



The Path to the Soul

Integrating Evangelism and Human Behavior

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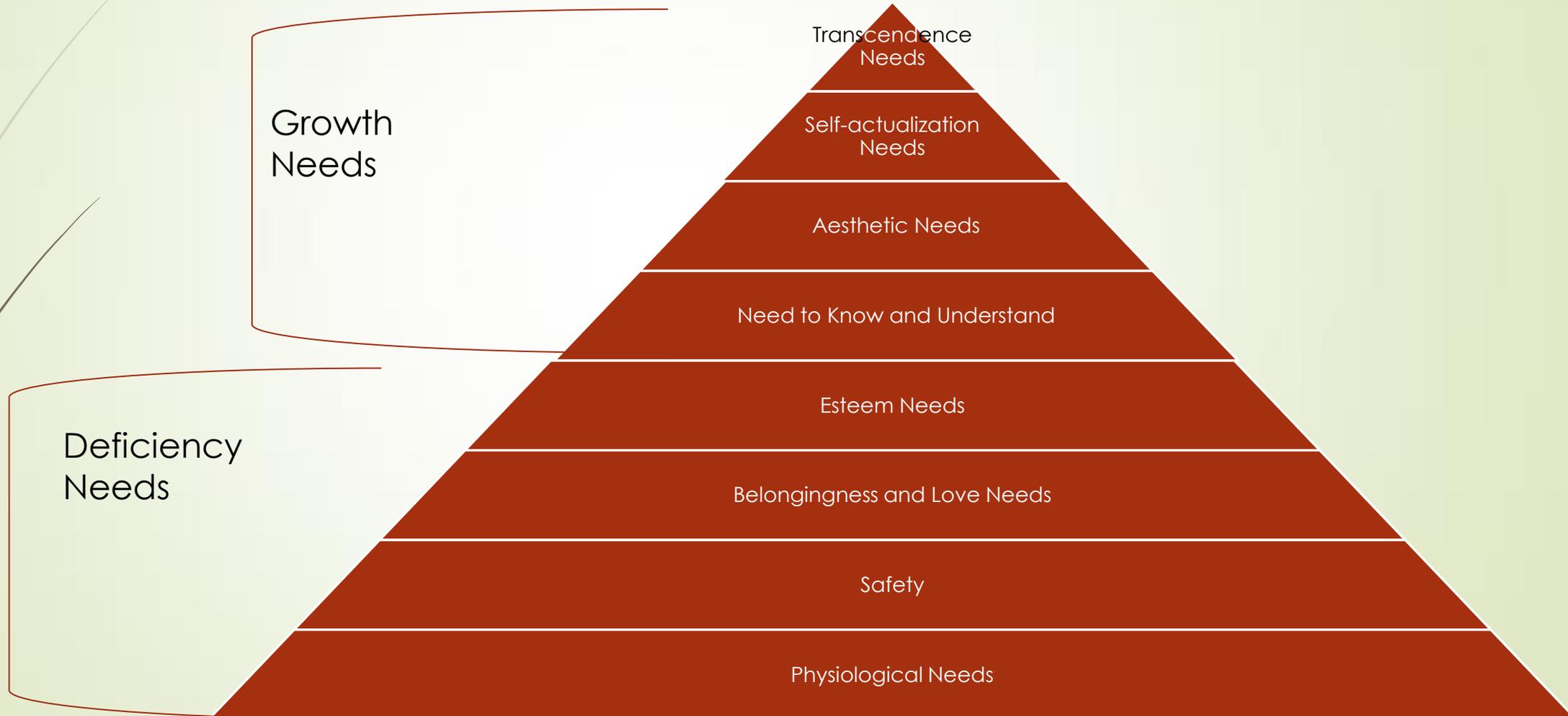
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Why?

