

Reach

seminar

**Equipping People to
Reach Others**

by Marc Estes

VisitorReach™

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Introduction

We are living in some of the most volatile times in recent history. The ongoing tensions that are pressing on society today are causing many to re-evaluate their lives and search for answers beyond themselves. The hunger for spiritual encounters is on the rise. It is in these opportunistic times that followers of Jesus must recognize this divine moment and our role in bringing the Good News to a world in desperate need of Jesus.

Jesus Himself understood the urgency of sharing the gospel. The Bible declares in Luke 19:10 that, “Jesus came to seek and save the lost.” He spent over sixty-six percent of His entire ministry experience going to those who were far from God. In his parting words, He shared one of the most important commands ever given to His disciples and us. This one command has been labeled the “The GREAT Commandment.” In Mark 16:15 Jesus says, “Go into all the world and preach the gospel to everyone.”

Many today have heard of this command, but sadly few follow it. Many congregants assume it is the responsibility of the pastors to preach the gospel. The pastors pass the burden over to the evangelists, and the evangelists try to motivate the lay persons to serve as laborers. This has created a vicious cycle that limits the church’s ability to be effective in sharing the Good News with those who need it.

The truth of the matter is that Jesus was speaking to all of us to GO! Christ has called each Christian to be an ongoing dispenser of His love and truth. This does not mean every person has the gift of evangelism, but it does mean every Christian should be actively sharing their faith with others.

As the Church now is well into a new millennium, there is a desperate need to look back at our past fruit and be brutally honest with our lack of results in evangelism. The future of the church is largely dependent on how we proceed from this point forth. To date, church statistics appear less than a near resemblance to Christ’s Great Commission:

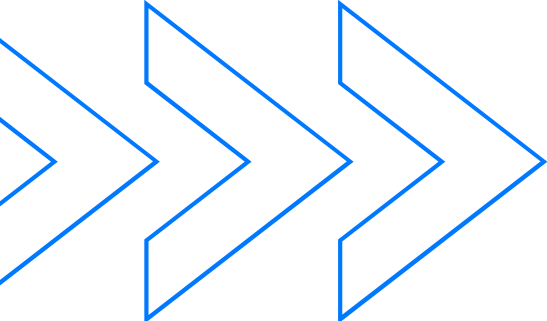
- 85% of all churches have plateaued or are declining in attendance.
- 95% of all Christians have never led even one person to Christ.
- 50% of all churches will not add one new convert to their church within the next year.
- Most of the new members added to local churches are Christians transferring from one church to another.
- Churches in America are losing 2,756,000 members per year to nominalism or unbelief.
- Between 5,000 to 6,000 churches die every year.

It is far too simplistic and naïve to place the blame on the devil for these results. The bottom line is that the Church must change its present behaviors and make GOING into all the world one of its highest priorities. May these simple, yet profound sessions inspire you to REACH!

Preparing Yourself to REACH

Introduction

Someone's last words spoken are often some of the most important. As Jesus finalized His earthly mission, He directed all who would ever follow him to embrace the "Great Commandment" as one of the most important behaviors that one could possess.



And He told them,
"Go into all the world
and preach the good
news to everyone."

Mark 16:15 NLT



Simply stated, Jesus was saying:

GO = As you are going, wherever you happen to be every moment and every day.

INTO = Come out of something and go into another place.

ALL THE WORLD = Your neighborhood, your schools, your workplace, your city, nation, and world.

PREACH = Not just demonstration but proclamation.

THE GOOD NEWS = The knowledge that Jesus came to die for sinners and reconcile them to God.

TO EVERYONE = All people, everywhere.

"I must be ready to share the good news with
anyone when an opportunity arises."

The Need to be Prepared

Meanwhile, Peter was sitting outside in the courtyard. A servant girl came over and said to him, "You were one of those with Jesus the Galilean." But Peter denied it in front of everyone. "I don't know what you're talking about," he said. Later, out by the gate, another servant girl noticed him and said to those standing around, "This man was with Jesus of Nazareth." Again Peter denied it, this time with an oath. "I don't even know the man," he said. A little later some of the other bystanders came over to Peter and said, "You must be one of them; we can tell by your Galilean accent." Peter swore, "A curse on me if I'm lying—I don't know the man!" And immediately the rooster crowed. Suddenly, Jesus' words flashed through Peter's mind: "Before the rooster crows, you will deny three times that you even know me." And he went away, weeping bitterly.

Matt.26:69-75 NLT

"Always be ready to answer everyone who asks you to explain about the hope you have." "Be ready to speak up and tell anyone who asks why you're living the way you are..."

1 Peter 3:15 MSG

1. These Scriptures define two different seasons in Peter's life. One season where he was unprepared to share, and another where he was passionate about equipping others to share!
2. We may not be in a place of persecution like Peter, but we might feel like it at times. Regardless of how we feel, regardless of our circumstances, the message Peter is giving rings loud and clear, "You are here for a purpose and must be ready to REACH whenever the opportunity arises.

