholic and I'm not changing. I've got to go, goodbye.

*What was Peter really saying in his heart? I had never mentioned that he had to go a certain church, and he had never mentioned being Catholic until that moment. To understand what he was saying, it is important to understand one of the things that conviction of sin accomplishes. Remember that the Holy Spirit is preparing the way for the Lord, meaning the Lordship of Jesus. Jesus explained salvation this way, **"Whoever wants to save (control) his life will lose it and whoever loses his life for my sake will save it."***

*Only the Holy Spirit can touch that deep part of the will and make a person understand that they need to give up their life to Jesus. Peter did not want to stop breaking the first commandment, "You shall have no other gods before me." He wanted to serve God the way he wanted to; he would decide what was right or wrong for himself; he did not want to give the control of his life to Jesus at that time.*



## EXAMPLE #2: OSCAR, THE “CHRISTIAN”

**Kevin:** Oscar, would you like to give your opinion about something?

**Oscar:** Sure, why not?

**Kevin:** After we die, will many people or only a few go to heaven?

**Oscar:** Probably only a few.

**Kevin:** Why only a few?

**Oscar:** Because there is a lot of evil in the world, etc.

**Kevin:** Oscar, will you be one of the few that will get into heaven?

**Oscar:** I think so; I hope so.

**Kevin:** Why is that?

**Oscar:** Because I’m a Christian.

*(We do not take it for granted that they are a Christian; there are many “Christians” that haven’t been born again.)*

**Kevin:** Oscar, I’m in agreement with you in the sense that you said not everyone will get to heaven. If not everyone will get in, that means that God will judge who gets in and who doesn’t get in. In order for God to be just, He’s going to judge us all by the same laws. Are you familiar with God’s laws?

**Oscar:** The Ten Commandments, right?

**Kevin:** Right. Have you obeyed them?

**Oscar:** Yes, I have.

**Kevin:** Let’s take a look at a few of them to see how you’re doing. For example, “Do not lie.” Have you ever lied?

**Oscar:** Only small lies.

**Kevin:** Oscar, when God judges you according to this commandment, will you be innocent or guilty of disobeying it?

**Oscar:** Guilty, I guess.

**Kevin:** Another law says: “Do not steal.” Have you ever stolen anything?

**Oscar:** When I was young, but that was a long time ago.

**Kevin:** Time doesn’t erase our sins. Will you be innocent or guilty of stealing on the Day of Judgment?

**Oscar:** Guilty.

**Kevin:** Let’s look at this law: “Do not commit adultery.”



**Oscar:** I've never done that.

**Kevin:** This law includes any type of sex outside of marriage, even looking at someone with lust, or looking at pornography. God judges how we are on the inside, too.

**Oscar:** I'd be guilty. I don't want to go to hell!

*(The Holy Spirit was convicting of sin and of the coming judgment. Oscar clearly saw the consequences of his sins and was worried about it. So there was no need to look at any other laws.)*

**Kevin:** Oscar, one day you will die and God will judge you according to his laws. Oscar, it's because God is good, that he is going to punish those who have broken His laws. If God didn't punish the guilty He won't be good, he'd be evil. And as you've said, you will be guilty. Where will the guilty go on that day?

**Oscar:** To hell.

**Kevin:** Are you worried about your day of judgment?

**Oscar:** Yes, very much so.

**Kevin:** Imagine you're in God's courtroom, and He is judging you by his laws, and you are guilty, as you've said. Because of your sins, God is just about to send you to hell forever. In that moment, someone enters the courtroom and says: "God, wait a minute.

I will pay for Oscar's sins; I will take his place so that he doesn't have to go to hell and can go to heaven." What would you think about someone doing that for you?

**Oscar:** He would be the best person in the world.

**Kevin:** Oscar, someone has done that for you; his name is Jesus Christ. He died for your sins and is ready to forgive you if you turn your back on your sin and surrender to him as your Lord and Savior. Are you prepared to abandon sin and give your life to Christ? It's a serious decision.

