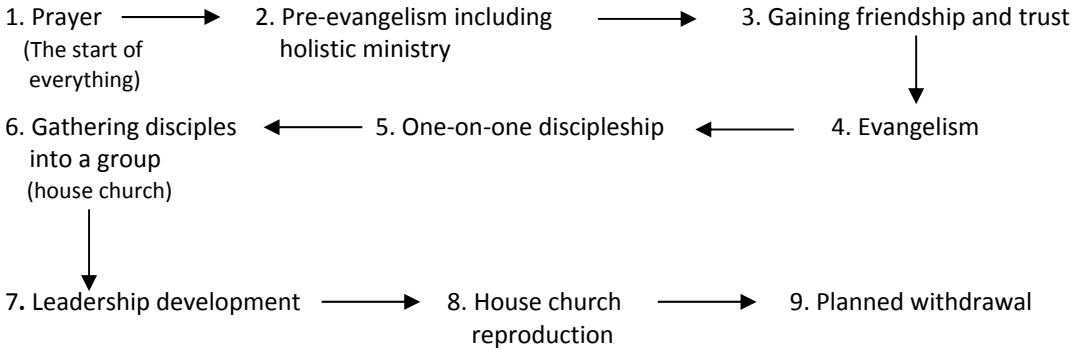
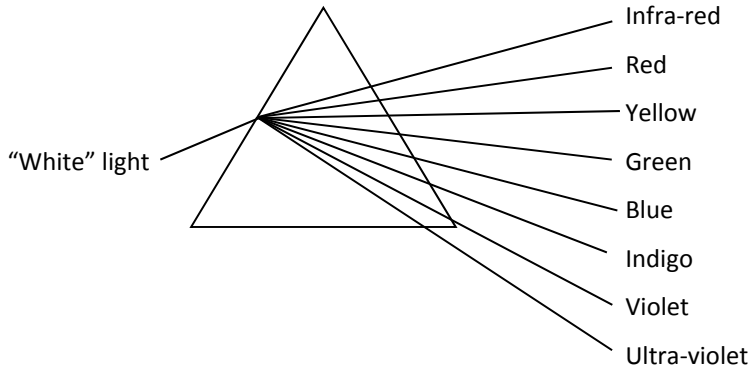
Evangelism: The Concept of the Spectrum

We have to see our approach to our **friends** as holistically meeting their spiritual, emotional, social, physical and economic needs. However, we usually think sequentially something like this:



The problem is that when you, as a team, begin to **think** sequentially, you begin to **act** sequentially. This leads to actions that tend to be optimised for that segment of the process that you are involved in. For example, you may focus on steps 2 and 3 and become very good at that. But you may then be reluctant to move on to step 4. The goal is healthy churches that can reproduce rapidly and effectively. Focussing on one segment of the process and trying to achieve excellence there may actually be counter-productive in the long run. This manual focuses on phases 3 and 4 only.

An alternative way to view the overall holistic process leading to a church planting movement is to compare it to white light (or the electromagnetic spectrum). This is a unified whole that can be artificially split up into different wave lengths. **For the purpose of evaluation** you can break it up into its component parts by passing it through the equivalent of a prism.



In reality these component parts are just part of the electro-magnetic spectrum. The process of discipleship is going to be built on the way evangelism was done. One-on-one discipleship will impact the shape of the group as disciples begin to gather together.

Because you are constantly modelling, the way you make friends and build trust will strongly influence **reproducibility**. So it is essential that you see this as a **whole** process and not a **sequential** process.

