

LOVE PEOPLE

MAKE DISCIPLES





LOVE PEOPLE

MAKE DISCIPLES

Name _____

Congregation _____

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A Letter From the Governing Body

Dear Brothers and Sisters:

Love for God and for people motivates us to “go . . . and make disciples of people of all the nations, baptizing them.” (Matt. 28:19, 20; Mark 12:28-31) Unselfish love is powerful. It can touch the hearts of those who are “rightly disposed for everlasting life.”—Acts 13:48.

In the past, we focused on memorizing presentations and on leaving literature. Now we need to work on improving our conversation skills. We want to show love for others by talking about subjects that interest *them*. That means being flexible and carefully considering each person’s concerns and interests. How will this brochure help us do that?

The brochure has 12 lessons featuring qualities that we need to cultivate in order to show love and make disciples. Each lesson is based on a Bible account in which Jesus or another first-century evangelizer displayed a specific quality in the ministry. The goal is, not to memorize presentations, but to look for ways to demonstrate our love for people. Although each quality is needed for all aspects of our ministry, we will consider how certain qualities are especially needed when starting conversations, making return visits, or conducting Bible studies.

As you consider each lesson, think carefully about how you can demonstrate the quality when speaking to people in your community. Strive to deepen your love for Jehovah and for people. That love, more than any specific technique, will help you reach your goal of making disciples.

We appreciate the great privilege to work shoulder to shoulder with you. (Zeph. 3:9) May Jehovah richly bless you as you continue to love people and make disciples!

Your brothers,
Governing Body of Jehovah’s Witnesses

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1

John 4:6-9



Interest in Others

Principle: “Love . . . does not look for its own interests.”—1 Cor. 13:4, 5.

What Jesus Did

1. Watch the [VIDEO](#), or **read John 4:6-9**. Then consider the following questions:
 - a. What did Jesus observe about the woman before starting a conversation?
 - b. Jesus said: “Give me a drink.” Why was this an effective way to begin the conversation?

What Do We Learn From Jesus?

2. We are more likely to have a good conversation if we start with a topic that interests the other person.



VIDEO: *Jesus and the Woman at the Well*

Imitate Jesus

3. **Be flexible.** Do not insist on starting a conversation on a topic *you* had in mind. Start with something that *others* are thinking about today. Ask yourself:

- a. 'What is in the news?'
- b. 'What are my neighbors, coworkers, or classmates talking about?'

4. **Be observant.** Ask yourself:

- a. 'What is the person currently doing? What might he be thinking about?'
- b. 'What do the person's clothing, appearance, or home tell me about his beliefs or culture?'
- c. 'Is this a good time to talk to the person?'

5. **Listen.**

- a. Don't talk too much.
- b. Encourage the other person to express himself. When appropriate, ask questions.

SEE ALSO

Matt. 7:12; 1 Cor. 9:20-23; Phil. 2:4; Jas. 1:19

2

Acts 8:30, 31



Naturalness

Principle: “A word spoken at the right time
—how good it is!”—Prov. 15:23.

What Philip Did

1. Watch the [VIDEO](#), or **read Acts 8:30, 31**. Then consider the following questions:

- How did Philip start the conversation?
- Why was this a natural way to start the conversation and share a new truth with the man?

What Do We Learn From Philip?

2. If we allow a conversation to develop naturally, it is more likely that the other person will feel at ease and be open to discussing our message.



VIDEO: *Philip Preaches to the Ethiopian Eunuch*

Imitate Philip

3. **Be observant.** A person's facial expressions and body language can reveal a lot. Does the person seem willing to speak with you? You might introduce a Bible truth by simply asking, "Did you know that . . . ?" Avoid forcing a conversation with someone who does not want to talk.

4. **Be patient.** Do not feel that you must introduce a Bible truth immediately. Wait for the right opportunity so that you can bring it up naturally. Sometimes, this may mean waiting until the next conversation you have with the person.