**Oscar:** Yes, I want to change.

**Kevin:** Do you know how to receive his forgiveness?

**Oscar:** No.

**Kevin:** You just talk to him; tell him what you're feeling; ask for his forgiveness, and invite Jesus to take control of your life. You can do that right now if you're ready to make that decision.

**Oscar:** Yes, I would like to.

**Kevin:** OK. Tell him in your own words.

*(We have seen the importance of someone using their own words when they ask for God's forgiveness, instead of repeating a prayer. Their prayer comes from their heart and expresses what they feel. There are no magic words; God sees the heart. Even a simple prayer like: "Jesus, help me, cleanse me" is enough for God if it's prayed from a repentant heart.)*



**Oscar:** *(As soon as he began to pray in his own words, he broke down in tears, repented and gave his life to Christ.)*

*How beautiful it is to see someone truly repent and commit his life to Christ! We have seen this sincere brokenness many times when the person begins praying in his own words. At the beginning, Oscar believed he was a Christian; he believed in Jesus, but he hadn't been born again. He attended church, but had never seen his sin as utterly sinful, and when he did see it that way, he understood his need to repent and put his trust in Christ.*



## EXAMPLE #3: LINDA, THE ATHEIST

**Kevin:** Hi, my name is Kevin, and I'm asking people their opinion on something. Would you like to give your opinion?

**Linda:** Sure, about what?

**Kevin:** Do you think many people or only a few people will go to heaven?

**Linda:** Oh, I'm an atheist. I don't believe in any of that.

**Kevin:** That's O.K. let's just pretend there's a God. Then would many or a few go to heaven?

*(Why talk to someone about God's laws if they don't believe in God? Do you have to convince them that God exists first before using God's laws? No, you don't and for a very simple reason. The Ten Commandments are written in the Bible but they are also written on the hearts of all people. Everywhere in the world, people feel guilty when they lie, steal or kill. Just as a good law will work in any country, so the law of God will work in any culture and with any type of people.)*

*The commandments are written on the heart, people are convicted of sin in their hearts, and they believe with their hearts unto salvation. So, aim for the heart. Do not just try to win an intellectual battle. Whether I talk to drug addicts, college professors, young or old, religious or non-religious, I don't change the essence of the message because the law of God is the same in all hearts.*

*When I'm witnessing to someone, I'm looking for one main thing to happen in that person and that is the conviction of sin. This conviction could lead him to repentance preparing the way for the Lordship of Jesus. Let me encourage you to never be intimidated by anyone. Aim for the heart using the commandments. If they come under conviction of sin, all their arguments will fall to one side. I've used the "let's pretend God exists" with many atheists and they all went along with me as we looked at some of God's laws.)*

**Linda:** O.K. I think many would go.

**Kevin:** Why's that?

**Linda:** Because most people are good people.

**Kevin:** How about you? Would you be one of the many going to heaven?

**Linda:** Yes, I believe so.



**Kevin:** Linda, why do you think that?

**Linda:** I've been pretty good most of my life.

**Kevin:** Linda, after we die, God is going to judge us all by His laws. He can't let everyone into heaven just as you've said. He has to be just. Do you know what His laws are?

**Linda:** Aren't they the 10 Commandments and some other things?

**Kevin:** That's right, the 10 Commandments. Have you obeyed all of them?

**Linda:** Oh yes, all of them.

**Kevin:** How about this one, "You shall not steal"?

**Linda:** No, I've never stolen anything.

**Kevin:** Not even candy from your brother or sister when you were younger?

**Linda:** How did you know that? (I did not know that; it is just common sense).

**Kevin:** Linda, will you be innocent or guilty on that day when God judges you by the law "You shall not steal"?

**Linda:** Guilty.

**Kevin:** How about this law, "You shall not use the Lord's name in vain"?

**Linda:** No, I've never done that.

**Kevin:** Linda, it probably means using His name as a swear word.

**Linda:** Oh, yes, I've done that many times, but I wasn't mad when I did it. (Justifying the sin.)

**Kevin:** It doesn't say you have to be mad, it just says you shouldn't use His name as a swear word. Will you be guilty or innocent when God judges you by this law?

