



BOXES OF LOVE

Los Angeles, California

Ministry begins when the box is empty

Conversion is our *ultimate* motive but not our *ulterior* motive in loving and serving others. “Ultimate motive” means that we absolutely want every person on earth to be in a right relationship with God through Jesus, in the same way that God does not desire any to perish but all to come to repentance (2 Peter 3:9; 1 Tim. 2:3-4). But “ulterior motive” means that we do acts of love and service towards others *so that* they become Christians (which could signify that if they don’t become Christians we stop loving and serving). It is important to remember that we don’t engage in the needs, dreams and pains of our communities so that they will be-come Christians; rather we engage the community because we *are* Christians. We don’t serve *to convert*, but we serve because we *have been converted*.¹

¹ E. Swanson, S Williams, *To Transform A City* (Grand Rapids: Zondervan, 2010), p. 58



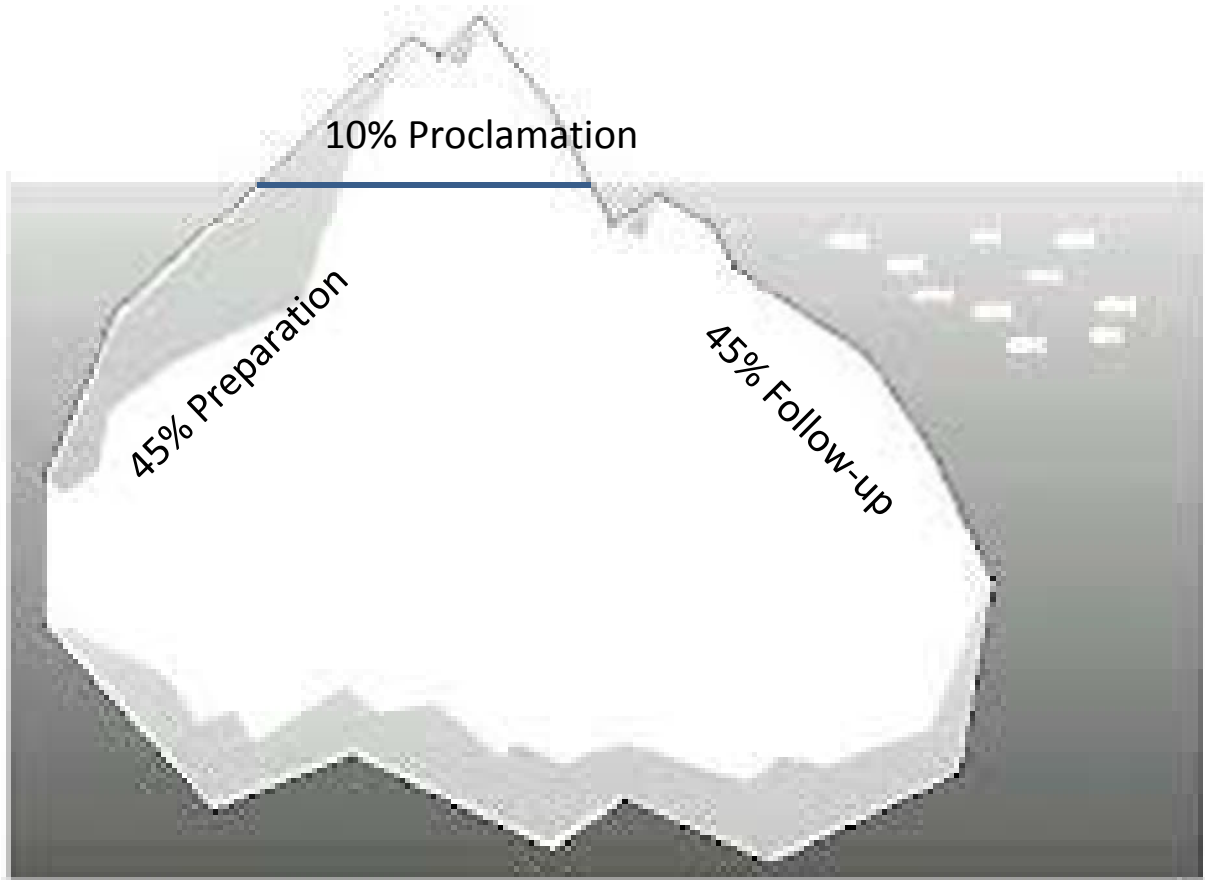
Welcome!

