

EVANGELISM

Lesson #1

Why People Need Salvation

The doctrines of man and sin are foundational to having a biblical approach to evangelism. We must understand who man is and *why* he needs evangelized. A superficial understanding of the sinfulness of man often leads to well-intentioned, but unbiblical approaches to evangelism. In this lesson we will survey the doctrines of man and sin so we might better understand: **1)** Why Christ had to die for us; **2)** The magnitude of God's grace towards us; **3)** The inability of man to save himself; **4)** Why God saves people the way He does; and **5)** Why people often reject the good news. As we work through this study, try to keep in mind that every unbeliever in the world needs to repent and believe in Jesus Christ because of what we will be learning in this lesson.

*“Turn to Me and be saved, all the ends of the earth;
For I am God, and there is no other.”*

Isaiah 45:22

*“Seek the Lord while He may be found; Call upon Him while He is near.
Let the wicked forsake his way And the unrighteous man his
thoughts; And let him return to the Lord, And He will have
compassion on him, And to our God,
For He will abundantly pardon.”*

Isaiah 55:6-7

*“Go therefore and make disciples of all the nations, baptizing them in the
name of the Father and the Son and the Holy Spirit, teaching them to
observe all that I commanded you; and lo, I am with you
always, even to the end of the age.”*

Matthew 28:19-20

*“Then He opened their minds to understand the Scriptures, and He said to them,
“Thus it is written, that the Christ would suffer and rise again from the
dead the third day, and that repentance for forgiveness of sins
would be proclaimed in His name to all the nations,
beginning from Jerusalem.”*

Luke 24:45-47

I. MAN (ANTHROPOLOGY)

A. Origin of Man

Gen. 2:7, 18-22 – “Then the Lord God formed man of dust from the ground, and breathed into his nostrils the breath of life; and man became a living being. . .18 Then the Lord God said, “It is not good for the man to be alone; I will make him a helper suitable for him.”19 And out of the ground the Lord God formed every beast of the field and every bird of the sky, and brought them to the man to see

what he would call them; and whatever the man called a living creature, that was its name. 20 And the man gave names to all the cattle, and to the birds of the sky, and to every beast of the field, but for Adam there was not found a helper suitable for him. 21 So the Lord God caused a deep sleep to fall upon the man, and he slept; then He took one of his ribs, and closed up the flesh at that place. 22 And the Lord God fashioned into a woman the rib which He had taken from the man, and brought her to the man.”

B. The Constitution of Man

God created man in His “*image and likeness*.” “*Image and Likeness*” relate to those non-physical qualities we have that are like God in some degree. We have many attributes that God has which animals do not possess. For instance, man has a need to worship, does self introspection, self evaluation, has self awareness, complex emotions, complex initiative, complex social abilities, has a historical reference, etc. All these things set man apart from animals. But probably the greatest facet of the image and likeness of God in man is in the area of *function*. Just as God is ruler over heaven and earth so man was given dominion over the earth. God not only gave man a sphere of dominion, but the commission to rule over the plants, animals, birds, and fish. This is clearly emphasized in the context of **Genesis 1:26-30**. Man was created to be ruler of earth and all the creatures God had made. In this function man would be like God who is ruler over all creation.

1. **Gen. 1:26-27** – “Then God said, “Let Us make man in Our image, according to Our likeness; and let them rule over the fish of the sea and over the birds of the sky and over the cattle and over all the earth, and over every creeping thing that creeps on the earth.” 27 And God created man in His own image, in the image of God He created him; male and female He created them.”
2. **James 3:8** – “With it [the tongue] we bless our Lord and Father, and with it we curse men, who have been made in the likeness of God.”

C. The Physical Part of Man

1. **Gen. 3:19** – “By the sweat of your face You shall eat bread, Till you return to the ground, Because from it you were taken; For you are dust, And to dust you shall return.”
2. **Job 34:15** – “If He [God] should determine to do so, If He should gather to Himself His spirit and His breath [the breath of life], 15 All flesh would perish together, And man would return to dust.”

