

# HOW TO LIVE ON MISSION

In Your Fraternity or Sorority



Isaac Jenkins



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## Foreword

I believe the college campus is one of the most strategic places in the world to impact others for Christ. Fraternity and sorority houses can be one of the most strategic places on those campuses. Practically speaking, many of the leaders of tomorrow are members of the Greek system. Greek houses are also uniquely connected nationally and even with alumni of all walks of life. In our ministry at the University of Mississippi, our staff assesses our effectiveness on campus through discipleship, evangelism, and community. Let's look at the advantages you have with each of these three in a fraternity or a sorority house.

1. **Discipleship** – After Jesus returns from the resurrection, we see Him share the Great Commission with His disciples in Matthew 28:19-20. *Go therefore and make disciples of all nations, baptizing them in the name of the Father and of the Son and of the Holy Spirit, teaching them to observe all that I have commanded you.*

Growing up, I always thought of this as a mission's verse and thought of it as simply a call to go to the nations. But the more I studied, I realized the calling here is to "Make" and taking it a step further it is to "Make Disciples". That's Jesus instructions to us. As we are going, we are to make disciples.

This could look very different to a lot of people but bringing it down to its simplest form, the Great Commission is a call to discipleship and discipleship is simply teaching others what we know about God and His Word. What better place to do that than in your Greek house? One of the most important qualities for successful discipleship is deep relationships and the ability to truly live life together. At its core, that's what the Greek system is all about.

I encourage you to seek out someone to teach you (a Paul) and seek out someone to disciple (a Timothy). 2 Timothy 2:2 Paul writes, *"and what you have heard from me in the presence of many witnesses entrust to faithful men, who will be able to teach others also."* Do you want to leave a legacy in your house? If so, discipleship is the most effective way to do just that. Look

for someone who is FRAT. A student who is faithful, repentant, available, and teachable. If you are a Junior, look for a freshmen or sophomore that fits this description. If you are a freshmen aim to become a man or woman who would fit this description. Find someone to teach you and find someone to teach. That is how your campus and ultimately this world will be reached for Christ.

That's it. That's our calling as Christians. We are to obey the great commandment to "love the Lord our God with all our heart and with all our soul and with all our mind" while obeying the Great Commission.

2. **Evangelism** – As humans we can't wait to talk to people about the things we love. Whether it's a friend, a sports team, a Netflix show, etc. As Christians, why are we not more eager to share the Good News of Christ with a lost friend or family member? Jesus lived the life we should have lived and died the death we deserved to die to bring us into fellowship with Him. He took on our sin and we gained His righteousness. If Jesus has changed your heart and made you a new creation, there is no better news you can share! I can't think of many better places to share this news than in a fraternity or sorority house.

While in college you will likely find yourself around more non-believers than any other time in your life. In a Greek house, you will naturally have deep relationships with so many people who have never known the grace of God! If you have life changing news like this, I pray you'll share it with your friends that you care for.

Relational evangelism is more effective but Greek houses also give you the opportunity for group evangelism. In the right situations, you could share your faith to a pledge class or maybe even at a chapter meeting. At Ole Miss we have what we call evangelistic Bible studies in every house where the chaplain will take their brothers or sisters through Scripture and make sure the Gospel is clearly communicated. We also have freshmen coed studies where we pair fraternities and sororities together for the purpose of sharing the Good News. While every campus is different, the Greek system allows you many chances to share your faith while in college. You just need to be bold with those chances and leave the results up to God.

3. **Community** – While the goal would be for you to find your deep community through church membership or even a campus ministry that points you to a church, community is a huge part of Greek life.

When I think about this, it brings me to the Sermon on the Mount and Matthew 5:13-16 where Jesus says, *“You are the salt of the earth, but if salt has lost its taste, how shall the saltiness be restored? It is no longer good for anything except to be thrown out and trampled under people’s feet. --- You are the light of the world. A city set on a hill cannot be hidden. Nor do people light a lamp and put it under a basket, but on a stand, and it gives light to all in the house. In the same way, let your light shine before others, so that they may see your good works and give glory to your Father who is in heaven.”*

These are moving words from Jesus but can be challenging when most of your life is spent in a fraternity or sorority house. Jesus is telling us to maintain contact with the world, but to remain in contrast from the world. Given the community that a Greek house creates you have a perfect place to do this. You need to remain in contact with your brothers or sisters as salt. The purpose of salt here is to stop decay and what Christians do is slow the decaying of a sinful world. And where does a light shine the brightest? In a dark place. Your life should be a contrast from the sinful life around you. This isn’t to call others out for their sins, but to show them how much more life-giving a life in the light can be.

It’s with this in mind that this book was written. The vision and practical how-to’s are here for you to begin or continue reaching your fraternity brothers or sorority sisters for Christ. Isaac has a gift for reaching Greeks for Christ and has been doing so for nearly three decades. He has left a legacy in his own chapter in Fayetteville, at Auburn, and for many years at Ole Miss. Prayerfully you can take some of these concepts that he is teaching and apply them to your own house and your own life.

Kyle Cole  
Campus Outreach Director  
University of Mississippi





## **Preface**

Our call as followers of God is to win people to Christ, build them up in their faith, and send them out to minister to others. If you have picked up this book you are, most likely, striving to do that on a college campus and your focus is on fellow students. The Greek system is one of the best places on the campus today to see these ministry objectives carried out.

Many strategies have been attempted over the years; some quite effectively and others memorably but less successfully! While this book is by no means a comprehensive guide to Greek ministry, my prayer is that it will equip you with principles and a mindset for confident and effective laboring in your chapter that will long outlast your time in college.



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## Introduction

Once upon a time on a college campus far far away, an initiated fraternity member had the “grand” idea of making pledges live *in* the fraternity house. This would almost guarantee their attendance at every “work party” as well as make them easily accessible for late-night visits from actives. Unaware of how that decision would affect years of my future, I stepped into this world at the University of Arkansas as a freshman in the fall of 1986.

I attended rush during the summer and received my bid to Sigma Chi the week before school started. Our pledge class moved right into the fraternity house and soon learned that living there, while convenient, was not all it was cracked up to be. If you were not fortunate enough to live with an active/initiated member it became quickly understood that if someone wanted in your room, the best thing to do was get to the door and open it as soon as possible. It didn't matter if you locked your door or not, most of the actives had passkeys to open all the doors. If you bolted yours, you became an easy target for actives looking for a good excuse to kick a door in.

During these six months as a pledge, we had to be out of the house every morning by 7:15 a.m. with our assigned “daily duties” done. Failing in one of our duties resulted in a demerit and more than five demerits would lead to a pledge being kicked out of the fraternity. There were also weekly pledge meetings where we heard from the pledge trainer and received “encouragement from the actives. We were together all the time; involved in the nitty-gritty of each other's lives and as I got to know them I began to realize that beneath their façade of having it all together, they were hurting—even sinking. We all felt that we had the best pledge class on campus (typical for every pledge class on campus) but I began to see that behind the good looks and nice clothes were young men desperately seeking something to truly satisfy them. I began to feel an overwhelming sadness for the spiritual condition of the guys in my chapter.

I had been a Christian for about three years but I had never felt a personal responsibility to step out and try to make a difference in

others' lives. During my first semester in the Sigma Chi house, I noticed Skip Stoelzing, an active who had pledged two years before me and was one of the few solid Christians actively involved in the chapter. He surprised me one day by sharing that he planned on moving *back into* the house to minister to guys the next year. I was still a pledge and couldn't wait to *get out* of the house! Skip was dedicated to the chapter, constantly over at the house, and solid in his character. These combined qualities made him an inspiration to me and a very respected brother.

Neil Tomba was another man God used to challenge me that first semester. Neil was on staff with Campus Crusade for Christ, was not a Greek, was not even from Arkansas and yet he took the initiative to get to know the guys in my chapter and started a Bible study. He ended up helping lead several pledge brothers to Christ. Seeing his commitment helped me see that God wanted to work in my chapter; if I didn't step up to the challenge and step out in faith He would use someone else to draw men to Himself. I began reading the Bible more consistently and I was faced with a decision: was I going to live the Truth of the Bible? Was I going to live as a man who believed what was written on those pages? I knew it was time to sink or swim. I decided to obey what I saw written in scripture *wholeheartedly* and in the second semester of my freshman year began my journey of ministering in fraternity houses. Over the years I have seen some things and I have learned some things that I am hoping will help you be even more effective than me. This book will present basic principles that I have seen work on these campuses and give valuable ideas and resources to help you approach ministry with confidence.

