

Before Midnight

The First Evangelists

Desire of Ages, p. 349

Handout #1

“The apostles were members of the family of Jesus, and they had accompanied Him as He traveled on foot through Galilee. They had shared with Him the toils and hardships that overtook them. They had listened to His discourses, they had walked and talked with the Son of God, and from His daily instruction they had learned how to work for the elevation of humanity. As Jesus ministered to the vast multitudes that gathered about Him, His disciples were in attendance, eager to do His bidding and to lighten His labor. They assisted in arranging the people, bringing the afflicted ones to the Saviour, and promoting the comfort of all. They watched for interested hearers, explained the Scriptures to them, and in various ways worked for their spiritual benefit. They taught what they had learned of Jesus, and were every day obtaining a rich experience.

The Principles:

1. You cannot share what you do not know. Spending time with Jesus and knowing Him is essential.

Key Texts: Acts 19:13-18; Jeremiah 9:24

2. Jesus is the One who speaks to hearts, not us.

Key Texts: Hebrews 8:1, 2; Revelation 5:1-7; Acts 2:33; Psalm 133; Romans 2:4; John 6:44; John 16:7, 8

3. The disciples watched for interested hearers.

The disciples didn't try to make people interested; instead, they *watched* for interested hearers. Human beings do not *make* people interested or convert them; rather, they are to search for those God is converting.

Key Texts: 1 Corinthians 2:12-14; Acts 2:5; Acts 8:26-28; Acts 9:13-15; Acts 10:1, 2

4. The disciples explained the scriptures to interested hearers.

Key Text: Luke 24:27

5. The disciples shared their testimony—what they personally knew about Jesus.

Key Texts: Psalm 107:2; Revelation 5:9, 10

6. The disciples grew in faith as a result of participating—they obtained a rich experience.

Key texts: Joshua 3:7-11; Joshua 5:2, 10, 13-15; Joshua 6:6, 7, 16, 19; 1 Thessalonians 4:16; 1 Corinthians 15:52; Daniel 2:34, 35

Before Midnight

How to Find a Bible Study Interest

Handout #2

Easy Ways to Enroll Students

Enrollment Cards & Literature

Simple Ways to Find Bible Study Interests

- Friends & work associates (daily conversations)
- Door-to-door surveys
- Door-to-door (advertising radio & television programs)
- Community programs: cooking schools, heart healthy, etc.
- *Signs* Newsbox
- Enrollment cards

Personal Use of Enrollment Cards

- Insert in envelope when paying your bills
- Insert in greeting cards
- Leave with tip in restaurant
- Travel: leave in hotel room with tip, give to person sitting next to you on an airplane, bus, train, etc.
- Community Services Center
- Give to youth at Halloween when they knock on your door
- Walk down the street and place on doors
- “Free – Take One” box

A Few Suggestions from our *Discover Bible School* Manual

HOW TO USE ENROLLMENT CARDS

Place Directly in People’s Hands: Enroll friends, family, co-workers, neighbors and casual daily contacts using Guide #1 or an enrollment card. Carry enrollment cards and Guide #1 with you all the time. Dedicate a place in your car, home, pocket or purse and keep a supply of enrollment cards and/or Guide #1 handy at all times. Offer to mail the enrollment card for them. Have Sabbath School members take and hand out cards weekly.

Mass Distribution of Enrollment Cards: Enroll people in the *Discover Bible Guides* or another Bible course by a mass distribution of enrollment cards. This can be done either by mass mailing or by door-to-door distribution. Call the Voice of Prophecy (805) 955-7652 (Toll-free: 1-877-955-2525) and our staff will assist you in arranging for mass mailing services. The filled-in cards come directly to your church or to a central address at VOP and are distributed back to your school.

Media and Publications: Enroll interests from all media ministries and interests from enrollment cards placed in publications, such as sharing booklets and magazines (*Signs, Message, El Centinela*, etc.) These names are excellent because they have already developed an interest in spiritual things.

The Church Interest List: Visit those on the church interest list or send an enrollment card with a letter.

Free – Take One Cardholders: Place “Free – Take One” enrollment card holders in strategic

Before Midnight

locations in your community and keep them filled. Possible locations are numerous: professional offices, waiting areas, hospitals, laundromats, convenience stores, restaurants—use your imagination. (Available from the Voice of Prophecy.)