D. The Immaterial Part of Man

1. **Job 7:11** -- “Therefore I will not restrain my mouth; I will speak in the anguish of my spirit, I will complain in the bitterness of my soul.”

2. **Psalm 51:12** – “Restore to me the joy of your salvation, And sustain me with a willing spirit.”

E. **The Composite Attributes of Man**

1. **James 2:26** – “For just as the body without the spirit is dead, so also faith without works is dead.”
2. **II Cor. 4:16** – “Therefore we do not lose heart, but though our outer man is decaying, yet our inner man is being renewed day by day.”

Summary of the Constitution of Man:

- Mankind is created in the image and likeness of God, sharing some of God’s attributes and function, but to a lesser degree (**Gen. 1:26-27; James 3:9**).
- People are made up of two parts: the physical part, a body (**I Cor. 6:9**) and an immaterial part, a soul, spirit, mind, heart, intellect, will, etc. (**Psa. 146:4**). Both parts of man are fused together until death (**Gen. 2:7**).
- At death, the body, which is made of dust, returns to the earth (**Gen. 3:19**), and the immaterial part of man goes to heaven (**II Cor. 5:6-8**) or hell (**Mt. 5:29-30**), depending on the spiritual condition of their soul.
- At the resurrection, those who have died will once again receive a body fit for eternity in either heaven or hell (**Dan. 12:2; Jn. 5:28-29**).

II. **THE DOCTRINE OF SIN (HARMARTIOLOGY)**

The Greek word for “*sin*” comes from an archery term meaning to miss the mark. To sin is to miss the mark of the perfect holiness of God. God created man sinless, put him in a perfect garden, and only gave him one rule. Eve was deceived into violating that one rule and Adam chose to disobey, following Eve into sin. As soon as they ate of the tree of the knowledge of good and evil, they became sinners and lost their original righteousness having transgressed God’s law. Because God is holy and just, their sin had consequences. The whole of creation was cursed (**Gen. 3:14-19; Rom. 8:22**). Man’s dominion was usurped by Satan who is now “the god of this world,” “the prince of the power of the air,” “the spirit that is now working in the sons of disobedience” (**Jn. 12:31; II Cor. 4:3-4; Eph. 2:1-3; I Jn. 5:19**). *Sin has affected man negatively in every part of his being.*

A. **Origin of Sin**

1. **Gen. 3:1** -- “Now the serpent was more crafty than any beast of the field which the Lord God had made. And he said to the woman, “Indeed, has God said, ‘You shall not eat from any tree of the garden?’”

2. **Jn. 8:44** -- “You are of your father the devil, and you want to do the desires of your father. He was a murderer from the beginning, and does not stand in the truth, because there is no truth in him. Whenever he speaks a lie, he speaks from his own nature; for he is a liar, and the father of lies.”
3. **I Jn. 3:8** – “. . . the one who practices sin is of the devil; for the devil has sinned from the beginning. The Son of God appeared for this purpose, that He might destroy the works of the devil.”

B. Fall of Man

1. Gen. 3:1-6 – “Now the serpent was more crafty than any beast of the field which the Lord God had made. And he said to the woman, “Indeed, has God said, ‘You shall not eat from any tree of the garden?’” 2 And the woman said to the serpent, “From the fruit of the trees of the garden we may eat; 3 but from the fruit of the tree which is in the middle of the garden, God has said, ‘You shall not eat from it or touch it, lest you die.’”4 And the serpent said to the woman, “You surely shall not die! 5 “For God knows that in the day you eat from it your eyes will be opened, and you will be like God, knowing good and evil.” 6 When the woman saw that the tree was good for food, and that it was a delight to the eyes, and that the tree was desirable to make one wise, she took from its fruit and ate; and she gave also to her husband with her, and he ate.”
2. *Eve’s Part In The Fall Of Man*
 - a. II Cor. 11:3 – “But I am afraid, lest as the serpent deceived Eve by his craftiness, your minds should be led astray from the simplicity and purity of devotion to Christ.”
 - b. I Tim. 2:8-14 – “Let a woman quietly receive instruction with entire submissiveness.12 But I do not allow a woman to teach or exercise authority over a man, but to remain quiet. 13 For it was Adam who was first created, and then Eve. 14 And it was not Adam who was deceived, but the woman being quite deceived, fell into transgression.”¹
3. *Adam’s Part In The Fall Of Man*
 - a. Hosea 6:7 – “But like Adam they have transgressed the covenant; There they have dealt treacherously against Me.”²

