

- no awareness of the Gospel – 7
- fundamentals of Gospel – 6
- implications of the Gospel - 5
- positive attitude – 4
- personal problem recognition - 3
- decision to act - 2
- repentance and faith in Christ – 1

NEW BIRTH

- + 1 water baptism
- + 2 interaction with the Holy Spirit
- + 3 community – small group involvement
- + 4 developing spiritual disciplines
- + 5 stewardship
- + 6 service
- + 7 discipleship of ourselves & others ...

gray [matrix]

In general terms people in the four quadrants display the following:

Quadrant A (bottom left):

- closed toward the Gospel and ignorant of it
- rejecting the message
- unaware of the Gospel and possibly indifferent to it
- possibly opposed toward Christian outreach or evangelism
- hostile or resistant to Christians, evangelism and church activity

Quadrant B (bottom right):

- open toward Gospel and hungry to know more
- accepting the message
- welcoming toward Christians and Christian activity
- a ripe harvest field

Quadrant C (top right):

- born-again Christians -- members of a fellowship of believers
- growing in Christ
- active in the Church
- bringing others to a knowledge of Christ
- demonstrating God's grace at work in their lives through the Holy Spirit

Quadrant D (top left):

- a difficult group who have experienced *conversion* but have been hurt by church or people
- negative toward Christians and the Church
- spiritually 'cold'
- unlikely to be impacted through mass media but patiently and personally brought back into fellowship