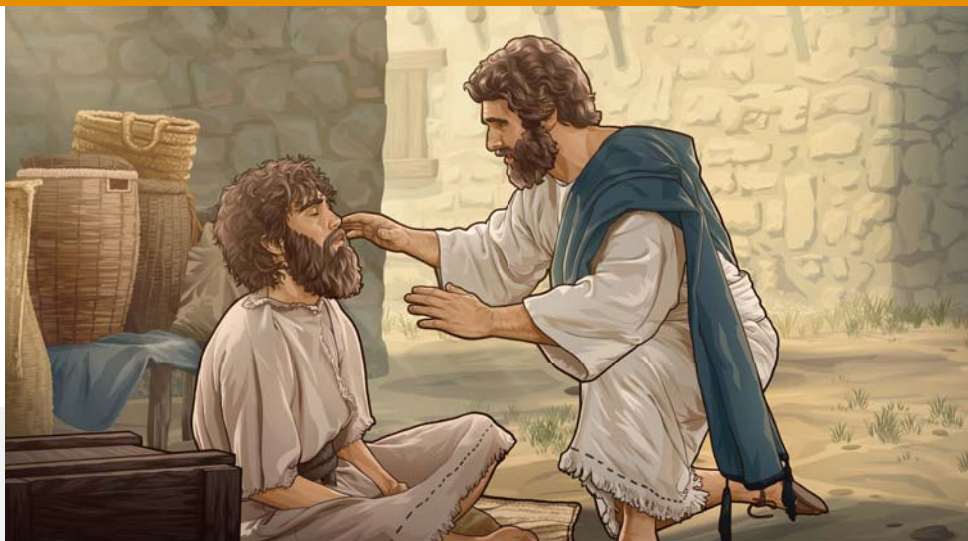
5. **Be adaptable.** A conversation may go in an unexpected direction. So be willing to share something that is *relevant to the person*, even if that means discussing a different Bible truth than the one you had in mind.

SEE ALSO

Eccl. 3:1, 7; 1 Cor. 9:22; 2 Cor. 2:17; Col. 4:6

3

John 9:1-7



Kindness

Principle: “Love is . . . kind.”—1 Cor. 13:4.

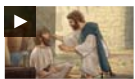
What Jesus Did

1. Watch the **VIDEO**, or **read John 9:1-7**. Then consider the following questions:

- a. What did Jesus do first—heal the blind man or share the good news with him?—See John 9:35-38.
- b. Why might Jesus’ approach have made the man more responsive to the good news?

What Do We Learn From Jesus?

2. A person will be more likely to listen to our message if he senses that we care about him.



VIDEO: *Jesus Heals a Blind Man*

Imitate Jesus

3. **Empathize with the person.** Try to imagine how he feels.
 - a. Ask yourself: ‘What may he be concerned about? What might he find helpful and appealing?’ Doing so will help you to show kindness in a natural and sincere manner.
 - b. Show that you care about what matters to a person by listening. If he tells you how he feels about something or mentions a problem he is facing, do not change the subject.
4. **Speak kindly and respectfully.** When you feel compassion for the person and truly want to help him, it will come through in the way you speak. Choose your words and tone of voice carefully, and avoid saying things that could offend.
5. **Be helpful.** Look for appropriate opportunities to help the person in practical ways. Acts of kindness can open the door to a conversation.

SEE ALSO

Rom. 12:15, 16; Gal. 6:10; Heb. 13:16

4

Acts 26:2, 3



Humility

Principle: “With humility consider others superior to you.”—Phil. 2:3.

What Paul Did

1. Watch the [VIDEO](#), or **read Acts 26:2, 3**. Then consider the following questions:

- How did Paul show humility in the way he spoke to King Agrippa?
- How did Paul draw attention to Jehovah and the Scriptures rather than to himself?—See Acts 26:22.

What Do We Learn From Paul?