# Chapter 1

## Making Basic Wise Choices

I was once in a meeting where the campus ministry director shared about the composite pictures that hang on the walls of a fraternity house; countless faces from past pledge classes. Bill mentioned that one day while working in the basement of his fraternity house, he saw a huge stack of old photos. He realized that as a new frame was added to the wall upstairs, the oldest composite on that wall would be taken downstairs and left to gather dust. The lesson was a clear one: if Bill did nothing but pay dues, go to chapter and eat at the house, the only evidence of his time there would be his little picture on that composite under dust in the basement. This powerful example took root in my mind and I have never been able to shake it.

The difference between a smart man and a wise man is this: a smart man learns from his own mistakes but a wise man learns from the mistakes of others. I have made plenty of mistakes over the years but I learned from them and that led to fruitful years of ministry! I was smart but you can be wise! I want to save you some trouble and share what I gleaned so you can learn from my mistakes and make wise choices. The earlier you begin to make choices that maximize the moments in your chapter, the greater the possibility for an impact that continues after you are gone.

### ***Know Your Audience***

Remember, these people around you do not know Christ and you have something they desperately need. No amount of dates, drugs, or alcohol will ever fill the void that Christ came to fill. He is the answer to every problem your chapter may have, and this realization will give you the confidence to step out and trust God for big things in your chapter.

Many Christians in sororities and fraternities act as if their Greek brothers and sisters are also Christians. In my years of working with Greek men, I would say almost 90 percent have never heard a clear presentation of the Gospel. If you are actively seeking ways

to make Christ known in your chapter, you will have no trouble finding people who need to hear!

### ***Prioritize Your Personal Growth***

If you want to be effective in your chapter you must continue to grow personally in your relationship with Jesus. God instigated the church as a means for worship, accountability, and growth early on; we are talking about Genesis here! By prioritizing a commitment to get up and go regularly to church *now*, you will build a habit that will affect your life in the present and after you graduate. I believe that less than five percent of Ole Miss students attend church while they are at school. It was no different when I was working at the Univ. of Arkansas. Attending a local church is essential to helping you get the kind of spiritual food you need to leave a legacy that will far outlast your four years in college.

Get involved in a Christian ministry on your campus. It may be small but this ministry can become a tremendous resource for Bible study materials, good books, and great direction in ministry. Staff members are also a great source for dynamic speakers who could come in and speak to pledge classes on various topics. They can also teach you to share your faith more effectively. I used to have a lot of spiritual conversations with guys in the house, but I often left confused as to whether I had said anything that would make an impact. I would spend time with Neil Tomba and watch him share the Gospel; this developed my own skills of evangelism. I learned to listen to where guys' hearts were, speak to their needs, and began to see guys trust Christ.

These big groups will provide great growth opportunities, but it is also important to join a small group with committed people who are serious about their spiritual walk and who keep you accountable. This does not refer to a house or pledge study you are leading! There need to be people in your life (men for men and women for women) who are on the same spiritual page as you and know deeper things about you.

### ***Live For What Matters***

As the ministry in the Greek houses began to grow at Ole Miss, I figured it would be good to get to know the Greek advisor. One



day I went in to meet with him and took along one of my student leaders. We talked for a while before he spoke honestly about his thoughts regarding campus ministries. Every year he had been bothered by campus ministers who drew out Christian students from their chapters and left the rest of the house to “Go to hell”. I could see where he was coming from! It could appear that a ministry’s focus is calling people to, “Come join us and we will become your fraternity.” You will tend to drift that way unless you constantly remind yourself to refocus.

The goal is to equip students to be the most active leaders in their chapter; to be examples and hold offices like President and Pledge Trainer. Over the years stereotypes have disappeared as many ministry leaders have held key offices in their chapters. There have even been several seniors who moved back into their houses so they could influence the younger guys. One year, we had four senior ΣΧ’s move back into their house, just to lead a ministry; this is becoming a unique tradition in that house.

There will be hundreds of options pulling you away from being active in your house. As you grow as a Christian and as a leader on campus, there will be increasing opportunities to distract you from making a difference in your chapter—and yet this is precisely the place where the largest amount of lost people, who know you well, live. The temptation will always be to pad your résumé for the future instead of focusing on your chapter now. I would challenge you to trust God with your future and spend your time now leaving a legacy. I am not saying ignore academics, but I am saying that I believe God will honor your service to Him as you focus on the lost people He has placed around you. By investing a large portion of your time at the house others will know you and grow to respect you. I took this so seriously that my pledge brothers nicknamed me “Active Ike.”

2 Chronicles 16:9 says, “For the eyes of the Lord move to and fro throughout the earth that He may strongly support those whose heart is completely His.” Let’s spend time exploring how you can actively make Christ known in the Greek system as you walk with God and trust the Lord to strongly support you.

## **Σ X At Arkansas**

### **1984—2015**

### **32 years of legacy**

More than 35 guys have been a part of the legacy at Arkansas; answers to prayers raised for these guys before they even pledged.

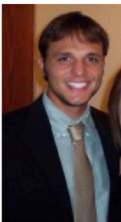
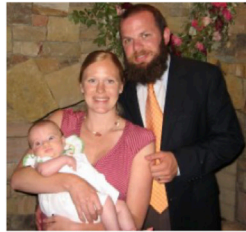
1984	Skip
1986	Darren
1988	Jim, Hunter H., Bill, and Brandon
1989	Jeff and Craig
1991	Jay (VP), Todd (PT), and Gene (APT)
1992	Stephen and Hunter Bo
1994	Brad, Hunter Ba., Benton, and Ben
1995	Nate, Rob, and Ryan
1998	Matt and Brent
1999	Kirk and Stephen
2000	Richard
2001	Ben
2002	Wes, T J, Hunter B., and Brad
2004	Daniel, Nathan, Mason, and Chris
2005	Nate and Stephen
2006	John and Andrew

Over the next five years, the ministry in the ΣX house stopped. Men quit sharing and discipling so the chain ended. But God blessed 20 years of prayers and Student Mobilization sent a staff guy named Blake into the ΣX house. Blake led a freshman pledge, Joe, to Christ. Joe would minister in the house over the next 3 ½ years before joining Stu Mo as staff and going back into the house to minister.

2011	Blake and Joe
2015	Cole
2016	Cain

During my senior year, God brought Hunter Hall to Himself. Hunter disciplined Stephen. Stephen went on to share Jesus with

Hunter Benson. God used Hunter to share the Gospel with guys and a few surrendered their lives to Christ. Hunter disciplined these men to be the next generation of leaders in the house and went on to work with Greeks at M. I. T. What could God do through YOU?





## Chapter 2

### As You Are Getting Started

#### ***Know Your Nos***

Your college years are FULL years and you will be faced with many good opportunities. Do not fall into the temptation of being involved in so many things that you are not effective in anything. Pick one or two areas where you will focus, and spend your time investing there; prioritize and focus on what is important.

If you are in a fraternity you may be facing the question “To be a house boy, or not to be?” I helped out in the Kappa house during my sophomore and junior year, but at the beginning of my senior year, I made a decision not to be a house boy in any of the sororities. Oh, I know eating better food and hanging out with a hundred girls sounds appealing, but I am living proof that fraternity food will not kill you! I have been eating it for over 30 years! Eat meals at your house. The men need to see you around and meals are a key time for fellowship and a way to connect with actives.

Consider not getting too serious in your dating relationships! I am not saying, “Don’t date,” but do not spend so much time dating that you lack time around the men in your house. I look back and realize that I may have wasted valuable time that could have been used in ministry. William McKenzie, a student leader at Ole Miss, served as pledge trainer of Sigma Nu and was responsible for close to 70 guys. He decided to take time off from dating to concentrate on his pledges and direct them to Christ. God honored William’s dedication and *he saw several guys trust the Lord over the course of the year*. He later got back together with his girlfriend and I was blessed to perform their wedding!