For a Friend: After the Bible School is in operation, one of the most effective methods of increasing enrollments is through current students enrolling their friends in the course. A rubber stamp, which says “For a Friend,” should be ordered and stamped on the front of the cards that are inserted when returning the student’s Answer Sheet. A handwritten “Post-it” note attached to the card, reading “For one of your friends” has proven even more effective. Some schools put an enrollment card in every mailing with the “Post-it” note attached.

HOW TO USE LITERATURE with an Ad Offering FREE Bible Lessons:

Tracts & Pamphlets: There are many excellent pieces of literature that offer not only a biblical message, but also offer FREE Bible Guides. Use the literature in the same way you would the enrollment cards. Some people prefer literature, as it gives the person a mini-Bible study!

Cards in Personal Mail: Enclose an enrollment card or piece of literature with utility, credit card and other payments; and with Christmas, birthday, anniversary and graduation cards, etc.

Signs Newsbox: Place a Newsbox at grocery stores and places of business. Every *Signs* magazine includes a printed ad for the Bible lessons along with an inserted enrollment card.

Sharing Booklets: These are small handout booklets printed by Pacific Press that include ads for free VOP Bible lessons. Other community mailing projects—such as mailing *Steps to Christ*—have printed ads, or you can insert cards for VOP Bible lessons.

Personal Delivery House-to-House: You can increase enrollment through house-to-house visitation using Literature, Survey (see below), *Discover Guide #1* or an enrollment card.

Don’t Forget These Excellent Ways

Social Media: Include ads for *Discover* on your Facebook page, Twitter and Instagram accounts, etc.

Radio Spots: Use radio advertising spots immediately following the Voice of Prophecy broadcast or at other times during the day.

Television Spots: Advertise the Bible course on local Adventist telecasts or cable stations.

Newspaper Ads: Sponsor ads in newspapers, newsletters and local advertiser magazines. Also, an ad in the personal section of the newspaper has proven effective.

Bulletin Board Ads: Place ads on bulletin boards in stores, laundromats and other public places.

Advertising Packets: Mail enrollment cards in cooperative advertising envelopes. Several companies solicit advertising from a number of businesses and include them in one envelope for mailing.

Community Survey: Conduct a door-to-door or telephone survey. Use literature with the survey!

Before Midnight

The First Visit

Handout #3

Visiting Those Who Have Requested a Bible Course Through Enrollment Cards

Basic Principles

- Depend on the Lord. Prepare with prayer and pray before, during and after the visit.
- Your objective is to (1) be brief and to get the person to receive and study the lessons, (2) make an appointment to return, and (3) make friends. Do not argue about anything. Your goal is to build bridges, not walls.
- Know the basics of what you are going to say.
- Dress appropriately.
- Smile when the person opens the door.
- When you knock on the door: Smile, be cheerful! When you knock on someone's door, the person on the other side usually wants to know three things: (1) Who is it? (2) What do they want? (3) How long are they going to stay? You can answer those questions in the first few words at the door by saying, "Hi, I am (Your Name) and this is (visitation partner's name). We are with the *Discover Bible School*. We can't stay long, but we did want to . . ."

Preparing for the Visit

Make a copy of the Bible Study Enrollment Card on a copy machine for your files.

Take the (1) enrollment card the person returned in the mail, (2) a copy of Guide #1 of the Bible Guides the person requested (*Discover*, *Focus on Prophecy*, *Native New Day* or *KidZone*), and (3) a stamped return envelope with your local Bible School address on it. (Have extra enrollment cards and several extra copies of Guide #1 from the set of Bible Guides that you are using.)

The reason we take the actual enrollment card to the door is because the person may have forgotten they mailed it in, and seeing the card helps them to remember. The reason you copy the card before you go to the door is because sometimes the person wants to keep the card, especially if they discover that someone else signed them up for the Bible Guides.

What to Take to the Door with You:

- The Enrollment Card the person sent in requesting Bible Lessons.
- Lesson #1 of *Discover* (or the course they registered for) and Answer Sheet.
- Envelope with your DBS address on it.