- ▶ If we would humble ourselves before God, and be kind and courteous and tenderhearted and pitiful, there would be one hundred conversions to the truth where now there is only one.—Testimonies for the Church 9:189. {WM 86.2}

Maslow's Hierarchy of Human Needs





Evangelism Methods/Human Needs

- ▶ Our evangelism methods will filter those who are targeted to make a decision for Christ and Church membership
 - ▶ If the filter is too fine the targeted persons will not pass through into membership
- ▶ “Truth” is cognitive and thus assumes that the *deficiency needs* have been met
- ▶ Relational qualities (i.e. love, joy, peace, kindness, etc.) serve the deficiency needs of people



Physiological:

- ▶ *hunger, thirst, bodily comforts, etc.*
- ▶ This is the kind of medical missionary work to be done. Bring the sunshine of the Sun of Righteousness into the room of the sick and suffering. Teach the inmates of the poor homes how to cook. “He shall feed his flock like a shepherd,” with temporal and spiritual food.—Manuscript 105, 1898 (A Call to Medical Evangelism and Health Education, 22, 23). {MTC 100.2}
- ▶ In their association with the Master the disciples obtained a practical training for missionary work.... They saw His ministry in healing the sick wherever He went; they heard Him preach the gospel to the poor. In our day, from the record of His life, all must learn His methods of working.—Letter 208a, 1902. {Ev 109.2}
- ▶ **Be proactive in meeting the shelter, food, medical, needs of new interests.**



Safety/security:

- ▶ *out of danger*
- ▶ In Christ the guilty heart has found relief. He is the sure foundation. All who make Him their dependence rest in perfect security. {DA 598.2}
- ▶ Medical missionary work brings to humanity the gospel of release from suffering. It is the pioneer work of the gospel. {MM 239.3}
- ▶ **Leverage resources to attend to the security needs of new interests.**



Belongingness and Love:

- *affiliate with others, be accepted*
- Christ drew the hearts of His hearers to Him by the manifestation of His love, and then, little by little, as they were able to bear it, He unfolded to them the great truths of the kingdom....we should never forget that love, the love of Christ, is the only power that can soften the heart and lead to obedience.—The Review and Herald, November 25, 1890. {Ev 57.3}
- In the courts and lanes of the great cities, in the lonely byways of the country, are families and individuals—perhaps strangers in a strange land—who are without church relations, and who, in their loneliness, come to feel that God has forgotten them. —Christ's Object Lessons, 232, 233 (1900). {Ev 569.1}
- **Build relationships that lead to a sense of belonging for new believers.**



Esteem:

- ▶ *to achieve, be competent, gain approval and recognition*
- ▶ If we wish to do good to souls, our success with these souls will be in proportion to their belief in our belief in, and appreciation of, them. Respect shown to the struggling human soul is the sure means through Christ Jesus of the restoration of the self-respect the man has lost. Our advancing ideas of what he may become are a help we cannot ourselves fully appreciate.—Fundamentals of Christian Education, 280, 281 (1893). {DG 141.2}
- ▶ **Implement discipling to develop gifts of ministry immediately.**



Cognitive:

- ▶ *to know, to understand, and explore*
- ▶ Everywhere the light of truth is to shine forth, that hearts now in the sleep of ignorance may be awakened and converted. In all countries and cities the gospel is to be proclaimed.... {Ev 19.1}
- ▶ The Great Teacher held in His hand the entire map of truth, but He did not disclose it all to His disciples.... There were many things in regard to which His wisdom kept Him silent. As Christ withheld many things from His first disciples, knowing that then it would be impossible for them to comprehend them, so today he withholds many things from us, knowing the capacity of our understanding.—The Review and Herald, April 23, 1908. {Ev 202.2}
- ▶ **Determine that hearers are ready for Truth.**



Aesthetic:

- ▶ *symmetry, order, and beauty*
- ▶ Music should have beauty, pathos, and power. Let the voices be lifted in songs of praise and devotion. Call to your aid, if practicable, instrumental music, and let the glorious harmony ascend to God, an acceptable offering. {Ev 505.1}
- ▶ Although the great truths uttered by our Lord were given in simple language, they were clothed with such beauty that they interested and charmed the greatest intellects.... {Ev 56.2}
- ▶ **Incorporate the art of beauty in Evangelism**



Self-actualization:

- ▶ *to find self-fulfillment and realize one's potential*
- ▶ The intellect must not be allowed to become inactive. The mind must work, else it will become feeble, and will lose the power to think. It is not the length of time spent in acquiring an education that fits a man for a position of influence and responsibility. It is working with earnest effort to cultivate the talents, to wrestle with new problems. God has given us our reasoning powers for a high and holy purpose,—that we may grow in grace and in the knowledge of our Lord and Saviour Jesus Christ. Our faculties were given us to be improved, not to remain unused. {YI August 17, 1899, par. 5}
- ▶ **Train and empower**



Self-transcendence:

- ▶ *to connect to something beyond the ego or to help others find self-fulfillment and realize their potential*
- ▶ All our capabilities and gifts are to be used in the work of saving perishing souls, thus winning others to become co-laborers with Christ. The knowledge and powers that the Lord has given men and women will be largely increased as they work to build up His kingdom.—Manuscript 19, 1910. {Ev 67.2}
- ▶ In all our service a full surrender of self is demanded. {COL 402.3}
- ▶ **Disciple for service**



Wm. James hierarchy

- Material
 - Physiological and safety
- Social
 - Belongingness and esteem
- Spiritual
- James' hierarchy suggests that *Spiritual* needs are predicated upon fulfillment of both Material and Social needs



The Path to the Soul in Soul winning:

- ▶ Starts with the *Material- food, drink, shelter, security*
- ▶ Continues with the *Social- love, belonging, community*
- ▶ Matures in the *Spiritual- self in relation to others, self in relation to God*
- ▶ *If Maslow and James are correct we must walk this path purposefully and strategically*
 - ▶ *Rush ahead by avoiding or ignoring the order of these needs and our efforts will find the disinterested, the preoccupied, and the inattentive.*



The Theology of the Path

- ▶ The Holy Spirit provides the resources to meet the *Deficiency Needs*
 - ▶ *Gifts of the Spirit* include not only the Teaching, Preaching, and Evangelism resources but also
 - ▶ Rom 12: Liberality, Leadership, Mercy, Cheerfulness
 - ▶ 1 Cor 12: Wisdom, Knowledge, Faith. Gifts of Healing, Discerning of Spirits, Tongues
 - ▶ Eph 4; Ministry gifts that result in loving growth
 - ▶ *Fruit of the Spirit* provides the relational context wherein those struggling with needs deficiencies may experience:
 - ▶ Love, Joy, Peace, Longsuffering, Kindness, Goodness, Faithfulness, Gentleness, and Self-control
- ▶ **This assumes intentional collaboration between a unified church and an evangelism initiative.**

Isaiah 58:6-10

- ⁶*Is this not the fast that I have chosen:*
To loose the bonds of wickedness,
To undo the heavy burdens,
To let the oppressed go free,
And that you break every yoke?
- ⁷*Is it not to share your bread with the hungry,*
And that you bring to your house the poor who are cast out;
When you see the naked, that you cover him,
And not hide yourself from your own flesh?
- ⁸Then your light shall break forth like the morning,
Your healing shall spring forth speedily,
And your righteousness shall go before you;
The glory of the Lord shall be your rear guard.
- ⁹Then you shall call, and the Lord will answer;
You shall cry, and He will say, 'Here I am.'
"If you take away the yoke from your midst,
The pointing of the finger, and speaking wickedness,
- ¹⁰ *If you extend your soul to the hungry*
And satisfy the afflicted soul,
Then your light shall dawn in the darkness,
And your darkness shall be as the noonday.