Theme: Ministry begins when the box is empty

A lot of thought and effort will go into the distribution of 2,200 **Boxes of Love** this holiday season. However, providing a couple of meals to a lot of families is only the beginning. The boxes will soon be empty, but the possibility for long-term holistic ministry through your church or organization remains a great opportunity and a great challenge. Our prayer is that today's training will enable you prepare a team of people who can help people in the Los Angeles become followers of Jesus Christ and active joyful members of your fellowship. Thanks for coming!

Boxes of Love Outreach:

- Provides for the practical needs of those in need in your community by offering a holiday meal.
- Use the practical "bridge" of food to present the gospel using the "Would You Like to Know God Personally?" Booklet and/or Gospel Bead Bracelet.
- Makes on-going discipleship possible.



3 Minute Gospel Story

Purpose:

Often times, people need to hear how God has worked in your life. It's important for people to know the Gospel is relevant to their life. The purpose of preparing a 3 minute Gospel Story is to share what God has done in your life and in doing so, share the Gospel. What are some situations where it would be more advantageous to share your testimony as opposed to a gospel booklet?

Do's of a Gospel Story:

- It is short enough not to bore someone and can be used when you only have a little time.
- It is organized and memorized so that you won't stumble around as you share it.
- It should be prepared mainly for individuals, but can also be shared for group presentation
- It should be realistic. Don't imply that Christ removes all of life's problems, but helps you to walk through them.
- It should be focused on Jesus.
- It should remain positive and hopeful.
- Include interesting and thought provoking experiences.
- Practice it to make sure it stays at 3 minutes.

Don'ts of a Gospel Story:

- Avoid speaking negatively about the church, a denomination, people or organizations
- Avoid speaking in a preaching manner

- Avoid using vague or subjective terms such as “happy,” “peaceful,” or “changed” without explaining them. If you use these terms, describe and define them.
- Avoid using biblical or religious words such as “saved,” “converted, or “sin” without clarifying. If you use these terms, describe and define them.

How to Develop your Gospel Story

It should have 3 distinct parts:

1. What was life like before Christ?
2. How did you receive Christ? (Try to include the four parts of the Gospel)
3. How is your life different now that Christ is in your life?

Helpful Hint:

- Write it as though you are speaking to a friend, rather than a speech.
- Begin with an attention-getting sentence or incident.
- Be specific. Give enough details to arouse interest, but not too much or too graphic.
- Have a theme that ties it together and have a closing with a logical conclusion.

Presenting the Gospel

Definition of successful witnessing:

Taking the initiative to share Christ in the power of the Holy Spirit and leaving the results to God.

Benefits of using a tract or other tool for sharing Christ:

- It is simple and complete.
- It clearly presents how to receive Christ and includes an invitation for them to do so.
- It offers suggestions for growth, including the importance of the church.
- It gives you confidence because you know what you are going to say and how you're going to say it. Bible verses are right there so you don't need to remember them all.
- It helps keep the conversation all about Jesus so you don't get sidetracked.
- It gives you something to leave with them for their review and to give to others.
- It represents a transferrable method for training others to witness for Christ

Principles of communication as you share the booklet:

- Use their name and look them in the eye
- Share Christ, don't argue or debate.
- Read with the person, not just to yourself. Hold the booklet so they can see it.
- Be sensitive to the person, not mechanical. Know your tool so you can focus on the person.
- Stay on track while answering questions. If you don't know the answer to a question— that's ok. Be positive and tell them you don't know but you'll find and answer and get back to them.
- Be sensitive to a person's spiritual interest. God is the one who does the work.