¹ It is important to note that the problem was not that Eve was deceived, but that Adam, who was created first, who was the spiritual leader, “listened to the voice of his wife” and followed her into sin, instead of leading Eve away from sin (Gen. 3:17).

² This text can be taken in two primary ways i.e., Adam broke the covenant of works just like Israel broke the covenant of Moses or that just as Adam disobeyed God’s law, Israel disobeyed the covenant of Moses.

- b. Rom. 5:12 – “Therefore, just as through one man sin entered into the world, and death through sin, and so death spread to all men, because all sinned.”³

C. How and Why People Sin

1. Gen. 3:1-6—“Now the serpent was more crafty than any beast of the field which the Lord God had made. And he said to the woman, “Indeed, has God said, ‘You shall not eat from any tree of the garden?’” 2 The woman said to the serpent, “From the fruit of the trees of the garden we may eat; 3 but from the fruit of the tree which is in the middle of the garden, God has said, ‘You shall not eat from it or touch it, or you will die.’ ” 4 The serpent said to the woman, “You surely will not die! 5 “For God knows that in the day you eat from it your eyes will be opened, and you will be like God, knowing good and evil.” 6 When the woman saw that the tree was good for food, and that it was a delight to the eyes, and that the tree was desirable to make one wise, she took from its fruit and ate; and she gave also to her husband with her, and he ate.”
 - a. Eve listened to the serpent.
 - b. Eve believed she wouldn’t die, contrary to God’s Word.
 - c. Eve believed the serpent had her best interests in mind, not God.
 - d. Eve desired to have her eyes opened.
 - e. Eve desired to be like God.
 - f. Eve desired to know good and evil.
 - g. Eve was enticed that the fruit was good for food.
 - h. Eve was enticed by the fruit’s beautiful appearance.
 - i. Eve was enticed that the fruit could make her wise.
 - j. Eve acted contrary to God’s Word and took the forbidden fruit.
 - k. Eve acted contrary to God’s Word and ate the forbidden fruit.
 - l. Eve acted contrary to God’s Word and gave some of the forbidden fruit to her husband Adam.
2. I Tim. 2:14 And it was not Adam who was deceived, but the woman being deceived, fell into transgression.
3. James 1:14-15 – “But each one is tempted when he is carried away and enticed by his own lust. 15 Then when lust has conceived, it gives birth to sin; and when sin is accomplished, it brings forth death.”

D. Biblical Definitions of Sin

1. Dan. 9:11 -- “Indeed all Israel has transgressed Your law and turned aside, not obeying Your voice; so the curse has been poured out on us,

³ It is interesting to note that Adam, not Eve, is blamed for the fall of mankind. Why? Because Adam was the God created and appointed head, therefore he bears the responsibility for the fall.

along with the oath which is written in the law of Moses the servant of God, for we have sinned against Him.”

2. I Jn. 3:4 – “Everyone who practices sin also practices lawlessness; and sin is lawlessness.”
3. I Jn. 5:17 – “All unrighteousness is sin, . . .”

E. The Pervasiveness of Sin

1. Isa. 53:6 – “All of us like sheep have gone astray, Each of us has turned to his own way; But the Lord has caused the iniquity of us all To fall on Him.”
2. Jn. 3:19-20 -- “And this is the judgment, that the light is come into the world, and men loved the darkness rather than the light; for their deeds were evil.²⁰ “For everyone who does evil hates the light, and does not come to the light, lest his deeds should be exposed.
3. Rom. 3:23 – “. . . for all have sinned and fall short of the glory of God, . . .”
4. Romans 5:12 – “Therefore, just as through one man sin entered into the world, and death through sin, and so death spread to all men, because all sinned.”