2. Our message is more appealing when we present it humbly and respectfully.



VIDEO: *Paul Preaches to King Agrippa*

Imitate Paul

3. **Do not be condescending.** Avoid giving the impression that you know everything and that the other person knows nothing. Speak with him in a respectful way.

4. **Make clear that the Bible is the source of the truths you share.** God's Word contains thoughts that touch people's hearts. When we use it, we are building their faith on the right foundation.

5. **Remain mild.** Do not insist on making a point. We do not want to argue. Show humility by staying calm and knowing when to leave. (Prov. 17:14; Titus 3:2) A mild response may leave the door open for a productive conversation in the future.

SEE ALSO

Rom. 12:16-18; 1 Cor. 8:1; 2 Cor. 3:5

5

Acts 17:22, 23



Tact

Principle: “Let your words always be gracious.”
—Col. 4:6.

What Paul Did

1. Watch the [VIDEO](#), or **read Acts 17:22, 23**. Then consider the following questions:
 - a. How did Paul feel about the false religious practices he saw in Athens?—See Acts 17:16.
 - b. Rather than condemn the Athenians, how did Paul tactfully use their beliefs as a way to share the good news?

What Do We Learn From Paul?

2. People are more likely to listen to us if we carefully choose what we say as well as how and when we say it.



VIDEO: *Paul Preaches to the Athenians*

Imitate Paul

3. **Choose appealing words.** For example, when speaking with someone from a non-Christian background, you may need to adjust the way you introduce the Bible or how you refer to Jesus.

4. **Do not be quick to correct a person.** Allow him to express himself freely. If he says something that conflicts with Bible teachings, resist any urge to argue. (Jas. 1:19) By listening to him, you gain insight into his viewpoint.—Prov. 20:5.

5. **Agree with and commend the person where possible.** He may sincerely believe that his religious beliefs are correct. Build common ground first, and then progressively help him understand what the Bible teaches.

SEE ALSO

Prov. 25:15; 2 Tim. 2:23-26; 1 Pet. 3:15

6

Luke 19:1-7



Boldness

Principle: “We mustered up boldness by means of our God to tell you the good news.”
—1 Thess. 2:2.

What Jesus Did

1. Watch the [VIDEO](#), or **read Luke 19:1-7**. Then consider the following questions:

- Why might some people have avoided Zacchaeus?
- What moved Jesus to share the good news with him anyway?

What Do We Learn From Jesus?

2. We need boldness to preach the Kingdom message impartially.



VIDEO: *Jesus Preaches to Zacchaeus*

Imitate Jesus

3. **Rely on Jehovah.** God's spirit empowered Jesus to preach, and it can empower you too. (Matt. 10:19, 20; Luke 4:18) Ask Jehovah for boldness to preach to those you might find intimidating.—Acts 4:29.

4. **Do not prejudge people.** We may hesitate to approach some people because of their physical appearance, social or economic status, lifestyle, or religious beliefs. But remember:

- a. Jehovah and Jesus can read hearts; we cannot.
- b. No one is beyond the reach of Jehovah's mercy.