Practice, Practice, Practice:

It is important that you practice using the booklet, Gospel Bead Bracelets, Book or Hope or other evangelism tool. You want to feel comfortable enough to make it your own, using your own words, transitions, and story to make it a personal experience for the person you are sharing with. People want to be talked to, not at. Hopefully as you become comfortable with these tools you will be able to recruit and train others to join you in sharing the great news of Jesus Christ!

Presenting the Gospel

Using the “Knowing God Personally” booklet

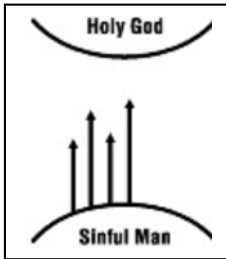
1. God loves you and created you to know Him personally. He has a wonderful plan for your life.

God’s Love: John 3:16

God’s Plan: John 17:3

What prevents us from knowing God personally?

2. People are sinful and separated from God, so we cannot know Him personally or experience His love and plan.

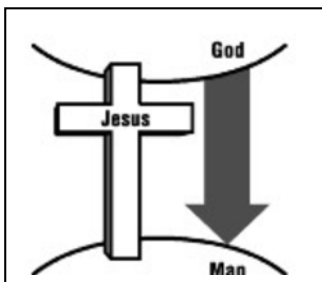


People are sinful: Romans 3:23

People are separated: Romans 6:23

The third principle explains the only way to bridge this gulf...

3. God’s response: Jesus Christ is God’s only provision for our sin. Through Him alone we can know God personally and experience God’s love and plan.



He died in our place: Romans 5:8

He rose from the dead: 1 Corinthians 15:3-6

He is the only way to God: John 14:6

It is not enough just to know these truths...

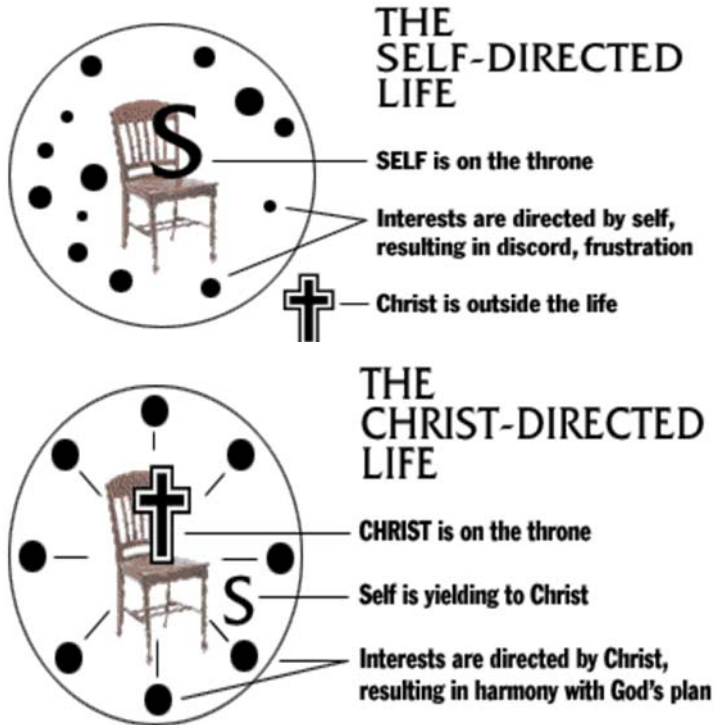
4. Our response: We must individually receive Jesus Christ as Savior and Lord; then we can know God personally and experience His love and plan.

We must receive Christ: John 1:12

When we receive Christ, we experience a new birth: John 3:1-8

We receive Christ by personal invitation: Revelation 3:20

Two circles: Which best describes your life and which would you like to represent your life?



The following explains how you can receive Christ right now by faith through prayer!

Does this prayer express the desire of your heart?

The Power of Questions in Gospel Encounters

1. Many questions are not real questions seeking truth.
 - a. They are often “Smoke Screens” to help them make a point or to incite us.
 - i. Sometimes even the asker does not realize that this is their true motivation for asking the question.
 - b. Therefore a straightforward and logical answer will not help them.
 - c. Asking a question in return can help them face some assumptions they have made and/or help them “get to the heart of the matter: of asking such questions.
 - d. Example: “So, do you really believe that all those sincere followers of other religions are going to hell?”