**Linda:** Guilty, I guess.

**Kevin:** Linda, how about this law, "You shall not kill"?

**Linda:** No, of course not. I've never killed anyone.

**Kevin:** Jesus said if you have bitterness in your heart against someone or haven't forgiven someone, you've murdered them in your heart and are guilty of breaking his law.

**Linda:** Who hasn't done that?

**Kevin:** Linda, you only will have to give account for yourself. Will you be guilty or innocent when God judges you by this law?

**Linda:** Guilty.

*(Then she stopped me and asked me this question, "Do you think God is displeased with me?" Remember, she's the "atheist". But the conviction of sin was growing on her as she saw herself breaking the laws of God that were written on her heart. Never underestimate the power of the Holy Spirit to make sin utterly sinful, thus convicting of sin.)*



**Kevin:** What do you think?

**Linda:** I think He is.

**Kevin:** I think you're probably right.

**Kevin:** Linda, what will happen to the guilty on the Day of Judgment?

**Linda:** They'll go to hell.

**Kevin:** Does that worry you?

**Linda:** Yes, it does.

*(Then I brought her through the courtroom scene and she clearly saw her need to give her life to Jesus. The Holy Spirit was preparing the way for the lordship of Jesus through the law and conviction and she said, "This is heavy." It is heavy because the Holy Spirit is bringing the person to the place that they know they will have to give up their life to Jesus as their lord if they want to be forgiven. She was not ready to pray right then to give her life to Jesus, but I encouraged her think about these things and to pray when she got home).*



## EXAMPLE #4:

### BOB, THE "I TAKE ONE DAY AT A TIME" MAN

**Kevin:** Bob, I'd like to ask your opinion on something.

**Bob:** Sure.

**Kevin:** Do you think many or only a few people will go to heaven?

**Bob:** Probably only a few.

**Kevin:** Yeah, why is that?

**Bob:** Because most people are selfish.

**Kevin:** Bob, how about you? Will you be one of the few to go to heaven?

**Bob:** I believe so. No, I'm absolutely sure I'll go.

**Kevin:** Oh, why is that?

**Bob:** Because I'm a pretty good person.

**Kevin:** Well Bob, after we die, God is going to judge us all by His laws because He can't let everybody into heaven like you've said. Are you familiar with His laws?

**Bob:** Aren't they the 10 Commandments?

**Kevin:** That's right. Have you kept all those laws?

**Bob:** Yes, all of them.

**Kevin:** Bob, how about this one, "You shall not lie"?

**Bob:** I've never told a lie.

**Kevin:** Not even a white lie?

**Bob:** No, never.

**Kevin:** Wow, not many people can say that.

*(After giving practical examples of how we break the commandments, if the Holy Spirit does not convict them of sin, I am not going to try to. It is not my job; I cannot make sin utterly sinful to someone.)*

Well, Bob, how about this law, "You shall not steal"?

**Bob:** I haven't ever stolen anything.

**Kevin:** Not even small things from work, or cheated on a test, or taken candy from your brother or sister when you were younger?

**Bob:** No, nothing, and plus I'm an only child.

**Kevin:** Congratulations, most people have stolen at least small things. How about this law of God, "You shall not commit adultery"?

**Bob:** No, I'm single.



**Kevin:** Bob, Jesus said even if you look at a woman with lust in your heart, you've committed adultery in your heart. It means any type of sex outside of marriage.

*(I knew he had a son outside of wedlock from our conversation beforehand. This law means any type of sex outside of marriage, pornography, etc. When I talk to homosexuals I use the same commandment.)*

**Bob:** Then I'm guilty of breaking that one many times.

**Kevin:** Bob, on the Day of Judgment when God judges you by His laws, are you going to be innocent or guilty?

**Bob:** Guilty.

**Kevin:** Bob, where will the ... (he then finished the sentence for me.)

**Bob:** The guilty will go to hell.

**Kevin:** That's right, does that worry you?

**Bob:** No it doesn't. I just take one day at a time.

**Kevin:** Bob, you know that you're guilty and that God will have to send you to hell, and that doesn't worry you? It sure would worry me.