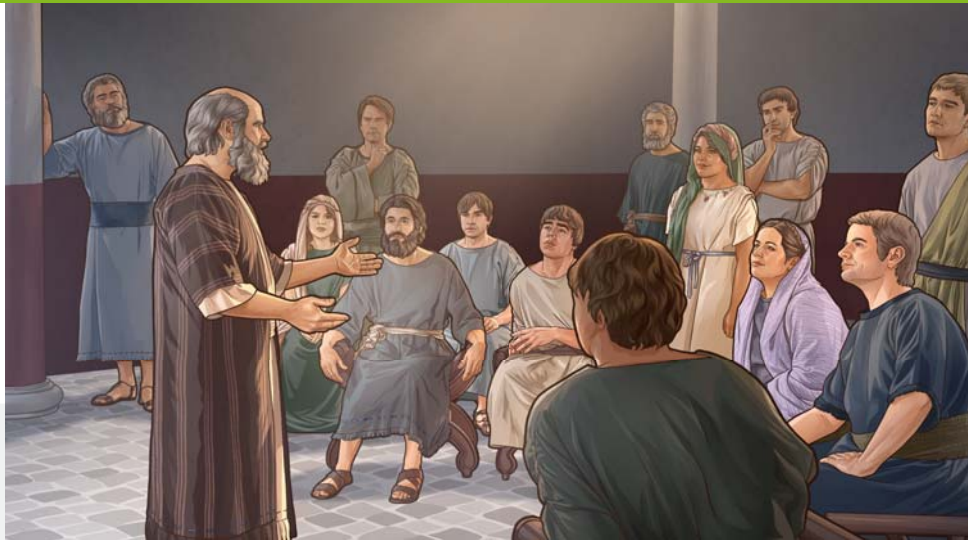
5. **Balance boldness with tact and caution.** (Matt. 10:16) Avoid arguing. Politely end the conversation if the person is unreceptive to the good news or if you feel unsafe.—Prov. 17:14.

SEE ALSO

Acts 4:31; Eph. 6:19, 20; 2 Tim. 1:7

7

Acts 19:8-10



Perseverance

Principle: “They continued without letup teaching and declaring the good news.”—Acts 5:42.

What Paul Did

1. Watch the [VIDEO](#), or **read Acts 19:8-10**. Then consider the following questions:
 - a. Rather than giving up when some opposed him, how did Paul persevere in helping those who showed interest?
 - b. How often did Paul go back to teach these interested ones, and for how long did he do so?



VIDEO: *Paul Perseveres in Ephesus*

What Do We Learn From Paul?

2. We need to invest time and effort to make effective return visits and to start Bible studies.

Imitate Paul

3. **Adapt your schedule to the other person's.** Ask yourself: 'When would I be most likely to contact him? When and where would he be most likely to converse with me?' Be willing to follow up, even if the time is inconvenient for you.
4. **Make an appointment.** At the end of each conversation, try to confirm a specific time when you can speak with the person again. Be sure to keep the appointment.
5. **Remain hopeful.** Do not quickly assume that a person who is rarely at home or is often busy is not interested. (1 Cor. 13:4, 7) Instead, balance perseverance with making wise use of your time.—1 Cor. 9:26.

SEE ALSO

Acts 10:42; 1 Cor. 9:22, 23; 2 Cor. 4:1; Gal. 6:9

8

John 7:3-5
1 Cor. 15:3, 4, 7



Patience

Principle: “Love is patient.”—1 Cor. 13:4.

What Jesus Did

1. Watch the **VIDEO**, or **read John 7:3-5** and **1 Corinthians 15:3, 4, 7**. Then consider the following questions:

- How did Jesus’ brothers initially respond to his message?
- What shows that Jesus did not give up on his brother James?

What Do We Learn From Jesus?

2. We need to be patient because some people take longer than others to respond to the good news.



VIDEO: *Jesus Patiently
Helps His Brother*

Imitate Jesus

3. **Try a different approach.** If the person does not immediately agree to a Bible study, do not pressure him. When appropriate, use videos or articles to help him understand what happens on a Bible study and how he would benefit.

4. **Do not compare.** Each person is unique. If a family member or a return visit hesitates to study the Bible or to accept a Bible teaching, consider why that might be the case. Is he emotionally connected to a particular religious belief? Does he face pressure from relatives or neighbors? Allow time for him to think about what you have said and to appreciate what the Bible says.

5. **Pray about the interested person.** Ask Jehovah to help you remain positive and tactful. Pray for discernment to know when to stop calling on someone who shows little interest.
—1 Cor. 9:26.

SEE ALSO

Mark 4:26-28; 1 Cor. 3:5-9; 2 Pet. 3:9

9

Mark 6:30-34



Empathy

Principle: “Rejoice with those who rejoice; weep with those who weep.”—Rom. 12:15.