#### ***Lay A Foundation of Prayer***

Psalm 127:1 states, “Unless the Lord builds the house, those who build it labor in vain.” We physically go out and share our faith and love our brothers but it is the moving of the Holy Spirit that draws people into a saving relationship. Rooting our ministry in prayer reminds us where our power comes from, whom we are relying on

for boldness as we share, and saving grace for the students we are sharing with.

Through the years, I have seen God work hugely through the discipline of fasting and prayer. Each year our student leaders come together and make a forty-day calendar on which each student prayerfully considers taking a day to fast for our ministry and the upcoming fall. Some students may fast only one day while others may fast one day each week. Students commit by anonymously making a check on the team calendar until each of the forty days is filled.

We also reserve a room in the student union once a week for students to meet during lunch and pray together. We usually cover between 80 and 120 days each year in prayer. That means that each year we are averaging between two and three forty-day fasts as a ministry! I believe that a large reason the numbers involved in our ministry have grown so much each year is a direct result of our students going before the Lord in fasting and prayer.

Another idea for prayer as a chapter is what we call a Jericho walk. At the beginning of a semester, we meet together and walk around our house praying for specific members as well as for the overall spiritual health of our chapter. We would have a Jericho walk each day for seven days and then seven times on the last day. By my senior year, we had around six or seven guys joining us who would walk early in the morning or late at night. While we walked around the house, we prayed for actives by name and asked God to work within our chapter. This was a way of starting the semester trusting that God would work powerfully within our house.

Over the years, I have known men who would meet once a week and walk through their houses stopping by each door and praying for the men sleeping inside each room. These men are acting on their desire to see God work in their chapters!

### ***Live in the Fraternity House***

If it is possible, it is to your advantage to move into your fraternity/sorority house.

As I mentioned earlier, I had to live in my fraternity house as a pledge; I did not live in the house again until my senior year. I know that most seniors move as far away from the fraternity as possible, but what begins to happen is that they only drop by for an occasional meal or a party. When I chose to live in the house, *my senior year proved to be the most influential year of all my time in college!* I saw more happen for Christ in my chapter that year than in the previous three combined. Your senior year is the year that you have the most “pull” in the chapter. It is the year that others respect you the most. Why not use this privilege for the Kingdom?

During my senior year, I had the opportunity to hang out and get to know a lot of the younger actives. Jim and I had become good friends, and I had just decided that it was about time to sit down and share Christ with him when one day he came into my room and asked if we could talk. He told me that he had just gotten some bad news over the weekend. One of his friends had died in a car wreck.

We talked a while and then I asked Jim if he had thought about where he would be right now if he would have died in that car. He answered by saying that he had been thinking a lot about it, so I decided this was the time to share Christ with him. Jim ended up accepting Christ right there on my couch. He became faithful in everything we did in the house and later joined the staff of Campus Crusade! I am thankful I was living in the house and available when Jim went looking to talk about deeper things!

God has you in your chapter for a reason! You may think you are there because you knew the right people or because you look a certain way, but I believe that as a Christian, God placed you in your chapter to make an eternal difference in the lives of certain individuals He will lead your way. I urge you to begin praying and looking specifically for these divine appointments.

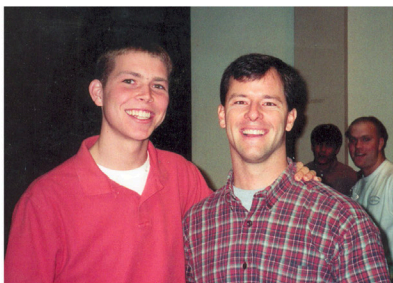
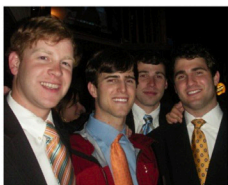
I once heard a Baptist preacher say that if all there was to life was coming to know Christ and waiting for heaven, then when we were baptized we should just ask the preacher to hold our head under the water. This was a humorous but true indictment against Christians

who form a “holy huddle” and do nothing to reach out to the lost around them. There is a real temptation for the ease of spending your time with the other Christians in your chapter. What I see most Christians doing is the more they grow, the more they tend to lose sight of the lost around them and only hang out with people *like* them! Jesus did not do this. He spent a majority of his time with the lost, those who needed Him the most. Living in the house will provide natural and numerous opportunities to see the lost, be with the lost, and influence the lost for eternity.



**Σ N at Ole Miss**  
**1984—2015**  
**23 years of legacy**

1994	Gordon, Denny, David, and Joey
1995	Michael and Raun W
1996—2003	Taylor, Tommy, Brad, Andrew, William, Jonathan, Daniel, Chase, Trey, and Will
2004	Trey, Will, and Ryan
2005	Camp
2006	Brett and Barton
2007	David
2008	Mitchell, McDaniel, Tyler, Jeff, Chase, and Dexter
2009	Jeff, Adam, Ben, Benjamin, Stewart, and Hardy
2010	J.R.
2011	David, Carl, J.G., Taylor, Doug, Corey, Wesley, Jim, Taylor, and B.J.
2012	Drew, Will, and Drew
2013	Conner, Mark, and Buck
2014	Patrick
2015	Chris, Conner, Reid, and Chancellor



## Chapter 3

### Stepping Out to Evangelize

If all you do is stay involved with your house and “act” like a good Christian without actively sharing your faith with others the actives in your chapter will misunderstand salvation. Most will likely assume that they need to be “good” like you and then they will receive their ticket to heaven when they die. Keep them from living a life of frustration and exhaustion that results in separation from God! It is crucial that we actually share our faith. If you discovered a cure for an incurable disease would you keep it to yourself? No, you would want to share it with as many people as possible.

Now don’t go running in like a bull in a china shop! We are trying to go about this wisely, remember! I once knew a staff guy who had just been placed at a major university and was excited about doing Greek ministry. He had been in a fraternity in college and his chapter was on this campus so he felt that would be a good starting point. He walked into the house, met with the president, and shared Christ with him on the first appointment. He didn’t take time to listen and it turned out that the president was Jewish and was offended by the conversation. My friend had the doors close in that house with just one appointment. It would take several years before he could make his way into the house again.

I commend his boldness, but you have to be wise and move purposefully. My rule of thumb is to befriend the actives and move more slowly; meet the pledges and share Christ more aggressively. I reserve evangelism with actives to small group Bible studies and devotionals in Chapter. I try to follow up with every guy who attends a Bible study, and if anyone comes up to me after a devotional, I assumed it might be a divine appointment so I try to meet with them the next day to discuss spiritual things.

#### ***Reaching the Freshmen - Start Small but Think Big***

I chose to use my position as an active to require pledges to meet with me personally. Meeting with these men one-on-one and

sharing Christ with them was such a rewarding experience for me. I would speak in front of each pledge class by the second meeting of the year. During this time I would share my testimony and then have the pledges fill out 3x5 cards answering questions regarding their interest in spiritual things. The catch was that the pledges did not have a choice—they had to meet with me. That's not hazing—that's helping!

In some fraternities, there are three or four actives who split up the entire pledge class (most chapters have name lists) and commit to sharing Christ with every pledge individually. When one of the actives meets with a pledge and he has already met with one of the other three actives, he simply asks him how their time went, but if they have not met with one of these actives, then he shares Christ.

Let's say you are in a sorority. You could ask the girls which fraternity pledge class they would like to invite for a coed study. Always have the coed study at the sorority because guys do not mind coming to a sorority house while some girls feel intimidated walking into a fraternity. If you already have connections into the house a few girls could go over to the guy's pledge meeting and invite them to the study.

Once a fraternity commits, announce the Bible study at the second pledge meeting and try to start it the next day, so that it is fresh in their minds. The longer it takes you to get the study started after you introduce yourself, the less likely it is guys will come. Announce up-front that the study will have a definite starting and stopping point, maybe four or five weeks. After that you can split the studies into two smaller groups divided into guys and girls; the guys' study can then meet back at their house. If you are working with freshmen who do not have a chapter room to hold a meeting, the dorm is just fine; the key is finding a place where those who attend will feel comfortable. I have known actives who will tell the pledges that they will sign their pledge list or pledge book if they attend one pledge Bible study!