F. When People Become Sinners

1. Gen. 8:21 – “And the Lord smelled the soothing aroma; and the Lord said to Himself, “I will never again curse the ground on account of man, for the intent of man’s heart is evil from his youth; and I will never again destroy every living thing, as I have done.”
2. Ps. 51:5 – “Behold, I was brought forth in iniquity, And in sin my mother conceived me.”
3. Ps. 58:3 – “The wicked are estranged from the womb; These who speak lies go astray from birth.”

G. Man’s Inability to Stop Sinning

1. Jer. 13:23 -- “Can the Ethiopian change his skin or the leopard his spots? Then you also can do good who are accustomed to doing evil.”
2. Eph. 2:1-2 – “And you were dead in your trespasses and sins, 2 in which you formerly walked according to the course of this world, according to the prince of the power of the air, of the spirit that is now working in the sons of disobedience.

3. II Tim. 2:26 – “and they [those who live in opposition to the will of God] may come to their senses and escape from the snare of the devil, having been held captive by him to do his will.”

H. **The Degree to Which Men Are Corrupted by Sin**

1. Gen. 6:5 – “Then the Lord saw that the wickedness of man was great on the earth, and that every intent of the thoughts of his heart was only evil continually.”
2. Jer. 17:9 -- “The heart is more deceitful than all else And is desperately sick; Who can understand it?”
3. Mk. 7:21-23 -- “For from within, out of the heart of men, proceed the evil thoughts, fornications, thefts, murders, adulteries, 22 deeds of coveting and wickedness, as well as deceit, sensuality, envy, slander, pride and foolishness. 23 “All these evil things proceed from within and defile the man.”
4. Rom. 1:21-23 – “For even though they knew God, they did not honor Him as God, or give thanks; but they became futile in their speculations, and their foolish heart was darkened. 22 Professing to be wise, they became fools, 23 and exchanged the glory of the incorruptible God for an image in the form of corruptible man and of birds and four-footed animals and crawling creatures.”
5. Rom. 8:5-8 – “For those who are according to the flesh set their minds on the things of the flesh, but those who are according to the Spirit, the things of the Spirit. 6 For the mind set on the flesh is death, but the mind set on the Spirit is life and peace, 7 because the mind set on the flesh is hostile toward God; for it does not subject itself to the law of God, for it is not even able to do so; 8 and those who are in the flesh cannot please God.”
6. Eph. 4:17-19 – “This I say therefore, and affirm together with the Lord, that you walk no longer just as the Gentiles also walk, in the futility of their mind, 18 being darkened in their understanding, excluded from the life of God, because of the ignorance that is in them, because of the hardness of their heart; 19 and they, having become callous, have given themselves over to sensuality, for the practice of every kind of impurity with greediness.”
7. Titus 1:15 – “To the pure, all things are pure; but to those who are defiled and unbelieving, nothing is pure, but both their mind and their conscience are defiled.”

III. HOW SIN EFFECTS MAN'S ABILITY TO UNDERSTAND SPIRITUAL TRUTH AND HIS ATTITUDE TOWARD GOD

- A. Jn. 3:19-20 -- "And this is the judgment, that the light is come into the world, and men loved the darkness rather than the light; for their deeds were evil. 20 "For everyone who does evil hates the light, and does not come to the light, lest his deeds should be exposed.
- B. Jn. 5:39-40 -- "You search the Scriptures, because you think that in them you have eternal life; and it is these that bear witness of Me; 40 and you are unwilling to come to Me, that you may have life."
- C. I Cor. 2:14 -- "But a natural man does not accept the things of the Spirit of God; for they are foolishness to him, and he cannot understand them, because they are spiritually appraised."
- D. II Cor. 4:3-4 -- "And even if our gospel is veiled, it is veiled to those who are perishing, 4 in whose case the god of this world has blinded the minds of the unbelieving, that they might not see the light of the gospel of the glory of Christ, who is the image of God."
- E. Rom 3:9-19 -- "What then? Are we better than they? Not at all; for we have already charged that both Jews and Greeks are all under sin; 10 as it is written, "There is none righteous, not even one; 11 There is none who understands, There is none who seeks for God; 12 All have turned aside, together they have become useless; There is none who does good, There is not even one." 13 "Their throat is an open grave, With their tongues they keep deceiving," "The poison of asps is under their lips"; 14 "Whose mouth is full of cursing and bitterness"; 15 "Their feet are swift to shed blood, 16 Destruction and misery are in their paths, 17 And the path of peace they have not known." 18 "There is no fear of God before their eyes." 19 Now we know that whatever the Law says, it speaks to those who are under the Law, that every mouth may be closed, and all the world may become accountable to God.