**Bob:** Well, not me. I just take one day at a time.

**Kevin:** Thanks Bob for giving me your opinion, and I hope you think about these things because that day is coming when God will judge us by His laws and you are guilty as you have said. I would be glad to talk with you again sometime if you want.



# PEARLS AND PIGS

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If someone is not concerned about their sin or about the Day of Judgment, there is no need to share the courtroom scene and the forgiveness of Jesus with them because there is not a way prepared for the Lord. You have done your job by giving the Holy Spirit the opportunity to convict them of sin through the laws of God, so don't worry about it. You cannot convict someone of sin. Sharing Jesus with those who are not concerned about the Day of Judgment is like throwing pearls to pigs. They cannot understand the value of His death for them in the same way a pearl has no value to a pig.



“Do not give what is holy to dogs, and do not throw your pearls before swine...”

**Matthew 7:6**

When someone is under conviction of sin, you can usually see it on their face; eyes cast down, no eye contact, eyes watering, nervousness, etc. And if they are under conviction, they will tell you that the Day of Judgment worries them. **Do not try to get someone to say the sinner's prayer if they are not under conviction of sin.** That would be like putting a pearl necklace on a pig. They will just keep on rolling around in the filth of their sin believing that they go to heaven because they have asked Jesus into their heart. Remember that without repentance from sin, there is no salvation.

The Holy Spirit convicts (convinces) of the Day of Judgment also. He makes it a reality for them; they know that day is coming. In **Romans 3:19** we see that the law shuts all mouths and holds all men guilty before God. This happens when the Holy Spirit uses the law and makes sin utterly sinful to men. If someone is not under conviction of sin, their mouth is not shut. They just keep justifying their sin, arguing or giving explanations about other ways to heaven. Remember to look for the conviction of sin; it is what starts to prepare the way for the Lordship of Jesus in someone's life.

# THE DIAMOND OF EVANGELISM

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The conviction of sin is like a diamond in evangelism because it reflects the light of many truths of the gospel. The conviction of sin helps us clearly see our guilt, our eternal condemnation, and our need for a Savior. Without it, we will not repent and we will not be saved. It shows us the reality that our good works are not enough, and that Jesus is the only way to be saved and forgiven. It brings the understanding that we must stop being our own god, and it prepares the way for the Lordship of Jesus in our lives.

When people come under conviction of sin while talking with you, they seem to know you have the answer for their awful situation. It is as if you held forgiveness and eternal life in your hand and you can extend it to them. You show them how Jesus Christ has made a way for them by dying for their sins and how they can freely receive that by repenting and inviting Jesus to come and take ownership of their lives.

The conviction of sin is a manifestation of the love of God for that person. Conviction of sin makes us feel really awful, but at the same time we understand through this conviction that God is trying to help us. We know that if we repent we will be forgiven. Be careful not to try to soften the conviction of sin when it comes on a person, but let the Holy Spirit do his deep convicting work in their lives.

# JUSTIFICATION BY FAITH

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Remember



“Do not give what is holy to dogs, and do not throw your pearls before swine...”

**Matthew 7:6**

The Holy Spirit uses the law to bring conviction of sin by destroying all our justifications and self-righteousness and shows us our guilt before God without any hope in our good works. When that happens, then we are in a place to be justified by faith. Then we see Jesus as the one who paid for all our sin and all our hope is put in Him and what He did for us. This is the justification by faith that the Bible talks about.

## IN SUMMARY

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- ▶ Aim for the heart through the use of the law of God.
- ▶ The law leads people to Christ.
- ▶ The Holy Spirit uses the law to make sin “utterly sinful.”
- ▶ It is the Holy Spirit’s job to convict of sin, not ours.
- ▶ Repentance is necessary for salvation.
- ▶ If there is no conviction of sin, the way is not prepared to introduce people to Jesus.