You will give the person Lesson #1 and set up an appointment to return the next week. If they say they prefer correspondence by mail, then give them Lesson #1 of *Discover* and the envelope with your DBS address on it.

Tell the person to read through the *Discover Guide* and return only the filled-in Answer Sheet in the pre-addressed envelope (some churches pre-stamp the envelope). Once the Answer Sheet is received, it will be reviewed and sent back to them along with the next Bible lessons. Once the set is completed, the person will receive a diploma/certificate.

Before Midnight

What to Say at the Door

“Hi! I am (your name) with the Discover Bible School. Are you (share the name on the enrollment card)? We received this card, which you sent in requesting the FREE Bible Guides. (Show the person requesting the Bible lessons the enrollment card.)

“I have stopped by to bring you the first Bible Guide and to answer any questions you may have. Do you have a few minutes?”

“The Bible Guide is easy to complete. Simply read through the study guide, the Bible texts are written out to make it easy for you. You can look up the texts in your Bible. At the end is an Answer Sheet, which you can fill out. That is all there is to it! It is very simple and interesting to read.

“What I like to do is leave Bible Guide #1 then come back in a week and review your Answer Sheet with you and discuss any questions you may have. I will also bring you the next Bible Guide. How does that sound to you?”

If the person responds positively, then set up the appointment for the next week. Here are some other responses you may receive, along with answers you can give:

I thought the lessons would come in the mail.

- If they say, “I thought the lessons would come in the mail,” respond by saying, “I usually stop by to explain the process. However, I can send the lesson in the mail or I can come by each week. Which do you prefer?”
- If the person shows some resistance to having you come to their home, arrange to have them return the Answer Sheet to the Bible School by mail. Give the person a return envelope with the *Discover Bible School* address on it. Then tell them that future guides will be sent to them by mail.

Which denomination?

If they ask which denomination is sponsoring the lessons, say, “The lessons are from the Voice of Prophecy radio program sponsored by the Seventh-day Adventist Church. The Voice of Prophecy is one of the oldest radio programs in North America. Some of the favorite topics are included in these Bible Guides.”

I already belong to a church.

If they say, “I am a (religion or denomination), so no thank you,” respond by saying, “These lessons are designed for people of all faiths and are based only on the Bible. Why not try the first couple of lessons? If you don’t like them, you can always stop.”

I did not fill out the card. Not my handwriting.

- If the person says, “I did not fill in the card. That is not my handwriting; I do not want the Bible Guides,” I usually respond, depending upon the circumstances:
“I am already here and many people really enjoy the guides. Why don’t I leave it with you and see how you like it? I will contact you in a week and if you like the Bible Guide, I will give you the second guide. If you do not like the guide, just tell me and that will be OK, too. Does that sound all right to you?”
- If the person says, “No, I do not want it.” I say to them, “OK, no problem, it was nice meeting you. Sorry for the inconvenience. Have a nice evening.”

Prayer

Before Midnight

If it seems appropriate, before leaving, ask the person if you can have a brief prayer with them to ask God to bless them as they study the guides.

“Dear Lord, thank you for Mrs. _____, who has a desire to study the Bible. Help her as she opens Your Word to understand more fully Your plan for the future and her own life. Please bless and guide her. In the name of Jesus, Amen.”

Mailing Letters Prior to First Visit

- **First Letter**
 - a. Identify yourself as the local representative of the Bible School.
 - b. Thank the student for enrolling.
 - c. Tell them that they are being assigned to a local Bible worker who will answer any questions they might have and provide them with their studies.
 - d. Include 1-2 studies with this letter.
 - e. Give them contact information (e-mail, phone, P.O. Box) where they can reach you with questions.
- **Second Letter** (one week, no later than two weeks, after the first letter)
 - a. Personal letter from the Bible Worker.
 - b. Bible Worker introduces himself/herself.
 - c. Thank the student for enrolling.
 - d. Tell them you will be stopping by in the next week or so to answer any questions and better explain the process and studies.
 - e. Offer to bring them a Bible if they don't have one.
 - f. Once again, leave contact info. In the meantime, while they await your visit, tell them they can contact you at (e-mail, phone, P.O. Box).
- **Five Benefits of Sending Letters First**
 - a. Eases the fear of knocking on a stranger's door.
 - b. Eases the fear of your Bible Students having a stranger come to the door.
 - c. Buys the church time (2-4 weeks).
 - d. Students are already 2-4 lessons into the studies during the first door visit.
 - e. Provides the students with an out weeks prior to the first visit.