What is Preparation?

1. Preparation is defined as, "To make ready beforehand for a specific purpose, event or occasion."
2. Preparation means you are expecting something to happen, so you get ready before it comes!
3. If we are going to reach people for Jesus, we need to be ready beforehand.



Preparing Yourself to REACH

There are six practical, yet critical steps you can make to better prepare yourself to GO.

Bridge Relationships with those who need Jesus

Relationships are the primary vehicle used to win people to Christ. Current studies reveal that 86% of all who come to Christ come through a relative, friend, neighbor, or co-worker.

1. The Bible is filled with examples.

- Andrew brings his brother Simon Peter to Christ

Andrew, Simon Peter's brother, was one of these men who heard what John said and then followed Jesus. Andrew went to find his brother, Simon, and told him, "We have found the Messiah" (which means "Christ").

John 1:40-41 NLT

- Their friend Phillip brings Nathaniel (John 1:45-66)
- Cornelius, Roman Centurion, brings relatives & family (Acts 10)
- Philippian Jailer brings relationships to Christ (Acts 16:27-34)

2. If we are going to be used in sharing the Truth, we must have relationships with those who need Jesus!

3. Practical ideas to build relationships with those who need Christ:

- Ask God to give you 7-10 people to pray for.
- Focus on building relationships with relatives, friends, neighbors, and coworkers.
- Be aware of everyone God puts in your path.
- Be proactive in building relationships.
- Find common interests.
- Get involved in your community.
- Get to know your neighbors.

Be An Example

Once you align you begin to develop relationships with those who need Christ, and it is imperative that you are an example to them. Character is key. Show them you are different. We are the light of the world/salt of the earth.

I don't know about you, but I'm running hard for the finish line. I'm giving it everything I've got. No sloppy living for me! I'm staying alert and in top condition. I'm not going to get caught napping, telling everyone else all about it and then missing out myself.

I Corinthians 9:27 MSG

1. "We need to live a spirit-led life, not a carnally-driven life."
2. Your deeds must match your declaration. It validates your testimony

"And they overcame him by the blood of the Lamb and by the word of their testimony, and they did not love their lives to the death."

Revelation 12:11

Be Aware of Our Enemy

The enemy is real and alive on planet earth. His mission is to "attempt" to destroy and hinder the church (you and me) from reaching the world for Christ.

"Do not be ignorant concerning the enemy's tactics..."

2 Corinthians 2:11

Stay alert! Watch out for your great enemy, the devil. He prowls around like a roaring lion, looking for someone to devour. Stand firm against him, and be strong in your faith

I Peter 5:8-9 NLT

1. The enemy has a two-fold strategy for evangelism that is so simple yet has worked for centuries!

Strategy #1: To paralyze you, and the entire Church. If you are experiencing any of these feelings, there is a good chance you are under spiritual attack.

- Intimidation
- Fear
- Apathy/complacency
- Busyness/pre-occupation
- Deception

Strategy #2: He Paralyzes those far from God

"The god of this age has blinded the minds of unbelievers, so that they cannot see the light of the gospel of the glory of Christ, who is the image of God."

II Corinthians 4:4,

2. As Christians, we must rise to a new level of authority in spirit! In our lives and surroundings, and actions. He gave us his power and authority.

"I have given you authority over all the power of the enemy, and you can walk among snakes and scorpions and crush them. Nothing will injure you."

Luke 10:19

Fervently Pray for Those Who Need Christ

Anytime, anywhere, anybody ever gets saved, it is most likely because someone prayed for them first.

1. Evangelism without prayer is like an arrow without a tip. We must press for breakthrough in the spiritual realm in order to be successful in the natural realm.

"And pray for us, too, that God may open a door for our message, so that we may proclaim the mystery of Christ, for which I am in chains. Pray that I may proclaim it clearly, as I should."

Colossians 4:3-4 NIV

"...The effective, fervent prayer of a righteous man avails much."

James 5:16

2. Five scriptural prayers we can pray for spiritual breakthrough. Pray that the Lord would...

- Bind the spirit that binds the mind of the unbeliever. (2 Cor. 4:4)
- Pray that the Lord would loose the spirit of wisdom and revelation. (Eph 1:17)
- Pray that the Lord would release a spirit of adoption. (Rom 8:15)
- Pray that the Lord would put laborers into their path (Luke 10:2)
- Pray that the Father would draw them. (John 6:44)

Meet Needs of Those Around You

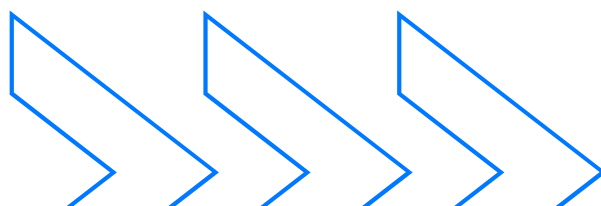
1. We need a heart that compels us to meet the needs of people that need Christ. This was central to both the ministry and the success of Christ's ministry and his ability to touch the multitudes.
 - o Luke 10:33 – Jesus tells the story about The Good Samaritan having compassion.
 - o John 8:1-11- The prostitute experienced love, compassion, and grace.
 - o Mark 10:46-52 – Jesus reached out and had compassion for Blind Bartimaeus.
 - o John 4:1-35 – Jesus showed compassion and care to the women at the well.
2. The quickest way to win a friend to Christ is simply to love them.

