

# **Building a Contagious Church**

Mark Mittleberg

## **Course 146, 746**

Evangelism

Required Reading: See [Sourcebook for Ministerial Development](#) for current requirements.

Study guide and examination prepared by James K. Hampton, Youth Products Editor, Kansas City, MO

### **A NOTE TO STUDENTS**

There are many ways to learn. One of the most effective ways is discovery learning. This is probably the first technique we use in gathering information about our surroundings and our place in the world. Discovery learning has certain drawbacks. Perhaps the most important and obvious is the fact that it is often randomized learning with little intentional direction and scope.

You are accepting a big responsibility for your own learning by reading this textbook and completing the examination. Discovery learning that serves us so well as we make our way through the world must now be augmented by a degree of intentionality. You must decide what you want to learn. You are in a position to determine how you will relate the material you read from the text and how it will be applied to the goal-driven process of ministerial preparation. May God bless you in your endeavor.

### **SUGGESTIONS FOR STUDY**

1. Read the Study Guide to get a glimpse of how it will be used to help you prepare for the examination.
2. Read the chapter(s) of the text, following the instructions, suggestions, and directives contained in the Study Guide.
3. Use a separate notebook for note-taking. Consider outlining the chapter(s) associated with each section of the Study Guide. **HINT:** Build a glossary of terms in your note-taking, You will find it useful in preparing for the examination.
4. Review the questions posted at the end of each section of the Study Guide. If you are studying with a group, use the questions in the Study Guide as discussion starters. Your examination will be based on these questions. Appropriate study of these questions and their corresponding answers taken from the text will adequately prepare you for successful completion of the examination. Each exam contains short answer/essay-type questions. Be prepared to discuss the major concepts put forth.

### **EXAMINATIONS**

The examination is based on the material in the text and study guide. To help you successfully complete the exam, the material in the study guide is keyed to the examination components. The examination has true-false, multiple choice, completion (fill in the blank), matching, short answer and essay questions. There are two different exams offered for this text.

Your examination over this text will be conducted in the presence of a proctor. The examination may be secured by contacting your District Ministerial Studies Board Secretary or proctor/advisor. All exams are maintained by your District Ministerial Studies Board.

## **INTRODUCTION**

Evangelism is one of those words that will make people sit up and take notice. For some, it causes their hearts to pound as they consider the lost around them who desperately need Jesus Christ. For others, the word brings with it a sense of burden, feeling that they are being forced to do something they don't have the ability or inclination to do. Still others simply hear the word and shrug it off, assuming that evangelism is the job of the pastor(s).

In this book, the author effectively shares the incredible need for each Christian to be involved in evangelism. He delineates not only an easy step-by-step process for turning one's church into an evangelistic power, but he provides countless examples of what each point looks like in real life.

Perhaps the greatest asset of this book is its ability to remind us that ALL Christians are called to be evangelists. Offering six evangelistic styles, the author makes evangelism an accessible (and enjoyable!) enterprise in which to engage.

As you read this book, it will be tempting to try and implement all of the activities and plans suggested in this book. Do not do this. Instead, look carefully at the context of your local church. Decide what resources your church has in people, facilities, and resources. Then, using the principles of this book as a guide, implement those that will best meet the evangelistic needs of your church.

## **CHAPTER BY CHAPTER LEADS**

### **PART 1: A Contagious Plan**

#### **CHAPTER 1: Evangelism Against the Odds**

1. What percent of pastors claim that their churches are heavily involved in evangelism? (p. 20)
2. How many churches train their people in evangelism? (p. 20)
3. For people who come to Christ, what powerful influence is usually present? (p. 21)
4. According to the author, what is Satan's greatest weapon against evangelism? (p. 27)
5. In order to be contagious Christians and build a contagious church, what must be woven into the very fabric of all that we do? (p. 27)

#### **CHAPTER 2: Evangelistic Values in a Secular World**

1. In Luke 14:28-33, Jesus presents two principles that apply to the task of building a contagious church. What are they? (p. 34)
2. Be able to list the seven values that undergird all outreach efforts. (pp. 35-61)

3. Which value is the hardest for people to really absorb? (p. 35)
4. When is a direct, event-oriented approach to evangelism the best way to go? (p. 40)
5. Which value explains the primary reason that people are attracted to cults even when the doctrine seems outlandish? (p. 46)
6. Define contextualization. (p.48)
7. Know the types of barriers that keep people from hearing and understanding the gospel message. (p. 49)

### **CHAPTER 3: A Strategy for Reaching Secular People**

1. At what level do we learn enough about nonbelievers to know how to design an outreach event that will effectively speak to them? (p. 70)
2. According to Sterling Huston, on what is effective evangelism built? (p. 78)

### **PART 2: A Contagious Change Process**

1. Be able to discuss the six-stage process that will create a contagious church. (**NOTE: These six stages are the subject of chapters 4-9.**)

### **CHAPTER 4: Stage 1: Owning and Modeling Evangelistic Values**

1. Truly contagious churches grow out of the beliefs and values of whom? (p. 89)
2. What is a prerequisite to having and expressing God's heart toward lost people? (p. 94)
3. What increases whenever we are exposed to evangelistic training? (p. 102)
4. Other than prayer, what practice can we engage in to keep the evangelistic embers burning brightly? (p. 105)
5. What is the second law of spiritual dynamics (also called spiritual entropy)? (p. 106)
6. From what do contagious churches grow? (p. 108)
7. Name the stage 1 key idea. (p. 111)