IV. THE INTERNAL BARRIERS THAT KEEP PEOPLE FROM RECEIVING THE GOPSEL

Above, we surveyed a sampling of texts related to the sinfulness of man. Before you seek to evangelize the lost, you need to understand *why* men are "lost" and what you are up against when seeking to lead someone to Christ. You need to ask yourself, "What are *the internal barriers* that keep people from coming to the Lord?" "What is inside of man that prevents him or postures him against receiving the good news?" These questions must be asked so we don't adopt methods of evangelism that do not work or cannot overcome the internal barriers that are working against sinners receiving the gospel of Jesus Christ. All men are internally corrupted by sin so that their heart, thoughts, mind, speculations, desires, etc., are contrary to the will of God, the Word of God, and the gospel of Jesus Christ

Summary of Internal Barriers Within Man

- A. Sin has corrupted man's mind (**Rom. 8:5**).
- B. Sin has corrupted man's heart (**Jer. 17:9**).
- C. Sin has corrupted man's reasoning (**Eph. 4:18**).
- D. Sin has corrupted man's speculations (**Rom. 1:21**).
- E. Sin has made men love evil (**Jn. 3:19**).
- F. Sin has corrupted man's desire for truth (**Jn. 3:20**).
- G. Sin has made men hate and flee from the light (**Jn. 3:20**).
- H. Sin has made men guilty before God (**Ezra 9:15**).
- I. Sin has made men fear the judgment of God (**Jn. 16:7-11**).
- J. Sin has made men desire sinful pleasures instead of God (**Mk. 7:21-23**).
- K. Sin has made men love what is created rather than their Creator (**Rom. 1:25**).
- L. Sin has made men spiritually dead (**Eph. 2:1**).
- M. Sin has made men incapable of understanding the gospel (**I Cor. 2:14**).

The list above, derived from Scriptures previously listed, could be expanded, but it proves the point that whatever method of evangelism you use, *it must be able to overcome the internal barriers caused by sin within every person.*

V. THE EXTERNAL BARRIERS THAT KEEP PEOPLE FROM RECEIVING THE GOSPEL

Before engaging in evangelism, it is also important to consider *the external barriers* that are keeping people from receiving the gospel of Jesus Christ. What is outside of every unbeliever that hinders them from understanding and receiving the gospel? It is futile to do evangelism if you adopt a method of evangelism that can't overcome the external barriers that keep people from receiving the good news.

- A. Satan blinds the minds of the unbelieving so that they might not receive the light of the gospel (**II Cor. 4:3-4**).
- B. Satan deceives men so they believe lies (**Jn. 8:44**).
- C. Satan is working in the sons of disobedience (**Eph. 2:1-3**).
- D. Satan has the whole world in his power (**I Jn. 5:19**).
- E. Satan holds unbelievers captive to do his will (**II Tim. 2:26**).
- F. Satan promotes false doctrines (**I Tim. 4:1**).
- G. Satan raises up false teachers (**II Pet. 2:1**).
- H. Satan promotes false gospels (**II Jn. 7**).
- I. Satan gives false assurance of salvation (**Mt. 7:13**).
- J. Satan sows tares among the wheat (**Mt. 13:37-39**).
- K. Satan snatches away the truth after it is preached (**Mt. 13:19**).
- L. Satan raises up persecutors to hinder people from receiving the gospel (**Mt. 13:21**).
- M. The lust of the eyes, lust of the flesh, and the boastful pride of life, distract and keep people from the gospel (**I Jn. 2:16**).
- N. The worries of the world choke the gospel out (**Mt. 13:22**).
- O. The deceitfulness of riches choke the gospel out (**Mk. 4:19**).
- P. There are none who seek after God (**Rom. 3:10-18**).