Be Ready to Share When the Opportunity Arises

"Always be ready to answer everyone who asks you to explain about the hope you have."

1 Peter 3:15

1. If you implement the previous five principles into your daily life (relationships, example, awareness, prayer, and compassion), God WILL give you the opportunity to lead people to Christ.
2. Most people aren't used mightily by God, simply because they are not ready or available! The hardest part of evangelism is just being ready and prepared.
3. How about you? Will you be ready today when the opportunity presents itself to REACH? Let's commit together to make some changes in our lives today and prepare ourselves to REACH everyone God puts in our path.



Sharing the REACH Message

Introduction

Session One was designed to help you get prepared to REACH and share the Good News. However, once you have prepared yourself, the next step is to know how to share the REACH message.

With evangelism, there are many ways to share the Good News; The Spirit-led approach, relational approach, public witnessing approach meeting needs approach, to name a few. Regardless of your approach, however, there should be some understanding of the gospel and how to effectively share it when the opportunity presents itself. Just like anything else, evangelism requires effort and practice.

**“50% of all Christians can not accurately
define the gospel”**

Introduction to Sharing the Gospel

1. John Wesley believed Christians should not preach the gospel until men’s hearts were prepared to receive it. He agreed, the gospel is good seed. Yet he also believed the ground of the unsaved person’s heart is often hard. Unless we break up that hard-packed soil, the gospel cannot bring forth lasting fruit.
2. The law of God, according to Wesley, is the tool to use to break up the soil of men’s hearts. The law produces a sense of need for the gospel. The tutor that teaches men their need for salvation. The law shows man’s inability to measure up to God’s perfect standard.

Therefore the Law has become our tutor to lead us to
Christ, so that we may be justified by faith.
Galatians 3:24 NASB



The Law of God Prepares the Way for the REACH Message

1. It shows the contrast between man's sinfulness and God's Holiness. It shows man's inability to keep God's standard and his need for a savior.
2. What does the law of God do to prepare the way for the gospel? It shows the contrast between man's sinfulness and God's Holiness. It shows man's inability to keep God's standard and his need for a savior.
3. Charles Finney stated this same idea in the following quote from his book, Reflections on Revival. He said when we preach the gospel, we should do the following:

"We should present to their minds the character of God, his government, Christ, the Holy Spirit, the plan for salvation, any such thing that is calculated to charm the sinner away from his sins, and from pursuing his own interests and that is calculated to excite him to exercise disinterested, unselfish, and universal love. / On the other hand, his own deformity, selfishness, self-will, pride, ambition, enmity, lusts, guilt, loathsomeness, hatefulness, spiritual death, dependence, its nature and its extent; all these things should be brought to bear in a burning focus on his mind. / Right over against his own selfishness, enmity, self-will, and loathsome depravity, should be set the disinterestedness, unselfish, the great love, the infinite compassion, the meekness, condescension, purity, holiness, truthfulness, and justice of the blessed God. These should be held before him like a mirror until they press on him with such mountain weight as to break his heart."

4. The mirror is not the solution, but only clearly exposes the problem. AND...the solution means nothing if they first don't understand the problem. We must focus on the problem! They don't understand that they need to be saved unless they first understand they are lost.

For we all have sinned and all fall
short of the glory of God.
Romans 3:23 NIV

5. Charles Finney preached the gospel with a "Problem-focused, solution-based" philosophy



Four Main Gospel Components

God

- God is Good – (Psalm 106:1; 145:9)
- God is Holy – (Isaiah 6:3; Psalm 145:17; Leviticus 19:2)
- God is Righteous – (Jeremiah 12:1; Psalm 116:15; Romans 9:14)
- God is Impartial in Judgment – (1 Peter 1:17; Romans 2:6)
- God is Unable to Lie – (Hebrews 6:18; Numbers 23:19)
- God is Love – (1 John 4:8, 16; 2 Corinthians 13:14)

Man

- Man does not do good – (Romans 3:12)
- Man is unholy – (2 Timothy 3:2)
- Man's righteousness is filthy as rags – (Isaiah 64:6)
- Man's heart is deceitful – (Jeremiah 17:9)
- Man is a lover of self - (2 Timothy 3:2)

Problem

- Man was not created to be this way – (Genesis 1:27)
- Man rebelled against God and relationship was shattered – (Genesis 3:8)
- Man's sin has contaminated every aspect of life itself – (Romans 3:10-18)
- Man's sin has created an immeasurable gap between him and God – (Isaiah 59:2)