Before Midnight

Making the Second Visit

Handout #4

The Setting

You received a request from someone for the free *Discover Bible Lessons*. Seven days ago, you visited them at their home and left them lesson #1 of *Discover*. An appointment was established for you to return today and review their completed Answer Sheet and bring them *Discover Lesson #2*.

Unless you have established a personal Bible study appointment in the first visit, when you arrive at the home, there are two possible scenarios that will most likely take place. The person will (a) invite you into their home or (b) not invite you into their home. Which means you will have either a 5-7 minute visit on their front porch or a sit-down 15-20 minutes in their home.

However, if the person has not completed the Bible lesson, you can ask them if they would like you to study the lesson with them. Sometimes they will say “yes.”

Because of the several possible scenarios, you must prepare your Bible study discussion time for all three situations. Keep in mind that the goal is to eventually have an in-home Bible study time together.

Preparing the Bible Study Outline

Steps to Follow:

Step #1: Read *Discover Lesson #1* and fill out the Answer Sheet.

Step #2: Make a three-point outline from the *Discover Guide*.

Step #3: Choose two texts in the Bible lesson to look up in the Bible.

The Outline:

- a. Introductory Remarks
- b. The three points and Bible texts
- c. The conclusion (appeal)
- d. Prayer

Sample Outline for *Discover Lesson #1: We Can Believe in God*

- a. The Introduction
 - Story in lesson: Jim and the atheist—after the birth of his first child, the atheist almost believed in God. (In 1859, Charles Darwin, wrote a book entitled *On the Origin of Species*. Charles Darwin proposed the concept of evolution over the biblical account of creation. However, the Bible says, “In the beginning God created the heavens and the earth.”)
- b. The Body
 - Point #1: Everything designed has a designer. (page 1)
 - Look at the function of the human body (eye) (page 2)
 - Psalm 139:14, “I will praise You, for I am fearfully and wonderfully made...” (page 3)

Before Midnight

Point #2: Everything made has a Maker. (page 4)

- Example given is the universe—the Milky Way & Andromeda. (page 4)
- Psalm 19:1, “The heavens declare the glory of God; and the firmament shows His handiwork...” (page 5)
- “In the beginning God created the heavens and the earth.” Genesis 1:1. (page 7)

Point #3: What kind of a God is He? (page 12)

- God created mankind in his image. (page 12)
 - Why? For a personal relationship with Him.
- Genesis 1:27, “So God created man in His own image; in the image of God He created him; male and female He created them.” (page 12)

Review the Answer Sheet with the student.

- Do you have any questions?
- Is the subject clear to you?

c. Conclusion/Appeal

- There are three texts that I especially appreciated:
 - Abraham and Moses, both men in the Old Testament in the Bible are called “God’s friend.” (page 9)
 - “God is love.” 1 John 4:8. God’s love was so great for the people of this world that He created that He gave His Son to give us eternal life. (page 12)
 - “For God so loved the world that He gave His only Son, that whoever believes in Him should not perish but have everlasting life.” John 3:16 (page 15)
- Appeal: I want to tell God “thank you” for being my Creator and for guiding and directing the universe and my life. As we pray tonight, would you like to tell God “thank you,” too? (Wait for a response.)
- Prayer of commitment: “Father, (name of student) and I would like to tell You “thank you” for creating this world for us to enjoy and for a relationship with You. We ask for You to help us to understand the Bible and to grow in knowing You better. We ask this in the name of Jesus, Amen.”