### **CHAPTER 5: Stage 2: Instilling Evangelistic Values in the People Around Us**

1. Know the results of the survey by Win Arn in which pastors and church members answered the question, "Why does the church exist?" (pp. 112-113)
2. Why is it important to personalize the issue of evangelism? (p. 118)
3. How often must the vision of the church be restated or else workers will lose sight of their purpose? (p. 119)
4. What must we be involved in if we are serious about instilling the value of evangelism into the people around us? (p. 123)

5. According to George Barna, how much of the gross annual revenues received by the church are allocated for evangelistic efforts? (p. 125)
6. Name the stage 2 key idea. (p. 130)

### **CHAPTER 6: Stage 3: Empowering an Evangelistic Point Person**

1. The evangelistic point person should have what three attributes? (pp. 138-139)
2. What is a vital part of enrolling all the believers in evangelistic activity? (p. 140)
3. Be able to list the six stages of the evangelistic point person's job description. (pp. 142-144)
4. According to George Barna, what percentage of their budget do the leading evangelistic churches spend on evangelism? (p. 146)
5. Name the stage 3 key idea. (p. 150)

### **CHAPTER 7: Stage 4: Liberating and Equipping Every Believer**

1. What is a key idea that should be taught by both the senior pastor and the evangelism point person? (p. 156)
2. Name the six styles of evangelism and their biblical examples. (p. 158)
3. What should be the foremost responsibility of the evangelistic point person? (p. 160)
4. According to Joe Aldrich, how long after becoming a Christian do most people lose contact with all their non-Christian friends? (p. 163)
5. What is the most important part of evangelism training? (p. 166)
6. What does the author say is the biggest mistake churches make in the area of evangelism training? (p. 169)
7. Name the stage 4 key idea. (p. 178)

### **CHAPTER 8: Stage 5: Developing a Diversified Evangelism Team**

1. What percentage of the members of the church does the author feel are the ones who are gifted and impassioned by God to take outreach much farther in their own lives and in the church? (p. 179)
2. What is the strongest tool for encouraging evangelists? (p. 184)
3. Name the stage 5 key idea. (p. 210)

### **CHAPTER 9: Stage 6: Innovating High-Impact Outreach Ministries and Events**

1. According to Barna, what number of adults out of four in the United States would go to church if a friend would invite them? (p. 214)
2. According to the author, which type of outreach ministries and events are missing in most churches? (p. 223)
3. Why is it important to measure and evaluate results? (p. 235)
4. What is the “great evangelical rationalization”? (p. 237)
5. Name the stage 6 key idea. (p. 241)

### **Part 3: Contagious Diversity**

#### **CHAPTER 10: Maximizing Outreach Around the Confrontational Style**

1. What well-known evangelism program by D. James Kennedy is built on the confrontational method form of outreach? (p. 249)
2. What is one of the ways that churches can support those who have the confrontational style of evangelism? (p. 254)
3. Which is the style of evangelism used by evangelists like Billy Graham, Luis Palau, and Greg Laurie? (p. 254)
4. Be able to list two ways that churches are using the confrontational style of evangelism in ministries and events. (pp. 256-257)
5. What is the primary importance of the confrontational style of evangelism? (p. 259)

#### **CHAPTER 11: Maximizing Outreach Around the Intellectual Style**

1. Be able to list two ways that churches are using the intellectual style of evangelism. (pp. 266-271)
2. Why is it important to move beyond reading about other beliefs and instead meet those who hold those beliefs face-to-face? (p. 272)

#### **CHAPTER 12: Maximizing Outreach Around the Testimonial Style**

1. Be able to list two ways that churches are using the testimonial style of evangelism. (pp. 280-287)
2. Why should the testimonial style be taught to all participants who go through basic evangelism training? (p. 288)

#### **CHAPTER 13: Maximizing Outreach Around the Interpersonal Style**

1. What is the importance of seeker small groups? (p. 291)
2. In what context and environment do people list best to new ideas? (p. 291)
3. What is the main idea of a “Matthew party”? (p. 294)

4. Be able to list two ways that churches are using the interpersonal style of evangelism. (pp. 294-300)

#### **CHAPTER 14: Maximizing Outreach Around the Invitational Style**

1. Which style of evangelism is least utilized among local churches? (p. 304)
2. Be able to list two ways that churches are using the invitational style of evangelism. (pp. 307-320)

#### **CHAPTER 15: Maximizing Outreach Around the Serving Style**

1. Why is it important that the servant style of evangelism should not be seen as a way to manipulate or force people to accept Christ? (pp. 323-324)
2. Be able to list two ways that churches are using the serving style of evangelism. (pp. 323-335)
3. Which often occurs first: that non-believers are converted and then drawn into serving ministries or that they are drawn into serving ministries first and then become converted? (pp. 335)

#### **Part 4: Contagious Ministry**

#### **CHAPTER 16: Communicating the Gospel Without Compromise**

1. According to Mike Slaughter, what does being “seeker sensitive” really mean? (p. 344)
2. According to George Barna, what kinds of people fill the pews on a typical Sunday morning? (p. 361)

#### **CHAPTER 17: The Vision: Contagious Churches and a Contagious Epidemic**

1. According to Bill Hybels, what percentage of the church’s energy, resources, and prayer need to be applied to evangelism? (p. 367)
2. What benchmark of success in evangelistic ministry does the author hold that churches should practice? (p. 370)
3. If you follow this benchmark, how often will a church double in size? (p. 371)
4. What is the average conversion rate for churches in America? (p. 371)
5. At what stage of the process of evangelism is prayer relegated? (p. 384)