What may be a good question to ask in response to this?

Example Response Question: Do you believe in Hell?

- If no: Why do you care if I think people are going to a place that doesn't exist?
- If yes: Do you think anyone goes there? How do you think God decides who goes to heaven and who goes to hell? Does he grade on a curve?

2. Jesus often answered questions with questions
 - a. Mark 10:17-18

“Good teacher, what must I do to inherit eternal life?”
Jesus’s reply: “Why do you call me good?”

- b. Matt 22:17-20

When religious leaders asked Jesus if it was right to pay taxes, Jesus referred to a coin and asked: “Whose portrait is this?”

- c. Matt 12:9-12

When the Pharisees were “looking for a reason to accuse Jesus” they asked Him: “Is it lawful to heal on the Sabbath?”

Jesus responded: “If any of you has a sheep and it falls into a pit on the Sabbath, will you not take hold of it and lift it out?”

3. Our Motivation

- a. Are we more concerned with being right or helping someone along on their spiritual journey?
- b. If we find ourselves being more concerned with being right..
 - i. ...Why is that? Are we questioning our own security or value in Christ? Are we caring more about winning than about people?
 - ii. ...What does that usually lead too? It usually leads to arguments and debates.

Spiritual Climate Conversation

Can you help me? As a church we are always trying to gauge the spiritual climate of the neighborhood. We do this by asking people questions and listening to their answers. Would you be willing to help me with that?

1. Did you have any kind of religious or spiritual background growing up as a child?
2. Where do you see yourself now in regards to religion or spirituality?
3. What do you think happens after death? Do you believe in Heaven or Hell? How do you think it's decided who goes where?
4. If you were to die tonight and stand before God and he were to say, "Why should I let you into my heaven?" What would you tell Him? On a scale from 1-10, how confident are you that He would accept your answer?
5. What are your thoughts about God?

I have a short booklet that highlights four main ideas that I believe God wants us to understand. Could I share it with you?

Or

Could I tell you how my life was changed?

Planning your outreach

- Who will we target with this outreach?

- On what day will the outreach take place and at what time and for how long?

- What roles and responsibilities are involved?

- What leaders and volunteers will fill those roles and responsibilities?

- What training do our volunteers need and when will it happen?

- What supplies and materials are needed? (Prayer/contact cards, surveys, evangelism supplies, church information, etc.)

- What will you do to follow up with individuals and/or families that make decision for Christ?

Follow-up

Sample survey and contact card

Name _____ Date _____
Gender Male Female
Approximate Age: _____ Language spoken at home: _____
Address _____
City _____ State _____ Zip _____
Telephone # _____ Email _____

Would like someone to visit from the church? Yes No

Interested in receiving more material? Yes No

Interested in follow-up Bible study? Yes No

Contact made by: _____

Interested?: Yes No

Received Christ?: Yes No

Re-Dedicated?: Yes No

Planning Your Outreach

How will you deliver the boxes?

Some things to consider as you plan your outreach:

- One church worker for every five Boxes of Love delivered is highly encouraged.
- Who will deliver the boxes? When will you be able to walk them through this material?
- Keep records of who receives the Boxes of Love and their responses.
- *Remember that the goal is long term connection with families in the community for the purpose of ministry and making disciples, not just distributing food. **Enclosed is a sample contact card to track those who receive a BOL.***
- Do you need to call ahead to Boxes of Love recipients?
- Make preparations as needed for pick up, storage and distribution of the boxes.
- *What materials will volunteers bring with them? Here are some suggestions:*
 - *“Knowing God Personally”*
 - *Gospel Bead bracelets*
 - *Community Survey*
 - *Prayer Request/Personal Information Card*
 - *Bibles*
 - *Other Evangelistic Materials*
 - *Ministry/Church Information*

Plan and Brainstorm:

Deliver

Engaging in relationship

1. Be prepared:

- A. No un-confessed sin
- B. Be filled with the Holy Spirit
- C. Pray for the person(s) with whom you will be sharing the food and gospel
- D. Make sure you have all the material you need to share the gospel

2. What to say at the door?

"Hello, my name is _____ and this is my friend _____. We attend _____ Church."