Ready to get in front of the pledge class? Here is a breakdown of that first meeting:

1. Give a short talk. One subject that I like to speak to freshmen about is “Being a Well-Rounded Student.” This is a basic talk that emphasizes being balanced in the physical, social, academic, and spiritual areas of one’s life. I mention a little about each area and explain that it was only when I started working on the spiritual areas in my life that I began to experience true joy and happiness. This talk allows you a good opportunity to close with spiritual questions they can answer on the comment card. For example: On a scale of 0 to 100, how interested are you in growing in the spiritual area of your life?
2. Introduce the discussion group (Bible study). Give a few details about which sorority wants us to join them and what topics we will be discussing.
3. Pass out comment cards and have each of them put their name, phone number, and any comments or questions about the discussion group (Bible study.) This is also a good time to ask if they have any spiritual questions that they want to be answered.

\*Keeping the End in Mind: If I can tell from the comment card that a guy is a believer and is interested in what I want to do, I call him that night. I ask him to join me for lunch and then I share my vision for his house. I listen to him, find out his spiritual interest, and then I usually share principles of discipleship. I explain that the study will be geared toward the young Christian or non-Christians. If he has a few other pledge brothers whom he believes are solid, I suggest the idea of us meeting for another Bible study in one of their rooms where we can go a little deeper in the Word. A solid guy in a pledge class is a gem, and I don’t want to lose him. If he comes to the study but feels unchallenged, he may go and find something else.

4. Announce the time of the first Bible study, which should be that same week if at all possible.
5. Follow up the cards in “most interested” order.

I used to share the Gospel in my talks but now I reserve evangelism for my small groups. Feel free to share your testimony and use it to outline exactly how you became a Christian but I have seen very few guys trust Christ through large-group pledge meetings; it is just not a safe place for them to let down their guard.

Now it's time to start the study! I have found that the best times for a new study, dealing primarily with freshmen, is usually one hour before dinner on Monday, Tuesday or Wednesday. You can do one on Thursday but people are usually beginning to think about the weekend. Remember, you want to attract the lost and so you need to make the Bible study available at the best time for *them*.

As I mentioned earlier, I usually like to do coed studies for only four or five weeks and then divide the group. I know that coed groups may work for longer periods with older students but I prefer to split freshmen sooner so they can begin growing together on their own. It is also ideal for a guy and a girl to co-lead the Bible study. As soon as the study splits, the two leaders will be the natural leaders of the new separate studies. Men seem to open up more as they are away from the women and have time to grow together in their walks with God, and the same goes for the women.

People often ask me about Bible studies available to use with Greeks, but I believe that there is no “magic” study that is “THE” answer. Your campus minister, as well as your local Christian bookstore, is full of good ideas. Some of the best studies I have ever led are simply studies where I have walked a group through a book that *they* were interested in. The key is to show them that you are authentic! They are not looking for a bunch of how-to's or how not to's, but instead, they want to see that you care about them and that you are not perfect. We need to be completely open about ourselves for them to open up to us.

Here is what a typical series might look like for one of our coed Bible studies:

1. **Bible study on dating.**
2. **Bible study on “What makes Christianity special or unique?”**

I like to go around the room and have each person tell the denomination with which he or she is most closely associated. I then explain that today we are going to look at what these denominations have in common. I proceed to pass out the Four Spiritual Laws and walk them through. This is a great way to share/clarify the Gospel. I then plan on following up with each guy in the study and my girl leader does the same with each girl.

3. **Bible study on the assurance of salvation/forgiveness of sin.**

I like to take this study and clarify the idea that it is 0% me + 100% Jesus that gives someone salvation.

4. **Bible study on gray areas.**

I let them come up with several gray areas and then look at the passages of scripture that help us make healthy choices. I never give my opinions. I want them to start seeing that the Bible can apply to all areas of life. Romans 14 and 1 Corinthians 8 can give them great guidelines for choices.

5. **Cookout at one of the student's houses or at our house (optional).**

These are by no means the only Bible studies to present. If the students collectively have some sort of church background, you can get by with jumping to the Gospel a little sooner. In other situations, you may want to wait until the fourth study to share the Gospel. The key is to be creative and come up with a schedule that fits your group.

Once I start a coed Bible study, my goal is to meet with each of the freshmen one-on-one and share Christ with them. I may talk to one of the chapter's key leaders and find out when he can come with me so that we can meet with pledges together. Each week I encourage those in attendance to invite other brothers or sisters and I set up appointments with them as well. I meet with each guy and have the female co-leader meet with the girls. I'm "old-school" so I always bring my day planner with me to the study and pass it around. I block off the times that I am available with a pen and have them fill in their names in my open time slots. I have the guys sign up for a time when we can meet and talk about the study. Doing it during the meeting saves time trying to find guys later. If



two guys want to meet together then I will do it, but they usually will not open up as much. I like to share with them individually and then pair them up for follow-up. I will meet with them at the fraternity house or in their room. Do not meet at a restaurant unless they suggest it because there are too many distractions. At a fraternity house, they are on their own turf and you can usually find a room off to the side of the main dining area to sit and talk.

### ***Evangelizing Upperclassmen - Start Big then Go Small***

As I have mentioned before, I befriend the actives and move more slowly toward evangelism as I develop a relationship with a few guys and begin a house study. I have the studies inside the fraternity house if at all possible because more guys are likely to “stumble” upon us and want to join. I like to follow up with every new guy who comes to the study. I introduce myself and ask if he wants to get together so that I can answer any questions he has about what was said. I try to take along my most faithful active as well so he will get to observe me sharing my faith and trust that he will do the same one day with other pledges. A few years ago, through the help of one Phi Delt reaching out and inviting actives to our study, we were able to meet and share Christ every active living in the house!

One thing for sure is that today’s students seem to know little about the Bible. Some of my best studies can be when I simply walk a few guys through a book of the Bible together. We may buy a Bible study at the local Christian bookstore to go along with it. I like to balance my studies with a little outside reading, Bible reading, prayer, and scripture memory. I know that students are busy but books like Master Plan of Evangelism by Robert Coleman and Disciples Are Made Not Born by Walter A. Henrichsen are great books that have shaped my thoughts on how I do ministry.

I tell the guys in my active studies that I hope they will grow as a result of the study but I warn them that I am not into “dead-end” studies. What I mean by this is that I expect them to impart these things to others and that I plan on some of them taking turns to lead the active study as well as the pledge study. I love to continually challenge men to keep the end in mind and step out of their comfort zones.



## ***Evangelism Events - Do Something Big and See God Do Something Bigger***

### Four-House Parties

The strategy is simple. Invite two fraternity pledge classes and two sorority pledge classes over to one of the sorority houses and speak about relationships and dating. It's possible to schedule one round at 8:00 p.m. and then another at 9:00 p.m. allowing eight different houses to be involved! My wife and I have been speakers in the past and spoke for approximately 30 minutes on making relationships last. We expose a large majority of the freshman class to the idea of healthy relationships as well as the ministry.

The goal is not necessarily to share Christ during this time. As a matter of fact, the talk is very light. I include a lot of Biblical principles and only a few verses. The goal is for freshmen to leave saying that their first exposure to campus ministry was positive and that they might try coming to one of our weekly meetings or Bible studies. If you are trying to build a campus-wide movement, you have to do big things and attract large groups to expose them to your ministry.

These four-house parties can be a great time to pass out comment cards if you are looking for a way to follow-up with pledges. I would still encourage you to speak in front of the pledge class for them to see that you are a Christian, but these events can also be a great way to help you see who is spiritually interested.

*If you have very few Greeks coming to your weekly meetings, this is a great way to start a contextualized ministry. Several campuses have seen a lot of success by doing a few of these four-house parties and then starting a once-a-month Greek meeting.*

### Coed Outreach

Several years ago, while I was working at Auburn University, a few of our Greek student leaders from Sigma Chi and Kappa Delta got together and decided to do something different as outreach in their chapter. The Sigma Chi's invited the Kappa Delta's over for dinner. Afterward, they were invited into the living room to ask a panel of peers any questions they wanted about God and religion.

