**HOPE INTERNATIONAL UNIVERSITY**

**COURSE:** Relational Evangelism

**PROFESSOR:** John Hendee

**HOW IAAR WORKS**

There are FOUR presentations. They are normally done in someone’s home, a restaurant, your home, office, etc. Not at “church”

Work to put them at ease. I often say that the APPROACH is more important than the message. What that means …

* Jesus said be as ‘crafty as a serpent and gentle as a dove.’
* We only do them with those who are interested.
* We need to earn the right to be heard.
* We give them a copy to follow along on. We have our copy.
* We just take the presentation we are covering that week.
* These are NOT HIGH PRESSURE presentations. Respect/gentle. The Holy Spirit and the message will provide the pressure.
* Each lesson takes about 35 minutes.
* Don’t “hang around” once you are done.
* Most of the time the people just sit and listen. These aren’t designed for “interaction.”
* I try to sit at a table with them if possible. Closer. More personal.
* You lead the lesson. Don’t ask them to read anything.
* If they aren’t believers, I don’t start or end with prayer.
* I pray for opportunities.
* I pray for the people I want to share with.
* I pray for people with whom I have the opportunity to share with.
* MY GOAL IS TO FIND THE MOMENT WHEN I CAN OFFER TO SOMEONE, “If you would be interested I would like to share a series of four presentations with you.” Keep it simple. I am looking for a YES. What “IF YOU WOULD BE INTERESTED” means. What are we saying to them? Once we have that, don’t keep pushing.
* Set up the time.
* Let them know you are looking forward to it.