1. Identify lost people.

A. Concentric Circles of Concern, Oscar Thompson:

   - **Self.**, 2 Cor. 13:5
   - **Family.**
     
     a) **Andrew** and **Peter**, John 1:40–42
     
     b) Philippian **jailer**, Acts 16:34
   
   - **Relatives.**, 2 Tim. 1:5
   - **Friends.**, Rom. 9:1–4a
   - **Neighbors** and **associates.**, Luke 5:27–29
   - **Acquaintances.**
   - **Person X.**, Acts 8:26–29

B. Other sources:

   - Church **guests.**
   - Life **Group.**
   - Door-to-door religious **survey.**

2. Pray for lost people. Rom. 10:1–3

A. For **conviction.**, John 16:7–8

B. For **conversion.**, Acts 3:19; Rom. 10:13

C. For a **contact.**, Rom. 10:13–14

3. Share your **testimony** with lost people.

A. Life **before** you met Christ.

B. How you came to **know** that you needed Christ.

C. How you **accepted** Christ as Savior and Lord.

D. Life **now** that Christ is your Savior and Lord.
4. Share Jesus with lost people.

A. Introduction.
   • Family.
   • Interests (secular).
   • Religious background.
   • Exploratory questions.
     a) “Do you know for certain you have eternal life and you will go to Heaven when you die, or would you say that is something you are still working on?”
     b) “If you stood before God and He asked you, ‘Why should I let you into Heaven?’ what would you say?”

B. Gospel presentation.
   • God loves you. *Jer. 31:3; John 3:16*
   • You are a sinner. *1 John 3:4; Rom. 3:23*
   • God is holy and must punish sin. *Ex. 34:7; Rom. 6:23*
   • God sent His Son, Jesus, to save you.
     a) Jesus died for your sins. *1 Pet. 3:18*
     b) Jesus rose from the dead. *1 Cor. 15:3–4*
     c) Jesus offers you eternal life. *John 14:6*
   • To receive eternal life, you must…
     a) Repent/turn from your sins. *Acts 3:19*
     b) Believe Jesus died and rose from the dead. *Acts 16:31*
     c) Receive Jesus as Savior/Lord. *John 1:12; Rom. 10:13*