The panel consisted of two girls and two guys from each of the chapters. Each person spent some time researching a few topics like “What about the people who have never heard?” or “Why does God allow bad things to happen to good people?” They used several books including Josh McDowell’s *Evidence That Demands a Verdict* as a resource for looking up topics.

I acted as emcee and allowed anyone to ask a question and I directed it to the panel. I would also rephrase any question that sounded vague so that everyone could understand the question. The meeting was very interesting and no one got upset or out of hand. We passed around comment cards to follow up with men and women who had questions.

Greg was a Sigma Chi and joined us for the evening. He came up to me afterward and mentioned that he had some questions about evolution. The next day we got together and I answered his questions to the best of my ability and then shared Christ with him. Within a few minutes, he said, “It sounds like that the key question here is not whether evolution is right or wrong but whom do I trust to get me into heaven?” Greg decided to trust Christ that day and ended up later attending seminary and now is a pastor of a church. *All of this resulted from a few students simply taking the initiative to have an outreach in their chapter!*

### Cultural Events Outreach

Take advantage of things going on around campus and use holidays to reach out. You might bring in a speaker around Valentine’s Day to speak on relationships and then have them share Christ. One time while I was working at Arkansas, we got the idea to announce during dinner that afterward there would be an informational Bible study on Halloween. I had bought a book at the Christian bookstore, which went into great detail about the origins and history of Halloween and used it to show the spiritual side of the holiday. Our goal was to ultimately share Christ with the actives at the study.

One who attended the study was nicknamed “Wild Bill.” He later said that some of the things that were mentioned during the study

disturbed him and caused him to think deeply about spiritual issues; we had not realized that God was working on his heart. Then about a week later, he came by my room to ask me some more questions about the things that we talked about. I was not in the room, but my fraternity brother, Mark, was sitting on the couch. Mark had just recently come to know Christ and when I returned to my room, it was to find Mark sharing Christ with Bill! Next thing I know Bill was praying to receive Christ! He immediately started coming to every Bible study in the house; he was so faithful! What a joy to see God could use one informational Bible study to completely change a person's life.

### Mass Outreach

In the past, we have joined together with seven different ministries at least once a year to do a large-scale outreach. I met with campus ministers and we proposed a few speakers, voted on one, and then conduct an outreach. When it comes time to have the students fill out a comment card, we have a place for them to mark the ministry with which they are most comfortable or associated. Then we divide up the comment cards among the seven ministries for follow-up.

### ***The Perfect Storm***

After speaking one night at our ministry's weekly meeting, I was approached by a sophomore Sigma Nu, Tommy. During his pledge semester, the pledge trainer had brought the entire pledge class to one of our weekly meetings, and Tommy enjoyed it so much that he kept coming back. On this night he asked if we could talk and so we met the next day for lunch. Tommy was such a nice guy that I, along with the Sigma Nu Crusade leaders, had assumed he was a Christian; I was taken by surprise when Tommy shared that he was attending the school he had always wanted to attend, had joined the fraternity he wanted, and was dating the girl he wanted but that he was extremely unhappy. He said that he would wake up in the morning and not want to get out of bed.

I responded with two questions, known as the "Kennedy questions." I asked, "Tommy, based on your church background, on a scale of 0 to 100, if you were to die tonight, how sure would

you be that you would go to heaven?” Tommy was very unsure so I went on to ask a second question, assuring him that it was purely a hypothetical question, but that his answer would help me know how to help him. I asked, “If you were to die and stand before God and He were to ask you, ‘Why should I let you into my Kingdom?’ What would you say?” Tommy was equally unsure about how to respond to this question so I proceeded to share with him Four Spiritual Laws by Dr. Bill Bright.

After our discussion, he said that he needed to think about all that I had shared with him. I gave him a ride over to one of the sorority houses where he was going to houseboy and left him with one more question. “Who are you trusting to get you into heaven?” I told Tommy that I would love to talk again and planned another time to get together. Well, Tommy later told me that he went to talk to his pastor that same day and after his pastor confirmed everything we had discussed, Tommy left the pastor’s office, walked into the sanctuary, and prayed to receive Christ!

One day we met for lunch and Tommy informed me that he had decided to go into full-time college ministry and that he had stayed up the previous night making a list of all the people he felt would support him. I was excited for him and suggested we start meeting more often with actives and pledges so that Tommy could gain the training necessary to be effective on staff. That Wednesday we shared with two different Sigma Nu’s and made plans to share with a few more the next week.

But things quickly changed. Two days later, while riding in a car to an out-of-town football game, Tommy was involved in a serious car wreck where he was thrown from the car and killed. As a ministry, we were deeply saddened. There was also peace in knowing Tommy was experiencing firsthand the joy of being in the presence of the Lord. I would miss his friendship but his death affected the campus in a way I could never have imagined.

This tragic loss was felt throughout the entire Greek system and our Greek leaders responded by sharing Christ with their peers. Students stood up and shared Christ in front of their entire chapter.

Before Tommy died, he had written out spiritual goals and one was to lead members of Sigma Nu to Christ. I had the opportunity to stand before the chapter, talk about Tommy, and share this evidence of his compassionate heart. Within just a few weeks, we heard of more than 30 students who placed their faith in Christ as a result of Tommy's life and death.

Tommy had also obtained 80 copies of the book More Than a Carpenter by Josh McDowell. He had planned on handing a copy to each of the pledges and requiring them to read it. As a ministry, we decided to build on this idea, and in one afternoon students came together and handed out 6,000 copies of the same book campus-wide; another 2,000 copies would be handed out at a later date.

Author Josh McDowell heard about the movement happening on campus and offered to come to speak at Ole Miss. We only had around three weeks to promote him and simply advertised, "Come out and hear the author of the book Tommy wanted to give to his pledges." We did not give a specific topic and we had around 4,000 people assemble at the coliseum to hear Josh! Equally amazing was that a majority of these students were Greeks! Almost the entire Greek system attended in honor of Tommy.

I had a copy of Tommy's testimony on video and we played it on a big screen after Josh's talk. When it came time to fill out the comment cards, I asked Josh to specifically have the students write out if they had received Christ. I wanted to follow up and make sure these students were serious. We did not have enough pencils or cards to go around and yet more than 220 students wrote out, "I prayed to receive Christ tonight."

I share all this to show you the fruit of faithful living. The influence of a pledge trainer led to a positive experience in a large group ministry meeting. And then personal evangelism led to a salvation experience and was followed up with training and leadership development. This process was used by God, in this case, to influence thousands of students. Years of faithful laboring in these houses had developed the spiritual leaders God used at this unique

time. I heard stories of as many as 13 Kappas, 16 Phi Delts, and 13 Sigma Nus trusting Christ. We never know how God plans to move but when He chooses to work, you want to have key leaders who are confident and prepared to take every opportunity to make Christ known.

## Chapter 4

### **Don't Take My Word For It! Listen to the Officers**

It's been a while since I said it so I'll repeat myself before we go any further: "The difference between a smart man and a wise man is this: a smart man learns from his own mistakes but a wise man learns from the mistakes of others." During my time on staff in campus ministry, I have seen God do amazing things. I have seen many men and women come to know the Lord and hundreds of Greeks involved in Bible study. It's one thing for you to read about my experience but another thing to hear from fellow students who have been actively ministering in their fraternities and sororities. These leaders have had a significant influence and you would be wise to learn from their successes and mistakes.

David, a student at Ole Miss, became a pledge trainer solely to make a difference for Christ. I asked him some of his thoughts on being a leader in the Sigma Chi house and he shared this for all those considering being an officer in their chapter: "During my junior year, I realized I was involved in many things on campus, but I was not having a significant impact anywhere. This is about the time I realized that by focusing on a specific group of people, I could make the biggest difference." It was around this time that David decided to run for pledge trainer. He could have had any position in his house but felt that being a pledge trainer would be the most effective tool in reaching younger men for Christ.