What Jesus Did

1. Watch the [VIDEO](#), or **read Mark 6:30-34**. Then consider the following questions:

- a. Why were Jesus and his apostles hoping “to be by themselves”?
- b. What motivated Jesus to teach the crowd?

What Do We Learn From Jesus?

2. Empathy moves us to care about people, not just about our message.



VIDEO: *Jesus Feels Pity for the Crowd*

Imitate Jesus

3. **Listen carefully.** Allow the person to express himself. Do not interrupt him or quickly dismiss his feelings, concerns, or objections. By paying attention, you show him that you care about what he thinks.

4. **Think about the interested person.** Based on your conversations with him, ask yourself:

- a. 'Why does he need to hear the truth?'
- b. 'How would studying the Bible make his daily life and his future better?'

5. **Share information that addresses his needs.** As soon as possible, demonstrate how a Bible study can answer his questions and can help him in practical ways.

SEE ALSO

Rom. 10:13, 14; Phil. 2:3, 4; 1 Pet. 3:8

10

John 3:1, 2



Commitment

Principle: “We were determined to impart to you, not only the good news of God but also our very selves, because you became so beloved to us.”—1 Thess. 2:8.

What Jesus Did

1. Watch the **VIDEO**, or **read John 3:1, 2**. Then consider the following questions:
 - a. Why might Nicodemus have preferred to approach Jesus at night?—See John 12:42, 43.
 - b. By meeting with Nicodemus at night, how did Jesus show that he was committed to making disciples?



VIDEO: *Jesus Teaches Nicodemus*

What Do We Learn From Jesus?

2. We show that we love people by being committed to helping them become disciples.

Imitate Jesus

3. **Study at a time and place convenient for your Bible student.** He may prefer a specific day of the week or time of day. Would he be more comfortable studying at his workplace, in his home, or in a public place? To the extent possible, adjust your schedule to accommodate his needs.

4. **Study regularly.** If you will be away, do not cancel the study session. Instead, consider:

- a. Could you conduct the study at another time that week?
- b. Could you conduct your study over the phone or by videoconferencing?
- c. Could you ask another publisher to conduct?

5. **Pray for the right attitude.** Ask Jehovah for help to remain committed to your student, even if he struggles to study regularly or to apply Scriptural counsel. (Phil. 2:13) Likely your student has many good qualities; pray for help to focus on them.

SEE ALSO

Prov. 3:27; Acts 20:35; 2 Cor. 12:15

11

Matt. 6:25-27



Simplicity

Principle: “Use speech that is easily understood.”
—1 Cor. 14:9.

What Jesus Did

1. Watch the [VIDEO](#), or **read Matthew 6:25-27**. Then consider the following questions:

- How did Jesus illustrate Jehovah’s care for us?
- Although Jesus knew many facts about birds, on what simple detail did he focus? Why was that an effective approach?

What Do We Learn From Jesus?

2. When we teach in a simple way, people will remember what we taught them and we will touch their hearts.



VIDEO: *Jesus Illustrates Our Father’s Care for Us*

Imitate Jesus

3. **Do not talk too much.** Rather than relating all that you know about a subject, focus on the material in the study publication. After you ask a question, wait patiently for your student to answer. If he does not know the answer or expresses a viewpoint that conflicts with Bible teachings, use additional questions to help him reason on the matter. Once your student understands the main point, move on.

4. **Help your student connect new teachings with what he already knows.** For example, before beginning a lesson about the resurrection, you might briefly review what the student has already learned about the condition of the dead.

5. **Use illustrations carefully.** Before using an illustration, ask yourself:

- a. 'Is the illustration simple?'
- b. 'Will my student easily understand it?'
- c. 'Will it help my student to remember the main point —not just the illustration?'