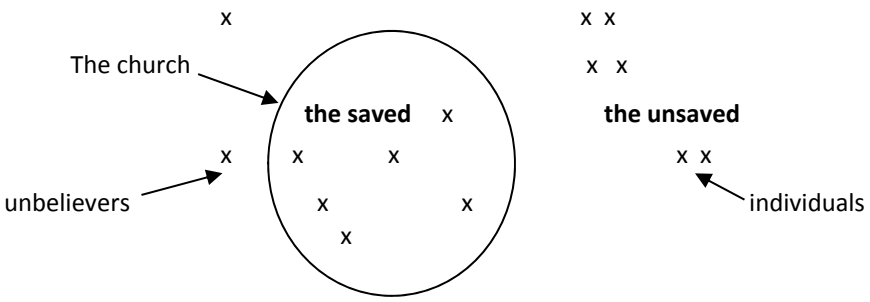
Modelling has far greater impact that the content of teaching. No matter how well you teach or how excellent the materials are! If modelling doesn't support the teaching, nothing will happen. So how you pray, how you train, how you prepare yourself to do pre-evangelism and evangelism, how you form a group and how you prepare leaders etc. is all **discipleship**.

The pattern of the world is to perform services for people so that they become dependent on you to provide that service. For example: if they made it very easy for cars to be serviced it would put hundreds of thousands of mechanics out of a job. When you buy a car from a garage they don't teach you how to service it! No! They **want** you to depend on them!

Our situation is exactly the opposite. We want those who have come to faith to reach a level of faith that will enable them to replace us!

Evangelism: Not 'Closed Sets but 'Centred Sets'

A 'Closed Set' is one where there is a clear boundary and where you are either **in the set** or you are outside it. It is easy to see 'salvation' as a closed set.

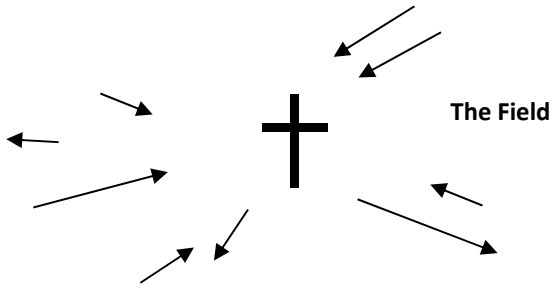


The saved are 'inside'. They are in the Kingdom of Life. Their names are in the Lamb's Book of Life. The unsaved are outside. In this model the boundary of the set is 'being born again'. Before you were dead in sin. Afterwards you are made alive in Christ.

Now this **is** a Biblical perspective, but it is not the only one. The focus of a closed set model is to get people from being outside to being inside. The emphasis is on 'the decision' – the point of conversion. The sequential church planting model blends itself well with this model – get new believers into the circle and train them to reproduce the circle.

A 'Centred Set'

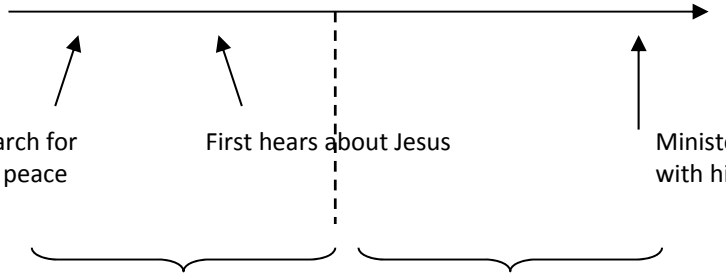
This is an alternative model. In a centred set you have a set of vectors rather than a set of points (x) as in a closed set. Each individual is a vector. In the centre of this set is Jesus (represented by a cross)



The Field represents a network of relationships. People are either moving away from Jesus or **they are moving towards Jesus**. Clearly in this model people can change direction. People can impact each other within the Field (both for good or evil). Here you have a dynamic model rather than the static one of the closed set. Note that in this model there is no separation between evangelism and discipleship. People are either moving towards Jesus or they are not! Your friends may have turned towards Jesus long before they met you. They may have been seeking an 'unknown Jesus'. Then your role is just to speed up the process.

A Brief look at a Vector – Moving towards Jesus

At the breakfast on the beach (Jn. 21) Jesus asked Peter, ***"Do you love Me?"***
The size of the vector is a measure of that love.



Where one starts often depends on where the culture is on the Engel Scale – i.e. its responsiveness. Responsiveness is only marginally affected by changes in approach.

As individuals move up the Engel Scale there is an increasing dependency on approaches and methodology.