After accepting the position, David soon realized that if he was not careful he would have spent most of his time handling details and not working with people. He decided to delegate simple things so he would be freed up to do more significant things. David chose a group of guys who were committed to helping him with the details so he could concentrate on his top priority: meeting with guys individually and talking with them about spiritual things. During David's pledgship, one of his brothers had been killed in a car wreck and David had not known where he stood spiritually. This motivated David to make sure each of the pledges got to hear a clear presentation of the gospel one-on-one; it was non-negotiable.

He maximized time and challenged three other actives to commit to helping him meet and share Christ with each of the 63 pledges. They did this early in the pledgeship to give them ample time.

David took advantage of opportunities that were already a part of the pledges' schedules. Special events like the pledge retreat provided time with the pledges away from campus and undivided attention. He was also purposeful and used initiation as a time to challenge pledges to think about their spiritual life. Most fraternities and sororities have a spiritual element that can be used to direct people to Christ. Some rituals include the Bible to a point that you could do devotionals in your chapter and use the references to your ritual as a connection!

David felt that it was important to continue hanging out with the pledges on their turf; spending time with them outside of regular meeting times. Building friendships with these younger guys was crucial. During this time, he began to meet regularly with a younger Sigma Chi named Scott. Scott would later respond to David's example and run for pledge trainer with the goal of carrying on the legacy.

Scott had watched David live his life in a way that earned respect. In turn, Scott applied many of the things he learned from David and when I asked him about it he responded, "Since I knew that the pledges were watching my every move, I did everything I could to earn and keep their respect." And the legacy continued when a junior by the name of Joc went on to accept the position of pledge trainer the next fall. The legacy in the Sigma Chi house has truly been amazing and I look forward to seeing how God moves in the future.

As a junior at Ole Miss, Brad was the assistant pledge trainer in Kappa Alpha. When I talked with Brad about his goals for the 50 pledges he was in charge of, he shared collaborative elements in his fall plans. Brad collaborated with other fraternities on campus, requiring each of their pledges to come to at least one campus ministry meeting. This great idea led to several guys being consistently involved as a result.



Brad also led a coed Bible study with Tri-Delt. The Bible study lasted five weeks and then split. The pledges were required to come to the first meeting, and then the choice of continuing was left to them; many pledges continued to come because of the girl factor. He also recruited two male leaders and two women leaders to take turns giving their testimony each week at the start of the study.

On his own, Brad planned to eat lunch with as many of the pledges as possible and get to know them personally. He did share that when he pledged KA no one talked with him about Christ and so he was committed to meeting with each of the pledges and explaining salvation to them. He wanted the guys to know that he cares about them and felt that this was the best way to show them.

Alan was both the Chaplain of Kappa Sig and pledge trainer in his senior year. He said he decided to take on both of these roles because he cared a lot about his chapter and wanted to influence as many guys as possible. Alan had regular time with the 78 men as pledge trainer and as Chaplain hoped to influence a few actives who would in turn influence a few more actives. The ultimate hope is that there will always be men walking with God because Alan stepped up and pointed others in that direction.

Alan shared very specific elements of his plan for ministry including using the ministry staff on campus as a resource to speak to the pledges on time management. He told about meeting with pledges one-on-one and asking them about the spiritual side of their life with the question, "If you were to die tonight, on a scale of 0 to 100, how sure would you be that you would go to heaven?" When a pledge had little assurance, Alan shared how they could have an assurance of salvation. He also took the pledge class to church once a month. By attending a different church each month the guys were exposed to a variety of sound teaching.

Of course, action is crucial but it's imperative to know your "why." Chris served as the Pike President at Auburn University during his junior year and shared that being active in the chapter and being available for the guys placed him in a good position to mediate when a tragedy hit the campus or nation. He hoped that guys would

be encouraged through pledgship as opposed to being drained from the entire process.

Doty Wahrman served as both president and pledge trainer of Delta Gamma at Ole Miss. I asked her about her time and was eager to hear what she had learned as a Christian leader. She shared that when she was a freshman, older girls had invested in her and she wanted to do the same, so she led a study focusing on topics and issues the girls were dealing with currently. She started with basic issues and gradually delved deeper into the Bible. Doty wishes she had done a freshman study the year before and suggests leading studies as soon as you feel ready.

Doty involved more committed freshman girls by asking them to reach out and bring new girls to the coed study held with the Phi Delt pledges. Having the invitation come from fellow pledges caused more men and women to feel welcome.

Doty purposed to live a consistent life that would attract other girls to Christ and gave her testimony in front of the chapter before her term as president had finished. She also joined together once a week with other girls to pray for the freshman class and the Delta Gamma house.

Shelley served as pledge educator for Chi Omega at Mississippi State University and had the privilege of working with 65 girls. One of Shelley's main goals was to meet with all the pledges to see where they were spiritually. She would try to schedule lunch appointments with a few girls at a time. Shelley says that if she could do it over again, she would have tried to motivate the older Christians living in the house to help her!

Shelley hung out in the dorms a lot and tried to make herself available as much as possible. As she met Christians she challenged them to adjust their way of thinking from that of being in a sorority for social reasons to that of being in a sorority for ministry reasons. She, of course, wanted the girls to be very active but to serve with purpose.

Shelley helped put together a large group event and passed out comment cards to follow up with as many of the pledges as they could. She led a pledge Bible study but the content was too deep for non-Christians and mainly Christians attended. She suggests trying out the Song of Solomon tape series led by Tom Nelson.

Suzanne was a pledge educator at the University of Alabama. Although there had previously been little Christian influence in her sorority, things began to change as Suzanne helped start a freshman Bible study. The girls from that study went on to disciple younger girls and pass on a vision for their house.

Suzanne is thankful for the influence of campus ministry in her life. She had campus staff come to her pledge meetings and share with her girls and she went to appointments with staff members to personally learn more about how to share her faith. Suzanne saw involvement with the ministry as a tool to help girls see the “bigger picture” of God working on their campus.

When I first started working at Auburn University, I met a sharp leader in the Chi Omega dorm. Meg was active within our campus ministry and she was also a respected leader within her sorority. Through the years she served as a model pledge, vice president, and finally president in her senior year. I asked her to comment on her time as a leader and influence in her chapter.

Meg shared that one of the main reasons she believes she was elected president was that she always tried to balance having Christian friends and non-Christian friends. Statistics show that when a person becomes a Christian, they alienate themselves from most of their non-Christian friends within two years. If all you do is hang out with Christians then there is really no need to be active. Most Christian Greeks go inactive as they get older because they have no vision for outreach in their chapter. Meg realized that she might never have another opportunity where she would be able to influence so many girls for Christ. She tried to stay as active as she could and lived in the Chi Omega dorm.

I respected Meg’s dedication to helping younger girls as well as living a consistent spiritual walk. I decided that she needed to

keep ministering full-time with girls and I figured that I could help her out by marrying her! We have enjoyed working together with Greeks ever since.

All of this may leave you asking if you need to hold a position in your house to have an influence? The short answer is, “No!” I actually never held any “position” during my four years in Sigma Chi but the issue of importance was that I was active. I remember praying before I approached the pledge trainer fall of my sophomore year. I lived next door to the fraternity house and had decided to speak in front of the pledge class one Monday night during their pledge meeting. I figured that I would tell them my testimony, pass out 3x5 cards, and ask them to write down on a scale of 0 to 100 how sure they were that they were going to heaven if they died. I planned to follow up with those who wrote a low number and explain how they could know God personally and be confident of going to heaven.

At times I doubted whether I was having an influence or making a difference but toward the end of my senior year I was awarded the “senior key,” an award that goes to the most active member in the chapter. Usually, this is someone who holds multiple offices and is generally respected by the chapter as a faithful active. What a blessing to have this affirmation that God used me.

Dawson Trotman, the founder of the Navigators ministry, once said that there are only three things that are going to last: God, His Word, and the souls of men. These three things should be the motivation for all we do. As you lead, it can be easy to want to control a lot of things; learn to pick your battles. 20% of the actives will always like your ideas, 20% will never like your ideas, and the remaining 60% will be open to influence. Do not take things personally but focus on the two or three things you are trying to accomplish. Do not let the smaller issues and details distract you from your main purpose: influencing people for eternity.