SEE ALSO

Matt. 11:25; John 16:12; 1 Cor. 2:1

12

Mark 10:17-22



Courage

Principle: “Oil and incense make the heart rejoice; so does sweet friendship springing from sincere counsel.”—Prov. 27:9.

What Jesus Did

1. Watch the **VIDEO**, or **read Mark 10:17-22**. Then consider the following questions:

- a. What good qualities might Jesus have seen in the young ruler?
- b. Why did Jesus need both love and courage to counsel the man?

What Do We Learn From Jesus?

2. We need to speak lovingly yet frankly with our students to help them make spiritual progress.



VIDEO: *Jesus Counsels
a Rich Young Ruler*

Imitate Jesus

3. Help your student set and reach goals.

- a. Use the “Goal” feature in each lesson of *Enjoy Life Forever!*
- b. Help your student identify specific steps to reach both short-term and long-term goals.
- c. Commend your student regularly for his progress.

4. Identify obstacles to progress, and help your student overcome those obstacles.

- a. Ask yourself:
 - ‘If my student is not progressing toward baptism, what is hindering him?’
 - ‘What practical help can I offer?’
- b. Pray for the courage to discuss frankly and lovingly what your student needs to do.

5. Discontinue unproductive studies.

- a. Determine whether your Bible study is productive by asking yourself:
 - ‘Is my student applying what he is learning?’
 - ‘Does he attend congregation meetings and share the truth with others?’
 - ‘After studying for some time, does he want to become one of Jehovah’s Witnesses?’
- b. If a Bible student is unwilling to progress:
 - Ask him to consider what may be holding him back.
 - Tactfully explain why you are discontinuing the study.
 - Let him know what progress he needs to make before you will resume the study.

SEE ALSO

Ps. 141:5; Prov. 25:12; 27:6; 1 Cor. 9:26; Col. 4:5, 6

Truths We Love to Teach

Jesus said that honesthearted people will recognize the truth when they hear it. (John 10:4, 27) So whenever we speak to people, we want to share simple Bible truths. Try introducing a truth by asking: “Did you know that . . . ?” or “Have you ever heard that . . . ?” Then use the related scripture(s) to explain that truth. Just sharing a simple Bible truth may plant a seed in a person’s heart, and God can make that seed grow! —1 Cor. 3:6, 7.



THE FUTURE

- 1.** Current events and attitudes indicate a change is near.—Matt. 24:3, 7, 8; Luke 21:10, 11; 2 Tim. 3:1-5.
- 2.** The earth will never be destroyed.—Ps. 104:5; Eccl. 1:4.
- 3.** The earth’s environment will be restored.—Isa. 35:1, 2; Rev. 11:18.
- 4.** Everyone will have perfect health.—Isa. 33:24; 35:5, 6.
- 5.** You can live forever on earth.—Ps. 37:29; Matt. 5:5.



FAMILY

- 6.** A husband should “love his wife as he does himself.”—Eph. 5:33; Col. 3:19.
- 7.** A wife should deeply respect her husband.—Eph. 5:33; Col. 3:18.
- 8.** A husband and a wife should be loyal to each other.—Mal. 2:16; Matt. 19:4-6, 9; Heb. 13:4.
- 9.** Children who respect and obey their parents will succeed.—Prov. 1:8, 9; Eph. 6:1-3.



GOD

- 10.** God has a name.—Ps. 83:18; Jer. 10:10.
- 11.** God communicates with us.—2 Tim. 3:16, 17; 2 Pet. 1:20, 21.
- 12.** God is fair and unbiased.—Deut. 10:17; Acts 10:34, 35.
- 13.** God wants to help us.—Ps. 46:1; 145:18, 19.



PRAYER

- 14.** God wants us to pray to him.
—Ps. 62:8; 65:2; 1 Pet. 5:7.
- 15.** The Bible teaches us how to pray.—Matt. 6:7-13; Luke 11:1-4.
- 16.** We should pray often.
—Matt. 7:7, 8; 1 Thess. 5:17.