Solution

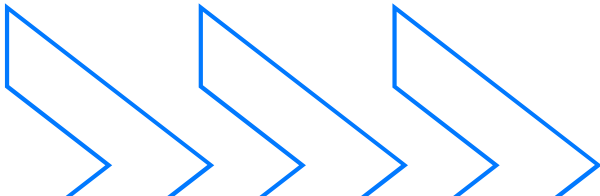
- God devised a plan that placed the death penalty upon the only person in the universe that could take man's place. His name is Jesus Christ.
- Jesus paid the price for our sins – (1 Peter 2:21-24)
- He became 100% man while remaining 100% God – (John 1:14; Philippians 2:7; 1 John 4:2-3)
- He remained sinless, making Him the only one that could take your place (Hebrews 4:15)



Lead Them to a Decision

When you feel prompted by the Holy Spirit that the person with whom you are sharing is ready to receive Jesus as the Lord and Savior, be sure to take the opportunity to lead them to Jesus. Here are a few steps you might consider.

- Ask them if they would like to ask Christ in their heart now.
- Explain the cost and commitment.
- Explain completely trusting in him.
- Pray with them.



Effective Principles of a REACH Person

Session Three

Introduction

1. As we take the next step in our journey to become a REACH person, we will discuss some practical thoughts regarding how to be more effective while sharing the Good News with others.
2. Sharing your faith with others requires more than just a willingness to share. It requires more than having knowledge. It even requires more than anointing. It also requires wisdom. You can have the greatest intentions but still fall short of being effective in evangelism with having wisdom. WE NEED WISDOM!

“In order to be fruitful in sharing my faith, I need God’s wisdom.”

Defining Wisdom

1. Meriam’s Dictionary defines it as, “Good Sense.”
2. Webster’s Dictionary = “wise attitude, belief or action.”
3. My definition = “Getting God’s mind for a life-altering situation.”
4. Although the term “wisdom” is used primarily in the Old Testament with reference to human beings, all wisdom is ultimately rooted & grounded in God. Wisdom forms a central part of the nature of God.
5. This especially applies to wisdom in the area of sharing your faith with others.

Since God in his wisdom saw to it that the world would never know him through human wisdom, he has used our foolish preaching to save those who believe. It is foolish to the Jews, who ask for signs from heaven. And it is foolish to the Greeks, who seek human wisdom.

1 Corinthians 1:21-22



6. He reveals two types of wisdom. Wisdom of man and wisdom of God. Thus, the kind of positive and special kind of wisdom we need in sharing our faith cannot be understood apart from God.

Getting wisdom is the most important thing you can do!
And whatever else you do, get good judgment.
Proverbs 4:7-8

Effecting Principles in Sharing Your Faith

Discern the Situation

1. Discerning requires listening to the Spirit of God. Not relying on some canned method. Every situation is different.

“Those that are led by the spirit of God,
these are the sons of God.”
Romans 8:14

2. Jesus was the master teacher in discernment. Never did he treat two situations the same. It is imperative that we discern:

- The place in which we are sharing.
- The atmosphere in which we are sharing.
- The surroundings in which we are sharing.

Be Prepared for Distractions

1. Once you have moved beyond the “fear” canopy, the enemy, your adversary, will always use distractions to attempt to derail your encounter.

Stay alert! Watch out for your great enemy,
the devil. He prowls around like a roaring lion,
looking for someone to devour.
1 Peter 5:8

2. Have a plan in place to derail enemy distractions.

- Shut off the TV
- Find a babysitter
- Sit in a quiet place at church
- Find a quiet place in the restaurant
- Turn off your cell phone

Understand Before Being Understood

Live wisely among those who are not believers and make the most of every opportunity. Let your conversation be gracious and attractive so that you will have the right response for everyone.
Colossians 4:5-6

Getting wisdom is the most important thing you can do! And whatever else you do, get good judgment.
Proverbs 4:7-8

1. Ask open-ended questions will help to:

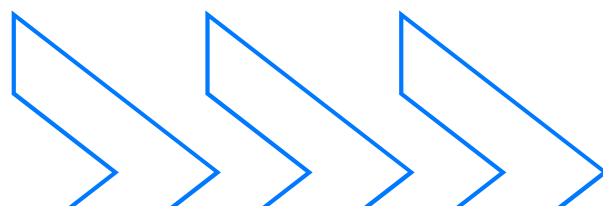
- Removes tension and awkwardness
- Allows you to pray and discern
- Gives you more information about the individual
- God gave you two ears and one mouth for a reason. Listen twice as much as you speak.

"My dear brothers and sisters, be quick to listen, slow to speak"
James 1:19

2. Use Discernment in communication. Be sensitive to:

- What you say
- How you say it
- When you say it

"A word fitly spoken is like apples of gold In settings of silver."
Proverbs 25:11



3. Listen to what is being communicated (verbal and non-verbal).
4. Pray for wisdom.
5. Find a quiet place to share.
6. Maintain common ground.
7. Use the person's name.
8. Maintain eye contact.
9. Create a dialogue, not a monologue.