(If helpful, tell them how you happened to bring a box to them...)

"This holiday season, we wanted to share a meal with you and your family."

"May I show you what's in the box?"

"...Everything is non-perishable in case you aren't going to be using the items right away."

"There's also a "Book of Hope," an illustrated magazine that talks about God's love for us."

3. Transitions

"This box of food is an expression of God's love for you. He loves you deeply and wants you to know Him personally. This booklet (remove it from the side of the box) tells you how. May I share it with you?"

"This Box of Love is a gift from our church, _____. But God has a much greater gift for you. May I share it with you?"

"Thanksgiving is about giving and receiving. Jesus gave his life for us. Would you like to know how to have a personal relationship with him?"

If you have prayed with a family/person you can say: "It is amazing that God hears our prayers. Do you know that God loves you and wants to have a personal relationship with you? Can I show you how?"

From "Share Jesus without Fear" by William Fay:

"Do you have any kind of spiritual beliefs?"

"To you, who is Jesus?"

"Do you think there is a heaven or hell?"

"If you died, where would you go? Why?"

"If what you are believing is not true, would you want to know?" IF YES then ask "May I share some scriptures with you?" or "May I share this booklet with you?"

Asset Based Community Survey

Can you help us? We're trying to determine what gifts and abilities God has placed in our community. Do you have a few minutes for a short survey?

What do you like about your community?

What is something positive this community is known for?

How about negative?

What skills and abilities do you have?

How do you think your skill(s) could be used to benefit the community?

Why do you think God blessed you with this(these) skill(s)?

What are your thoughts about God?

If it were possible to know Him better, or personally, would you like to?

I have a short booklet on how I believe we can know God. May I share it with you?

OR

Can I share a bit of my story and how I came to know God?

Follow-up

A couple of reminders

Include an invitation to receive Jesus:

It can be easy to get through a presentation of the gospel or through sharing a testimony without actually asking a person if they would like to know God personally. We are not presenting facts but rather an opportunity to enter in to relationship with our Lord and Savior. If an invitation is not given it can't be received.

If a person responds positively to the invitation then you can guide them to pray to receive Christ. The "Knowing God Personally" booklet and Book of Hope both include prayers in their gospel presentations.

If a person reacts negatively to an invitation to receive Christ be sure to ask if they have any questions. Their response might indicate confusion or a need for more information rather than a simple rejection of the gospel. Assure people that they can respond to Christ on their own at any later time.

For those who receive Christ:

- Assure them of their salvation. (1 John 5:10-13, Hebrews 13:5) The way we feel about God and the truth may change from time to time, but God's Word, the Bible, is certain. It never fails. God is rock solid.
- Share with them how to begin growing in their relationship with Jesus. Encourage them to talk to God in prayer, spend time reading His Word, obey what they know to be God's desires for their lives, share their faith with others, find fellowship with other believers, and to let the Holy Spirit help.
- If possible, try to follow up personally with a phone call or visit. God has just used you to draw a person to Himself. You are a gatekeeper of sorts for that new believer as you help them to enter in to their new life in Christ. Your follow-up is a great encouragement and example for them as they begin their faith journey.
- Invite them to your church. The task of raising a disciple by oneself is daunting. This is why the Church exists: to help us "hold fast the confession of our hope without wavering, for he who promised is faithful. And let us consider how to stir up one another to love and good works, not neglecting to meet together as is the habit of some, but encouraging one another, and all the more as you see the Day drawing near." Hebrews 10:23-25.