JESUS

- 17.** Jesus was a great teacher whose advice always works.
—Matt. 6:14, 15, 34; 7:12.
- 18.** Jesus foretold events we see today.—Matt. 24:3, 7, 8, 14; Luke 21:10, 11.
- 19.** Jesus is God's Son.—Matt. 16:16; John 3:16; 1 John 4:15.
- 20.** Jesus is not God Almighty.
—John 14:28; 1 Cor. 11:3.



GOD'S KINGDOM

- 21.** God's Kingdom is a real government in heaven.—Dan. 2:44; 7:13, 14; Matt. 6:9, 10; Rev. 11:15.
- 22.** God's Kingdom will replace human governments.—Ps. 2:7-9; Dan. 2:44.
- 23.** God's Kingdom is the only solution to mankind's problems.
—Ps. 37:10, 11; 46:9; Isa. 65:21-23.



SUFFERING

- 24.** God does not cause our suffering.—Deut. 32:4; Jas. 1:13.
- 25.** Satan rules this world.
—Luke 4:5, 6; 1 John 5:19.
- 26.** God cares about your suffering.
—Ps. 34:17-19; Isa. 41:10, 13.
- 27.** God will soon end suffering.
—Isa. 65:17; Rev. 21:3, 4.



DEATH

- 28.** The dead are unconscious; they are not suffering.—Eccl. 9:5; John 11:11-14.
- 29.** The dead cannot help us or harm us.—Ps. 146:4; Eccl. 9:6, 10.
- 30.** Dead loved ones will be resurrected.—Job 14:13-15; John 5:28, 29; Acts 24:15.
- 31.** "Death will be no more."
—Rev. 21:3, 4; Isa. 25:8.



RELIGION

- 32.** Not all religions please God.
—Jer. 7:11; Matt. 7:13, 14, 21-23.
- 33.** God hates hypocrisy.
—Isa. 29:13; Mic. 3:11; Mark 7:6-8.
- 34.** Genuine love identifies true religion.—Mic. 4:3; John 13:34, 35.

Should You End the Conversation?

When someone raises a sincere question or concern, we are happy to continue the conversation. We want to speak with people who may be “rightly disposed for everlasting life.” —Acts 13:48.

But what if a person is angry, wants to argue, or does not want to talk right now? Calmly and tactfully end the conversation. (Prov. 17:14) Try to leave on good terms so that the person may be willing to converse with us in the future. —1 Pet. 2:12.



How to Conduct Bible Studies Using *Enjoy Life Forever!*

Much prayerful thought and research went into producing *Enjoy Life Forever!* To take full advantage of this publication, use the following approach when conducting Bible studies.

Before the study

1. Prepare thoroughly. As you do, think about the needs, circumstances, and viewpoint of your student. Try to anticipate points that he may especially need help to understand or apply. Consider how the material in the “Explore” section might help your student, and be ready to use it, as needed, during the study.

During the study

2. Open and close with prayer, unless the student objects.
3. Be careful not to talk too much. Focus on the material provided, and let the student express himself.
4. When starting a main section, read the focus line for that section and highlight a few of the lesson titles.
5. When finishing a main section, use the section review to help your student remember the truths that he has learned.





6. As you study each lesson with your student:

- a. Read the text.
- b. Read all scriptures marked “Read.”
- c. Read other cited scriptures as needed.
- d. Play all videos marked “Play” (if available to you).
- e. Ask the student each question.
- f. Draw attention to the artwork in the “Dig Deeper” section, and ask the student to comment on it.
- g. Use the “Goal” box to help your student track his spiritual progress. You may encourage him to use the sample goal, to set other goals, or both.
- h. Ask your student if he especially enjoyed one of the articles or videos in the “Explore” section when he prepared the lesson.
- i. Try to cover each lesson in one session.

After the study

7. Keep thinking about your student. Pray for Jehovah to bless your student’s progress and to give you the wisdom to know how to help him.