| SUMMARY OF HOW ALL MEN ARE AFFECTED BY SIN | |
|--|---|
| "Evil thoughts continuously" Gen. 6:5 | "Blinded by Satan" II Cor. 4:4 |
| "Incurably wicked heart" Jer. 17:9; Mk. 7:21-23 | "Can't see the gospel" II Cor. 4:4 |
| "Accustomed to doing evil" Jer. 13:23 | "Love darkness" Jn. 3:19 |
| "Futile in their speculations" Rom. 1:21 | "Do not come to the light" Jn. 3:20 |
| "Foolish, darkened heart" Rom. 1:21 | "Unwilling to come to Jesus" Jn. 5:40 |
| "Exchange truth for a lie" Rom. 1:23 | "Dead in trespasses and sins" Eph. 2:1 |
| "They don't seek God" Rom. 3:11 | "Satan working in them" Eph. 2:2 |
| "Set their minds on the flesh" Rom. 8:5 | "Futile in their mind" Eph. 4:17 |
| "Hostile toward God" Rom. 8:7 | "Darkened understanding" Eph. 4:18 |
| "Do not submit to God" Rom. 8:7 | "Without the life of God" Eph. 4:18 |
| "Cannot submit to God" Rom. 8:7 | "Ignorant of the truth" Eph. 4:18 |
| "Cannot please God" Rom. 8:8 | "Hard Hearted" Eph. 4:18 |
| "See spiritual truth as foolishness" I Cor. 2:14 | "Calloused conscience" Eph. 4:19 |
| "Cannot understand the Bible" I Cor. 2:14 | "Given over to sensuality" Eph. 4:19 |
| "Gospel is veiled from their eyes" II Cor. 4:3 | "Practicing every kind of impurity" Eph. 4:19 |

The chart above describes *every unbeliever who needs the gospel*. This includes Satan worshipers, atheists, as well as good, moral, upstanding citizens, professing Christians, regular church attenders, pastors, seminary professors, and biblical scholars *who do not know the Lord*. All unbelievers are hopelessly lost. Their heart is incurably wicked, darkened, foolish, and hardened against God and the gospel. Their thoughts, mind, and speculations are futile, foolish, selfish, rebellious, ignorant, suppressing the truth, given over to sin, full of darkness, and hostile towards God. They love the darkness and are enslaved to the world, the flesh, and the devil. This is why people need salvation.

VI. IMPLICATION OF THE SINFULNESS OF MAN IN RELATION TO EVANGELISM

A big question, which many who do evangelism never consider is, *"What method of evangelism taught in the Bible is able to overcome all the internal and external barriers that hinder and keep people from receiving the gospel of Jesus Christ?"* We will answer this critical question in future lessons.

VII. HOMEWORK

A. Listen to Steve Lawson's message titled, "The Evangelistic Zeal of George Whitefield" which is available on multiple platforms.

1. [Apple Podcast](#)
2. [Sermon Audio](#)
3. [One Passion Ministries App](#)
4. [Spotify](#)
5. [YouTube](#) (video)

B. Listen to Jack Hughes' sermon Luke 10:21-24 titled, ["God's Sovereignty and Your Salvation Part 1"](#)

- C. Listen to Jack Hughes' sermon Luke 10:21-24 titled, ["God's Sovereignty and Your Salvation Part 2"](#)
- D. Listen to Jack Hughes' sermon Luke 10:21-24 titled, ["God's Sovereignty and Your Salvation Part 3"](#)
- E. Listen to Jack Hughes' sermon Luke 10:21-24 titled, ["God's Sovereignty and Your Salvation Part 4"](#)