Embody the Revelation of the Gospel

"Work hard so God can approve you. Be a good worker, one who does not need to be ashamed and who correctly explains the word of truth."

2 Timothy 2:15-16

1. It is one thing to be trained in sharing, it is another thing to personally EMBODY the gospel and its personal impact on your life.
2. Understand the basic components of the Gospel and their personal impact on your life.

Share Your Testimony

1. One of the most effective tools you can use is your testimony. People can argue and debate all day long, but one thing they can't argue about is what Jesus has done for you!

"And they overcame him by the blood of the Lamb and by the word of their testimony, and they did not love their lives to the death."

Revelation 12:11

2. Three parts of sharing your testimony:
 - **Before Christ** - Identify the hurts, pains, and needs in your life before Christ.
 - **Your Conversion** - Explain how you received Jesus.
 - **Your Victories** - Share how Jesus has met your needs and changed your life.

Never Compromise Your Character

1. Your witness is the validation stamp to your faith. How you represent Christ will determine if the message is received.
2. The enemy will use contention to agitate you in an anointed encounter!
3. People may reject you, but don't reject them. Hold your cool! God will take care of them.

"But I say to you who hear: Love your enemies, do good to those who hate you," bless those who curse you, and pray for those who spitefully use you.

Luke 6:27-28

"Therefore "If your enemy is hungry, feed him; if he is thirsty, give him a drink; for in so doing you will heap coals of fire on his head."

Do not be overcome by evil, but overcome evil with good.

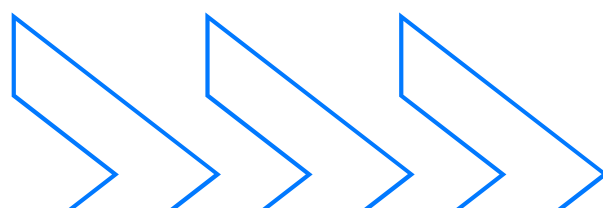
Romans 12:20-21

Rely on the Gifts of the Spirit

1. Gifts of the Spirit were operating in every witnessing situation in the Gospels, Acts & Epistles.
2. Most witnessing situations that are unfruitful, are because we have tried on our own strength
3. Spiritual maturity belongs to those who practice using their spiritual senses.

"But solid food belongs to those who are of full age, that is, those who by reason of use have their senses exercised to discern both good and evil.

Hebrews 5:14



Follow Up Strategies of a REACH Person

Introduction

One of the greatest needs in evangelism is the most neglected... follow-up and assimilation. Evangelism doesn't end at the point of conversion, it only begins! It is a process not an event.

Jesus said, "Go and make disciples..." not decisions.

Follow Up Strategies

Assimilate Your New Believer

Assimilation: "taking personal responsibility to ensure that a new Christian becomes rooted in Christ and His church and begins growing into full maturity on their own."

Here are ways you can help to ensure someone will continue to follow Christ long-term.

Eight Assimilation Objectives

- Help them find seven new friends.
- Grows in spiritual disciplines, and Christian character.
- Know the goals and vision of the church.
- Discover their gifts and talents.
- Get involved in serving somewhere.
- Develop a life of stewardship and generosity.
- Engage in weekend services regularly.
- Reach their relatives and friends.

Have a Follow Up Plan in Place

1. Every person is called to be a Disciple! Each person here has the ability, the knowledge, and anointing to assist a new convert in the ways of the Lord.

We all are called to have spiritual children...
they're our heritage! You are a spiritual parent!

"And I will make your descendants multiply as the stars of heaven; I will give to your descendants all these lands; and in your seed all the nations of the earth shall be blessed;

Genesis 26:4

2. Let's Look at what the Bible says about you as a Spiritual Parent:

"As for Me, behold, My covenant is with you, and you shall be a father of many nations.

"No longer shall your name be called Abram, but your name shall be Abraham; for I have made you a father of many nations. "I will make you exceedingly fruitful; and I will make nations of you, and kings shall come from you. "And I will establish My covenant between Me and you and your descendants after you in their generations, for an everlasting covenant, to be God to you and your descendants after you."

Genesis 17:4-7

3. True these are scriptures between God and Abraham and the Jewish people, however...

"And if you are Christ's, then you are Abraham's seed, and heirs according to the promise."

Galatians 3:29

4. Your inheritance is your spiritual children. They are your heritage.

"Behold, children are a heritage from the LORD, The fruit of the womb is a reward. Like arrows in the hand of a warrior. So are the children of one's youth. Happy is the man who has his quiver full of them; They shall not be ashamed, But shall speak with their enemies in the gate."

