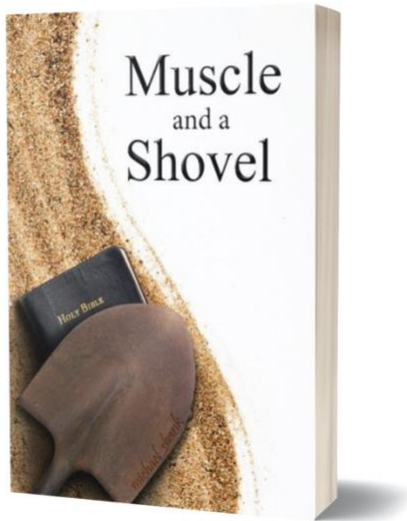


How to Use *Muscle and a Shovel* Effectively



7

Simple Steps for
Greater Success

The Problem? Christians are the most loving, caring, understanding and generous of all people. We offer the greatest gift to all of humanity and do so free of charge. **So why are**

our buildings not bursting at the seams? Why is the body in decline in many areas across the country? Why do we shrink back?

Fear. The adversary's primary tool is fear. Fear of rejection. Fear of mockery. Fear of questions. Fear of not knowing answers to Bible questions. Fear of offending others. Fear of potentially damaging relationships with the gospel. Fear and its tentacles are endless in number and strength.

A Powerful Solution: But Why? *Muscle and a Shovel* is only a tool, but it's a tool that sidesteps our natural fears. It is the gift of the gospel *inside* the story. Randall engages **every reader in a one-on-one Bible study** along the journey in a gentle, subtle way. and most don't realize that they are learning – and Randall is the one conducting the study. He is friendly, patient Christian who dismantles false doctrine, teaches the gospel of Jesus Christ, reveals the church of Christ from the pages of the Bible, kills the Sinner's Prayer and calls the reader to action. All of this happens at the reader's own pace and in the privacy of their own home.

The Goal. The goal is for the lost to read the story in its entirety so that they will be exposed to the 1,000+ Bible scriptures inside. This method seems to increase this goal dramatically.

The power is in the scriptures contained within the story NOT the story itself. The story imports the reader into Mike's shoes and puts the reader in a Bible study with Randall. It is through this portal that the gospel is taught, and the church is revealed.

The Method: Overview. The method can be used with family and friends, but is even more effective with strangers you meet in your daily life. Therefore, you have a method to introduce the gospel to **every soul you meet**.

The method is simple to understand, easy to execute, and can be done anywhere with anyone at any time; however, practice is strongly recommended. Anyone who memorizes the following 7 steps and practices the method three times will be amazed at what can be accomplished – and how truly easy it becomes to usher Randall and the Bible into a home.

The method works because it hinges upon a reciprocal agreement: a gift for an opinion. We want to share the gospel, but what does a lost soul want? They want to be valued. The method, as you will see, provides the mutual benefit for both parties. The ultimate result? The gospel seed and the body of Christ is sown into men's hearts, and God's Word doesn't return void!

7 Simple Steps. Our family/friends circle is limited, but the pool of those we have yet to meet is unlimited. If you choose to share the gospel and **pray each day that the**

Lord lead you, be prepared – He will bring people into your path. God will expand your opportunities beyond your wildest imagination!

1. Pray that God lead you to someone searching: peers, coworkers, at the grocery store, gym, gas station, customers, mail delivery people, those on a hike or trail. Building an awareness that God is leading you and a lost soul together is powerful, but you have to pray, then become aware that you are a beacon in a lost and dark world. When you become conscious of this awareness, God will begin to use you as a tool for His good will.
2. Engage strangers using **F.O.R.M.** (this is something that most people already use without realizing it)

From/Family (Have we met? Where you from? You have family here?)

Occupation (What do you do?)

Reverse (tell them what you do)

Move (move to question: do you believe in God?) If “no”, move on. If “yes” – step 3

3. This is strange, but I've prayed that God lead me to somebody who'd give me their opinion of a book I've read and maybe that's you (get the copy of *Muscle*). Admitting that the situation is strange not only the truth, it almost instantly removes the “strangeness” and awkwardness. It will also cause them to wonder if God is working in their life. We know that all things work together for good to them that love God, to them who are the called according to his purpose. Is this person going to become one of the called?
4. Write your name and phone number in the back cover of *Muscle* while they watch and say, “This story has changed my life and I want another opinion. Would you give me your opinion of this story?” Seeing you write your name and number in the book gives them the feeling that you truly value them, and the act increases the value of the reciprocal agreement.
5. Then ask them for their phone number, write it on the last page (blank) of the book, and tear it out. Pocket their number and hand them the book. This powerful act cannot be quantified or overestimated. Seeing you tear out a piece of the book with their number endears and obligates their opinion. Handing the book to them validates the truth of your proposal.
6. Shake their hand and close with: “I am excited to get your opinion of the story. If I don't hear from you in a couple of weeks, can I call/text you at your number?”
7. Depart and write down their name, number, and the follow-up date (14 days later).

Follow Up. Your follow-up and follow through speaks volumes about you without saying a word. It tells the other person that you genuinely care about them and their

opinion. It states that you are a person of your word, and it holds the benefactor of your gift accountable. You asked them for something of value: their opinion. You gave them the greatest gift: a study of the gospel of Jesus Christ, pointing them to their own Bible.

Text them first if possible. "Hey, this is (your name). Did you get to the end of Muscle and a Shovel?"

The objective is to find out if they started and finished the story. The truth of the matter is this...the honest hearted who read the story to the end and want to obey the gospel will call you! If you find that they haven't read the story but seem sincerely interested in reading it, give them more time. If you find them to be negative or evasive, politely ask if they need more time, but let them off the hook. Tell them that it's no problem and you can pick the book up soon. Some will ask questions and want to meet for a study discussion.

Congratulations! You are sowing the seed of the kingdom!

We Need You. Muscle has been an incredible evangelism tool used by tens of thousands and blessed by the Lord. However, many have given a copy to a lost soul with **no results**. Had we known of this method and had been able to share it with our brothers or sisters, their results might have been more positive.

We want the body to share the gospel in the most positive and effective way possible, helping and edifying all in the process.

You are the key to accomplishing this goal. You are the key in our desire of teaching, training, and edifying the body. Would you share this method of delivery with our brothers and sisters in Christ? If you will, please accept our deep appreciation and gratefulness to God for you, your love, and your coveted assistance.

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