**Σ X at Ole Miss**  
**1994—2018**  
**25 years of Legacy**

1994	Bo and Lee
1995	Jody, David, Kevin, Tory, and Clint
1996	Ben, Jonathan, Drew, and Scott
1997—2002	Adam, Jay, Everet, Ned, Will, Joc, and Adrienne
2003	Joel, Jeremy, and Mark
2004	Michael, Wesley, Bentley, Alex, and Tommy
2005	Daniel
2007	Ben
2012	Hugh and Preston
2014	Drew, Ty, Joseph, Conner, Reid
2015	Ramsey, Demetrius, Steven
2016	Isaac
2017	Ross, Land, William
2018	Gray, Zane, Hastings, Jamison



SIGMA CHI  
Commencement  
February 19 & 20, 1999



## Chapter 5

### Discipleship with Greeks

During my first years of walking with the Lord in my fraternity, I spread myself too thin. I was doing lots of good things with multiple guys, sharing my faith with pledges, and leading Bible studies in the house, but I was not very effective. I was given a book by Robert Coleman called The Master Plan of Evangelism and it revolutionized the way I did ministry! The chapter on selection was particularly beneficial to me. I had never grasped Jesus' ministry strategy: He was available to the masses, but he pursued time with the twelve disciples. He selected a few to deeply train and did not spread himself too thin; these few went on to change the world.

Today, I still incorporate those basic ideas into my ongoing ministry. I spend time sowing broadly in two or three houses during the year and work in these houses for four to five years each. I also like to spend key time with just a few men in each house and try to consistently impart vision to them about the influence they can have in their chapter.

#### ***Begin with the End in Mind***

Well-intentioned leaders often lead dead-end Bible studies. Back when I was starting I did without even realizing it. Bible studies with no real goal other than the guys learning a few things about the Bible may pass on knowledge, but when the leader leaves the study will die. I like to start every Bible study with the end already in mind.

I like to begin with the basics and move deeper as we go. There will always be someone who thinks we are starting too basic for him and so I make it clear from the beginning that I want them to know the basics so well that they will easily be able to turn around and teach them to someone else. When leading a study for actives or a discipleship study with older men in the house, I may say, "I hope that you will grow a lot through this study. I also want each of you to be praying about either leading this study in the future or



leading a pledge study.” I will go on to ask a few questions, “When do you think you will be ready to lead a Bible study? Will it be next semester or next fall? What do you need to be doing in your life to prepare you to lead? What do you not need to be doing to be qualified to lead?”

These questions are not to be answered on the spot! I want them to be thinking and considering a call out of their comfort zones. These types of questions help them examine their lifestyles and cause them to think deeply about whether or not their choices reflect Christ as Lord of their lives. These questions communicate value and that I expect big things from them. They will also require some evaluation of themselves to assess if they are truly ready to lead others. When we meet together one-on-one, I will walk back through the questions to discuss what they are thinking. I will explain that they are the guys that are most qualified to have an impact in their chapter, and I want to help them succeed.

### ***The 80-20 principle***

I have a very basic approach to discipleship with Greek men; my underlying strategy is TIME. I structure *key* time with *faithful* guys around the 80/20 principle: I talk about spiritual things 20% of the time with guys and try to spend 80% of our time hanging out and doing things we mutually enjoy. As the discipleship relationship grows, the percentage changes. By the time my key guys are seniors, we may only talk about topics like football and hunting 20% of the time and now ministry in their chapters takes up 80% of the time.

I like to hunt with guys and I love to have guys come over and cook at my house. It is good for them to see me interact with my family and that allows us to have some hang time. My wife loves to go walking or shopping with girls. Students can tell if you are only interested in checking them off a list or if you only see them as an object of your ministry. They want to see that they are valued and cared for as individuals. Sometimes we equate ministry with specific time spent sitting down at an appointment to talk about spiritual things. Hanging out *is* ministry! Relationship is a key



ingredient for life change and it is essential to free your mind of faulty assumptions and expectations.

As your relationships continue you will have opportunities to take people with you to studies, social work, and other activities you participate in. This will give younger guys opportunities to see you modeling both evangelism and Godly living. You can also begin including them in the conversations and give them a safe environment to “get their feet wet.” When they begin to see God use them in other people’s lives it will transform their confidence and understanding of the Truth that God *can* and *will* use them! Most of the men I have seen go on to actively minister in the workplace saw God use them in college.



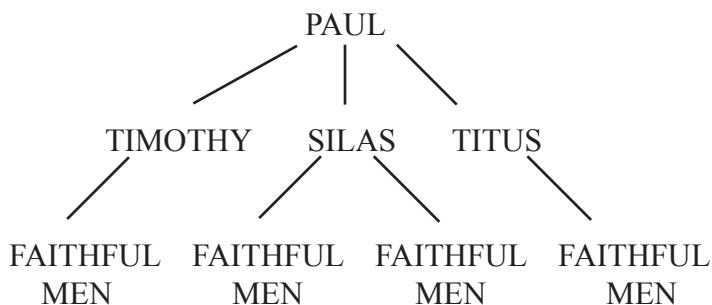
### ***Meeting with potential disciples***

After I have met with someone a few times and know he is a Christian and believe he has leadership potential, I will share with him my vision for discipleship and even write a few things on paper.

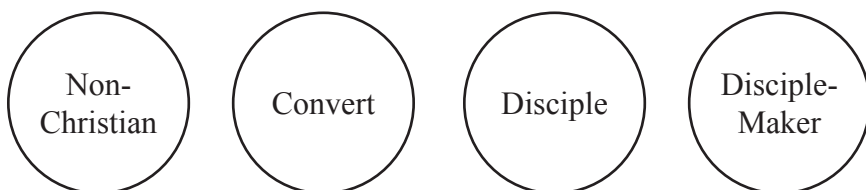
## **1. The II Timothy 2:2 Principle.**

“And the things you have heard me say in the presence of many witnesses entrust to reliable people who will also be qualified to teach others.”

I like to read this verse out loud and then draw it (Figure A). I explain that there are four generations in this one simple verse. Paul taught guys like Timothy, Titus, and Silas and he was asking them to go out and find faithful men who would in turn find other faithful men.

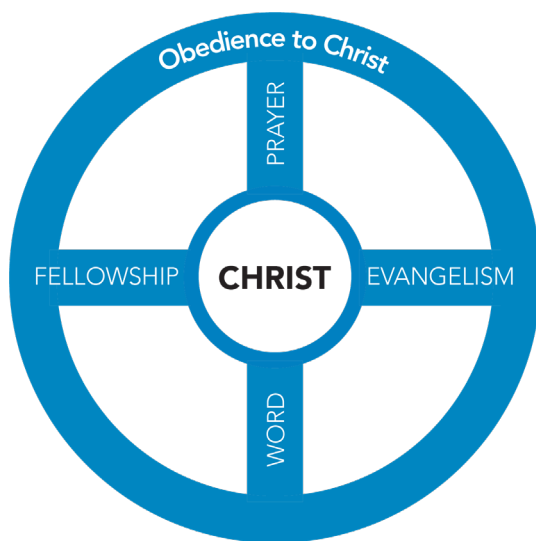
**Figure A**

2. **The Disciple-maker Principle:** I explain that I **know** they will be influencers but I want to help them influence others for Christ. As I draw out four circles I always say that these are **not** spiritual hoops to jump through; this is a tool to help them discern “next steps” when they are helping someone grow. I then explain each circle (Figure B). The Non-Christian is pretty self-explanatory but I clarify that someone who may have trusted Christ ten years ago but isn’t growing or doing anything about it is what I would call a convert. A disciple is one who is reading the Word and growing in his walk. He is seeking out others to help him grow as well. Once he has learned some basic principles of how to share his faith and the Truth he knows, he can be a disciple-maker. I will read to him Matthew 28:18-20 and ask, “Where do you find your disciples?” Those are the first two circles. There are men all over his chapter that are in the first two circles. This is very simple but it helps to show on paper that I am calling him to a deeper challenge—that of knowing Christ as Lord and making Christ known to others.