Psalms 127:3-5

"For what is our hope, or joy, or crown of rejoicing: is it not even you in the presence of our Lord Jesus Christ at His coming? For you are our glory and joy."

I Thessalonians 2:19:20

5. Four steps to follow once you have led someone to Christ.

- Pray with the person immediately and care for their needs.
- Call within twenty-four hours and set a time to meet again.
- Set up a series of conversations.
- Go through proven and approved Discipleship materials.

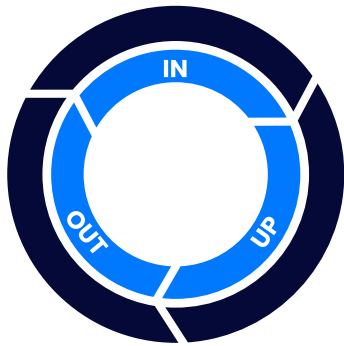
Direct Them to Journey Along the Discipleship Pathway

Our goal is to build disciples, not just decisions. Salvation is an specific event, but discipleship is a life-long process. WE want people to MOVE

MOVE

Forward. Together. Closer

Our discipleship journey that equips you to be faithfully on the move – closer to God, the church and community. To be an integral part of the Mannahouse Movement by understanding how to approach your unique walk with God. Find your pace and place in the journey toward God's promises



We REACH by everyone adopting our BLESS Model in their own personal lives:

We MOVE by taking ourselves and others along the Discipleship Pathway.

IN = GATHER: finding our place in the church family through relationships and serving.

UP = EQUIP: growing in spiritual disciplines, character, biblical knowledge and application.

OUT = REACH: living like Jesus and sharing his love.

B: BEGIN WITH PRAYER

L: LISTEN

E: EAT

S: SERVE

S: STORY

1. Starting Point
2. Freedom Group
3. Foundations Group
4. Disciple-Maker's Workshop
5. Reach People Workshop
6. Reach team Oreintation

Invite Them Into Your Small Group Family

1. In order for healthy relationships to be established with you and the church family, they must be immersed in opportunities to experience TRUE biblical community. This won't happen in the corporate, weekend services.

"And daily in the temple, and in every house they did
not cease teaching Jesus as the Christ."

Acts 5:42

- Get others in your group to reach out and develop relationships with the new believer.
- Make sure their needs (physical, spiritual, relational, emotional, financial) are met.
- Begin building them into a disciple immediately.
- Get them serving in the group.

Four-Fold Purpose of Small Groups



Encourage Them

“A word fitly spoken is like apples of gold in settings of silver.”
Proverbs 25:11

1. New converts and those coming back to Christ need encouragement, encouragement, encouragement. They do not need to be beaten down.
2. Change takes time. The harvest will come in with a great deal of problems. Our job is to show them we love them and care for them.
3. Personal tips to make discipleship more fruitful:
 - Be patient
 - Don't rush people
 - Don't be surprised with problems
 - Love the sinner and hate the sin
 - Understand, that relationships take time
 - Give non-threatening recommendations
 - Be personable.

Multiply Yourself

and the things you have heard from me from many witnesses, commit these to faithful men who will be able to teach others to do also.
2 Timothy 2:2

And He gave some apostles, some prophets, some evangelists, some pastors, and teachers for the equipping of the saints for the work of ministry.
Ephesians 4:11-13

1. In both these scriptures, you see a multi-generational equipping mandate. Both scriptures elude to four generations of reproduction.
2. You will never totally fulfill the call on your life until you have spiritual grandchildren. Don't go getting a vision for the entire city, get a vision for one! And REPRODUCE!
3. God didn't say, “be fruitful and add,” He said, “be fruitful and multiply.”



Becoming a REACH Person

Introduction

1. There are only two types of Christians today, “NO Christians” and “REACH Christians”. Those who are passionate about making a difference in the world and those who are not.
2. The Bible is filled with scriptures that challenge us to be a REACH PERSON! In fact, it is one of the primary reasons we are here! God wants us to move from our own isolated lives and impact the hurting, dying world that surrounds us with His amazing love and grace.

“A REACH PERSON is one who lives a life for others and is always looking for ways to share Christ with the people God has put into their life.”

3. Jesus was the ultimate “GO” Person. Everywhere he went he impacted the multitudes. People loved him. He had a special demeanor about him that caused him to be irresistible. He was passionate about loving those in need of a savior (128/199). He not only came to redeem mankind but to also model for us how we were to live so that we too, would become a “REACH person.”

But Jesus went to the Mount of Olives. At dawn he appeared again in the temple courts, where all the people gathered around him, and he sat down to teach them. The teachers of the law and the Pharisees brought in a woman caught in adultery. They made her stand before the group and said to Jesus, “Teacher, this woman was caught in the act of adultery. In the Law, Moses commanded us to stone such women. Now what do you say?” They were using this question as a trap, in order to have a basis for accusing him. But Jesus bent down and started to write on the ground with his finger. When they kept on questioning him, he straightened up and said to them, “If any one of you is without sin, let him be the first to throw a stone at her.” Again he stooped down and wrote on the ground. At this, those who heard began to go away one at a time, the older ones first, until only Jesus was left, with the woman still standing there. Jesus straightened up and asked her, “Woman, where are they? Has no one condemned you?” “No one, sir,” she said. “Then neither do I condemn you,” Jesus declared. “Go now and leave your life of sin.”