Before Midnight

Prayer as Foundation

Handout #5

1. Luke 24:13-31

2. *Desire of Ages* (pp. 800.2 - 800.4)

a) During the journey the sun had gone down, and before the travelers reached their place of rest, the laborers in the fields had left their work. As the disciples were about to enter their home, the stranger appeared as though He would continue His journey. But the disciples felt drawn to Him. Their souls hungered to hear more from Him. "Abide with us," they said. He did not seem to accept the invitation, but they pressed it upon Him, urging, "It is toward evening, and the day is far spent." Christ yielded to this entreaty and "went in to tarry with them." {DA 800.2}

b) Had the disciples failed to press their invitation, they would not have known that their traveling companion was the risen Lord. Christ never forces His company upon anyone. He interests Himself in those who need Him. Gladly will He enter the humblest home, and cheer the lowliest heart. But if men are too indifferent to think of the heavenly Guest, or ask Him to abide with them, He passes on. Thus many meet with great loss. They do not know Christ any more than did the disciples as He walked with them by the way. {DA 800.3}

c) The simple evening meal of bread is soon prepared. It is placed before the guest, who has taken His seat at the head of the table. Now He puts forth His hands to bless the food. The disciples start back in astonishment. Their companion spreads forth His hands in exactly the same way as their Master used to do. They look again, and lo, they see in His hands the print of nails. Both exclaim at once, It is the Lord Jesus! He has risen from the dead! {DA 800.4}

3. Prayer is the key that unlocks the storehouses of wisdom

a) Proverbs 8:22-23

The Lord possessed me (wisdom) at the beginning of His way, before His works of old. I have been established from everlasting, from the beginning, before there was ever an earth.

b) James 1:5

Before Midnight

Establishing a *Discover Bible School*

Handout #6

What is a *Discover Bible School*?

A *Discover Bible School* is a Bible study outreach ministry based in the local church. Church members seek people in their community who desire to study the Bible. The members then give the Bible lessons using one of five choices.

The five choices are:

- One-to-one (personal studies with someone)
- Small groups in the home
- Correspondence Bible School in the local church
- Use of DVDs
- Internet (online Bible School)

What Bible study materials are used?

Along with the Bible lessons and other Bible study materials from the Voice of Prophecy, the church member may use other materials of their choice. It is a team effort. A *Discover Bible School* is flexible and adaptable to your local church's personality and mission.

In other words, blend the *Discover Bible School* with the regular evangelistic thrust of your church. Use the name *Discover Bible School* or *Discover*, or choose a name you like as a spin-off of *Discover*. In addition, let the local members give Bible studies using the methods with which they are most comfortable. VOP will provide assistance in making it all work effectively!

What Resources are available?

- Bible lessons, Bible study/evangelistic DVDs and personal witnessing supplies.
- *Discover Bible School Manual* (The *Discover Bible School Manual* outlines the details of how to organize and operate a *Discover Bible School*. The manual is the result of years of experience with input from thousands of *Discover Bible Schools* across North America.)
- Resource catalog.
- Mass mailing services.
- Telephone consultation to answer your questions.
- A trainer/consultant to come to your church or conference.
- An information website.

Discover Bible School Information Website: The items listed above are posted on this website. You can read and/or download them. Go to: <http://info.bibleschools.com> (username: vop; password: vop).

Steps for Starting a *Discover Bible School* in your Church

- Order a *Discover Bible School* Information Packet from the Voice of Prophecy. (Contains sample materials and how-to-get-started information.)
- Church Board votes to have a *Discover Bible School*.
- Church Board appoints a *Discover Bible School* Coordinator.
- Fill out the Registration Form (contact information, select postal codes.)
- Order Bible lessons and support material.
- Read the *Discover Bible School Manual*.
- Obtain students (enrollment cards, media ministry contacts, etc.)

Before Midnight

Resources

- *Discover Bible School Manual.*
- Bible Lessons (*Discover, Descubra, Focus on Prophecy, KidZone, Native New Day.*)
- Enrollment Cards (One for each set of Bible Lessons.)
- “Free – Take One” Box.
- *Revelation Speaks Peace* DVDs (Shawn Boonstra, presenter.)
- Small Group Bible Lessons.
- Books to assist you in giving a Bible study:
 - *How to Give a Bible Study*
 - *Successful Small Groups*
- Sharing Booklets
 - *The Sign*
 - *Draining the Styx*
 - *Jesus Before Jesus*
 - *Sharper Than a Sword*

For more details, download and print the handout on the website entitled:
Exceptional Sharing, (How to Establish a Bible Study Ministry in Your Church)

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