Follow Up of a New Believer

- Share a little of your own experience about receiving Christ—describe briefly your early growth as a Christian, mentioning how a more mature believer helped you grow.
- Offer to meet the person again to help him learn more about his relationship with Christ. Say, **“Could we meet again in a few days to go over some things that will help you grow in your relationship with Christ?”**
- Ask the person to re-read the booklet before he goes to bed that night.
- Encourage them to read their Bible. Suggest the first chapter of one of the Gospels. John is often a good one for new believers to start with.
- Suggestions for the follow up appointments: Build rapport (get to know the person better showing a genuine interest in them).
- Ask if they have any questions that have come to mind since you met with them.
- Have the person use the Bible or the Bible you brought. Don’t assume they are familiar with their Bible. Show them the Table of Contents.
- Be careful not to teach or preach, but let the person discover the Word for themselves.
- Try to do one lesson a week for 5 weeks or whatever length of your follow-up material is. To use the Cru follow-up material you can download it at: www.hliclosangeles.org. Lessons in the Cru material include
 1. **Confidence**--helping the new believer have assurance of salvation in their new relationship with Christ, How to be
 2. **Empowered**—How the new believer can be filled with the Holy Spirit
 3. **Equipped**—How walk in the power of the Holy Spirit
 4. **Forgiveness**—How to continually experience God’s love & forgiveness
 5. **Maturity**—Helping the new believer understand how they can mature in their relationship with Christ.

Follow-up

Opening doors for long-term discipleship

Suggestions to close your visit:

- Make sure they have the booklet and bracelet or other evangelistic material for future reference. Remind them to look over it again after you've left. Be sure to let them know how they can contact you or the church regarding any questions they may have about the bead bracelet/booklet.
- Show them your church information including address, phone number, service and program times, and available ministries.
- As often as possible try to pray with families and write their needs on your prayer/contact card. You can later follow up to these needs through the church.
- Get as much contact information as you can on-site so that you don't have to try and remember those things later. Include the nature of the conversation you had while in the home. This will help your church follow up those who are ready to take the next steps in their spiritual journey.

Ways to maintain contact:

- **Call on the phone** to see how they're doing, to invite them to church activities, and to uncover ways to reach out to them.
- **Visit with them** to encourage and help meet needs. Get together with those who expressed interest in knowing more about your church or about a relationship with Jesus Christ.
- Tell them what **services are available** at your church that can help them meet their needs.
- **Pray!!** Commit to praying for these families throughout the year.
- **Invite them to come to church with you.** They'll feel more comfortable coming with you than on their own. You may even consider picking them up for their first visit.
- **Invite them to a Christmas party** designed to bless their family and to offer the gospel

Follow-up

Helping Cru Inner City by sharing stories and information

Please write down at least one story about a family or individual that was impacted through receiving a box of love this past Thanksgiving. Share with us the joy of a life changed by Christ and the efforts of your outreach into the community! Thank you so very much for helping to make a difference in our city.

Name of person submitting story _____ Phone # _____

Name of Church/Ministry _____ Number of Spiritual Conversations: _____

#of Presentations of gospel (to point of decision): _____ # of Rededications to Christ: _____

of decisions to Receive Christ: _____ # of those who agreed to meet for Follow-Up: _____

Traditional Boxes of Love® Menu that you will be receiving from us in partnership with Pacific Crossroads Church:

- Two 15 ounce cans of green beans
- Two 15 ounce cans of kernel corn
- Two 15 oz cans of fruit cocktail
- One large can of refried beans
- One 1 lb bag of whole dried pinto beans
- One 2 lb bag of rice
- One 15 oz plastic jar of applesauce
- One large box of instant mashed potatoes
- One large package of cookies
- One 46 ounce can of juice
- One Gift card from Ralphs for the meat (\$25)

Boxes of Love® Alternative Menu: (Used in Pico Union For Latinos)

- Rice (large bag)
- Dry beans (large bag of black or pinto. We tried to give Central American families black beans and Mexican families pinto).
- Sugar
- Drink Mix (Kool-Aid or similar)
- Salt
- Peanut Butter
- Maseca
- Pasta
- Spaghetti Sauce
- Abuelita drinking cocoa
- Corn Oil
- \$10 Gift Card