His Grace towards the Adulteress Woman: Defining the Scene

1. Try and envision the intensity of the scene. Jesus has gathered a crowd of curious seekers to share some eternal truths when they are interrupted by an angry mob bringing to Him a woman caught in the act of adultery. She is half-dressed, her clothes torn, dirt clinging to her sweat-stained face, shaking in terror in fear of facing imminent death!
2. And the Pharisees were looking for a way to trap Jesus. They didn't like his teaching or who he was with and were trying to find a way to bring a stop to this new wave of religion, yet behind this story is a deeper story: Jesus unconditionally loving someone in need of a savior.
3. In a matter of moments and much to everyone's surprise, the masterful words and deep love towards a stranger erase the certainty of death. Right before her eyes her accusers and the inevitable punishment evaporate and are replaced with unexpected love, compassion, and grace!
4. **I am sure overwhelming thoughts of gratefulness flooded every pore of her body.** The reality of receiving an unconditional pardon she didn't deserve (grace) must have seared emotions of gratitude deep within her heart! You can bet that she left a changed woman.

Responding to Those In Need

There are two ways you can respond to the immensity of needs that surround you.

A "NO" Person – Ignores the Needs Around Them

1. The story regarding the Pharisees shows us some alarming heart conditions to avoid.
 - Proudful - Elevated Themselves Above the Others (John 8:3)
 - Outward Focused – No Heart or Compassion (John 8:3)
 - Judgmental - Quick to Point out Other's Weakness (John 8:4)
 - Merciless - Focused on Punishment Not on Mercy (John 8:5)
 - Intolerant - Low Tolerance for other's Mistakes (John 8:7)
 - Spiritually Blind - To Their Own Spiritual Condition (John 8:7)
 - Proudful - Unwilling to Admit their Own Sin (John 8:9)
 - Elitists - Divisive - Promoted Exclusion not Inclusion (John 8:9)
2. If you are painfully honest, do we find a little bit of us in the story?
Are we guilty of doing life with a ROCK in our hand ready to stone 'those people' all around us?

A "REACH" Person - Responds to the Needs Around Them

1. In the Gospels, there is one prevailing theme that demands our attention. Those in need of God loved to hang around Jesus... AND Jesus loved to hang out with them!
2. Jesus attracted multitudes of people yet repelled the religious. He loved to hang out with sinners! He dined with lepers, fellowshiped with tax collectors, honored women, touched the diseased, prayed for the mentally ill, celebrated diversity, laughed with publicans [who voted differently], and went to houses of pagans, all which were forbidden by the 'religious right.'

Six Qualities of a REACH Person

The scriptural account given in John 8 gives us some powerful principles we can apply to our lives immediately that will assist us in becoming like Jesus, The ULTIMATE REACH PERSON.

Quality #1: A REACH Person Assumes the Same Level as the Sinner

"But Jesus bent down..."

John 8:6

1. Jesus chose to first position Himself with the woman, and not the Pharisees. This would have been an extremely non-customary move. He bent down to physically put himself on her level. This very act should remind us that we too, were once on the same level as this prostitute. We too are sinners saved by grace!
2. How you position yourself in culture today matters! Too often many want to be right and ignore our responsibility as a believer! Our behavior validates our beliefs... good and bad.
3. When we position ourselves on the same level as someone far from God, the message we bring has a better chance of acceptance. This is not to say that we compromise our standards or convictions, but we can't elevate ourselves as if we deserve His grace more than the person you're talking with.

Quality #2: A REACH Person is Quick to Listen and Slow to Speak

"...and started to write on the ground with his finger."

John 8:6

1. His second strategy was to be quiet! A REACH Person is slow to speak, judgment is the exact opposite.

2. Christ teaches us the powerful benefits of speaking slowly when difficult cases are proposed to us. Think twice before speaking once.
3. Listening to what the person is saying AND what the Holy Spirit is saying are the two most important components needed to properly minister to those in need.

Quality #3: A REACH Person Supports the Desperate During Hopeless Times

"He who is without sin, throw the first stone... those who heard began to REACH away one at a time, the older ones first, until only Jesus was left."

John 8:7,9

1. The Pharisees demand an answer and want her stoned according to the Law of Moses. Once again, he intentionally ignores them and the climax of the story emerges.
2. Grace supports [GO], while Pharisiatism tears down [NO]. Jesus chose to just sit next to this lady while the crowd dispersed one convicted person at a time, showing his unconditional support for this woman.
3. It is at critical points in a person's life that one is most open to the gospel, or for that matter, is closed to it. A desperate person's receptivity to the gospel is directly proportionate to how they are treated during their moment of crisis.

Quality #4: A REACH Person Offers Encouragement and Hope

"Jesus straightened up and asked her, 'Woman, where are they?

Has no one condemned you?'"

John 8:10

1. Jesus knew exactly where her accusers were, they were running from conviction. The woman is about to walk away forgiven, while her accusers ran away condemned.
2. Jesus, the only one that had the right to throw the stone, stood there with empty hands. Grace in its purest form offers hope when punishment is deserved. Grace lifts up, not pulls down.

Quality #5: A REACH Person Refrains from any Condemnation

"Then neither do I condemn you,' Jesus declared."

John 8:11

1. Christ did not come to swing the sword of justice, but to literally become the payment so that justice would be served once and for all. His unmerited favor was released to anyone willing to simply receive it.

For God did not send his Son into the world to condemn the world, but to save the world through him.

John 3:17

2. It's important to remember, that most people already know they are doing things that are wrong. Most already feel bad about their actions, condemned about their thoughts, and repulsed about their feelings. The last thing they desire is someone to come along and say, "You are a sinner" or, "I told you so."
3. A REACH Person is looking to offer grace and not pour buckets of condemnation upon their life. That is the job of the Holy Spirit. Guilt is a healthy piece of the redemption process, and we need to expose them to the truth of scripture, but we can still bring a message of truth with a spirit of grace... Just as Jesus did!

Quality #6: A REACH Person points people Towards the Possibility of a Victorious Future

"...Go now and leave your life of sin."

John 8:11

1. Jesus lovingly addresses the sinful behavior, forgives her, and then immediately points her to the reality of a victorious future. The words to come from His mouth were some of the most incredible words ever to touch the ears of this young lady.
2. She was free to go, build a future, have a family, raise children, serve God, and leave her life of sin forgiven!
3. We are called to be a REACH Person, just as Jesus modeled for us. The ultimate goal of receiving His amazing grace should be to direct us to REACH and share it with others.

A REACH Person Prayer

Lord, I believe that I can live an unexpected adventure as I take everyday risks to talk with people about Jesus everywhere I go. I will not keep silent. I am a REACH person with a REACH message. I am ready and I know you are able. Lord, use me today.

Other Available Resources

About Marc Estes

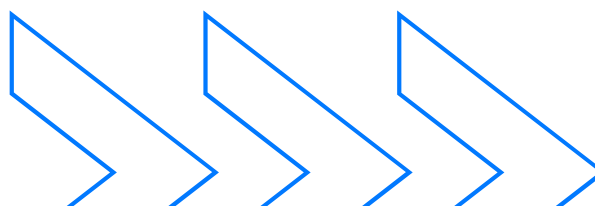
Marc and Susan Estes serve as the Senior Pastors of Mannahouse, a church that has impacted the world for over 70 years. Their greatest passion is for people to know Jesus, find their purpose in his kingdom, and for the church to truly live like Jesus and share His love.

Marc is heavily involved in global church efforts and is passionate about planting churches and extending the kingdom. He is also heavily engaged in many regionally strategic teams and initiatives that identify and resolve key community needs and challenges. Some of these efforts include assisting with foster care, combating human trafficking, helping underprivileged children, and creating support networks for law enforcement.

Marc has authored a prolific volume of church resources, books, training materials, and the award-winning book, *Jesus Today*. His book, *What Now*, is an epic discovery of making sense of who you are and where you are going.

In addition to leading Mannahouse, Marc leads the Mannahouse Global Team- working to network churches to strengthen each other and plant multiplying churches worldwide. He serves on the board for Mannahouse Christian Academy and is the President of Portland Bible College. He currently serves on the Apostolic Lead Team of Ministers Fellowship International.

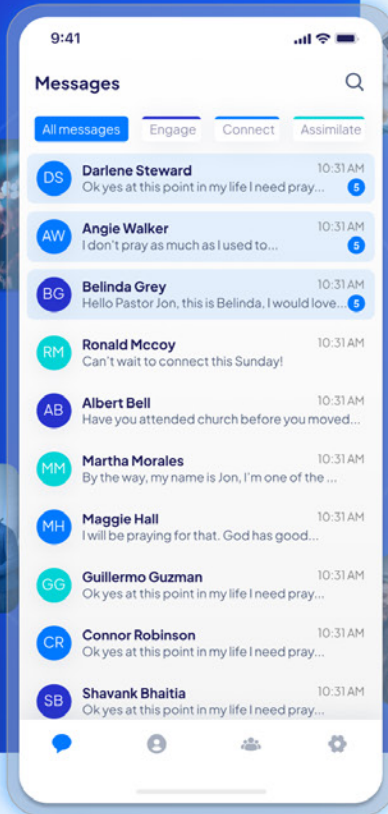
Marc and Susan reside in Happy Valley, OR. They have two grown daughters, two sons, two sons-in-law, and four grandkids.



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