**Figure B:**

One key aspect of being a leader is discerning the spiritual maturity of your group and then challenging them to move forward. If someone is in the first circle, we want to share Christ with him. If he is in the second circle, we want to challenge him to join us in a Bible study so he can grow and mature spiritually.

3. **The Christ-centered Life:** Sooner rather than later, I am going to want to talk about the Christ-centered life. The key to living a victorious, Spirit-filled Christian life is Jesus Christ as the Center and Lord of all we do. With Christ in control, life is balanced and effective. The Wheel Diagram illustrates this Christ-centered life.



The wheel illustrates the Christ-centered life. As we each mature spiritually, these different areas of our lives will grow and conform us more to the likeness of Christ. Just as the driving force in a wheel comes from the hub, so the power to live the Christian life comes from Jesus Christ the Center. He lives in us in the Person of the Holy Spirit, whose expressed purpose is to glorify Christ. The rim represents the Christian responding to Christ's Lordship through wholehearted, day-by-day obedience to Him. The spokes show the means by which Christ's power becomes operative in our lives. We maintain personal contact with God through the vertical spokes—the Word and prayer. The horizontal

spokes concern our relationship to people—believers through Christian fellowship and unbelievers through witnessing. These topics are covered in depth in *The Blue Book*, published by Campus Outreach. This is a helpful tool for following up with new believers and setting a sturdy foundation for a younger believer.

## Chapter 6

### Taking Greeks to the Nations

And now to expand what it means to keep the end in mind even further! I shared how I approach guys with the Gospel and then attempt to build vision by challenging them to lead studies of their own. But we aren't doing all this for the sake of a fraternity or sorority! We do what we do so *the nations* have the opportunity to say yes to Jesus.

In Revelation 5:9-10 we read, "Worthy are you to take the scroll and to open its seals, for you were slain, and by your blood, you ransomed people for God *from every tribe and language and people and nation*, and you have made them a kingdom and priests to our God, and they shall reign on the earth." God plans for His glory to be known in all the nations and YOU can be a part of that. John piper illustrates our role in his book, Let The Nations Be Glad. Imagine a group of people who pull their boat up to others who are treading water and need to be rescued; they speak the same language and look just like the people in the boat. As they are pulling people into the boat, they hear others yelling in the distance. Some would argue that to row the boat off into the distance to rescue these people who don't look like them and don't even speak the same language is foolish; it costs too much money, takes more time, and the rowers risk their own safety. But our God loves these people too! He has made a way for them and graciously chooses to involve us in His plan! He doesn't want to just save people from my fraternity or my town or my state or my nation! He died for people from all around the world.

After being a Christian for just a year I went to Haiti with my church for a short-term mission trip. Seeing the needs of these people first-hand changed me. My next overseas trip wasn't until four years later and this time I took Darren, one of my pledge brothers, with me for two weeks in Haiti. Our Sigma Chi chapter helped support us! I went to spend two months in Serbia in 1991. I had already started dating Meg at that time and when I came

home I was convinced that a life living overseas was in my future. I shared this with Meg believing she would walk away, but instead she was supportive; we married in November of 1993.

The next year we took 13 students with us to Croatia and began planning to move there and make a new home. I was working with Campus Crusade for Christ at the time and was called to the office to meet with the boss. He talked with me about the opportunity to move to Mississippi and work with the Greeks at Ole Miss and his reasons for believing that Meg and I would make a great fit for the culture of that campus. We had made plans but it looked as though the Lord was directing our steps in a different direction. We followed but committed that if we weren't going to move to another country we would continue to visit them on short-term trips and we would just take people with us! We've done just that! I have been on/lead 37 trips over the years and have taken along approximately 900 Ole Miss students, predominantly greeks.

You wanna go and see firsthand what God is doing in the hearts and lives of people in another part of the world? Grab a friend or two and make a plan! I have found that Spring Break is a good time to plan this kind of trip. Look for an organization to partner with that can help you with logistics and have the expertise of experience. We have partnered with Filter of Hope, out of Birmingham, AL, and have been blessed by aiding in the delivery of clean water into third-world countries like Cuba, Costa Rica, and the Dominican Republic. This organization allows us to meet a physical need, go into people's homes, provide them with the gift of clean water, and then share the gift of the Gospel. During one trip our small team of four distributed and installed 19 filters in 19 homes and we saw 17 decisions for Christ. It was amazing!!

These short-term trips are effective whether the students you take know Christ or not! At one point in ministry, I had been sharing the gospel with a Sigma Chi Pledge who did not come from a church background. I challenged him to go to Cuba with us. On the last day of the trip, after hearing me share the Gospel over and over, he finally understood for himself and surrendered his life to Christ. After lunch that day he went back into the community and

lead a lady to Christ while installing a water filter in her home! It was an amazing day of seeing God's multiplying work in so many people's lives!



In the early morning hours of December 16, 1944, Germany unleashed its last great offensive of World War II. The Allies had begun to retake Europe six months earlier. The general feeling was that the war was almost over and Hitler had only a few soldiers left. The opposite was true. Hitler managed to pull together more than 200,000 men and took the Allies by complete surprise. This military blunder would later be known as the Battle of the Bulge.

Eisenhower presided over the Allied command and was quick to respond. Within two days, he rallied thousands of American and British troops who raced to the front lines to thwart the Germans. As the 101st Airborne, a key battalion for the Allies took their command; they would later report that as they marched toward the front lines, a rush of frightened infantry ran toward them screaming, "Run! Run! They'll murder you! They'll kill you!"<sup>1</sup>

Since D-day, most of the veteran soldiers had been killed or wounded in battle and taken out of the front lines. Most of these screaming, frightened men were hastily trained recruits known as “Replacements.” Despite their desire to serve the Allies, these men were unequipped.

I never want someone to run away from ministering to Greeks because they feel poorly trained or intimidated. I meet students all the time that say they have no idea how to begin a Greek ministry. Some of these students stay as far away from the front lines of Greek ministry as possible for fear of rejection or failure.

1. Steven E. Ambrose, *Band of Brothers*, 176.

Since graduating from Arkansas in 1990, I have been working in full-time ministry. I have had the privilege and honor of working in the Greek system at Auburn University and the University of Mississippi. Over the years, it has been exciting to see hundreds of men and women take the initiative in the power of the Holy Spirit to influence their chapters. I’ve done my best to share with you how to get started! Take these principles and resources and see what God has planned to do in and through you! My hope and prayer are that you will see incredible opportunities around you and step out, wholeheartedly trusting God to do big things in your chapter.



**KA at Ole Miss**  
**1996 - 2021**  
**25 Years of Legacy**

1996	Melissa Kahlstorf Sutherland
1996	Margaret Smith Marquez
1997	Anna Fletcher Dabbs
1998	Laura Thompson Cuthbertson
1998	Margaret Cousley Bravo
1999	Catherine Leech Kahlstorf
2000	Amy Thompson Cole
2001	Anne Brueck Franzen
2001	Megan Wylie
2001	Linda Trewolla
2001	Kimsey Troxler McCormick
2002	Emily McDill Jackson
2003	Jenni Johnson Murray
2003	Shauna Savner McCormick
2004	Amanda Jones Johnston
2004	Mallory Neely Richardson
2004	Carter White Hood
2004	Erika
2004	Berry Huffman
2004	Mary Ellis Kahlstorf
2005	Whitney Gadd Shroyer
2006	Hallie Hooper Bolen
2006	Harper Ferguson
2007	Sarah Hill Davidson
2008	Katie Till Harrison
2009	Caroline Bobinger
2009	Ashleigh Davis Kirby
2010	Keeana Styron Koenig
2010	Ashley Culberson Carley
2010	Mady Kate Cunningham Leblanc
2012	Maison Lowery Littrell
2012	Kristin Banks
2013	Kassey Lundberg Hulsey
2013	Amy Rosenthal Wherley
2015	Hayley Day

2015	Abbey Langley
2016	Hillary Wofford Echols
2016	Mary Holt Mock Dodd
2016	Sara Brochart
2017	Delaney Wallace
2018	Rayne Grimsley
2018	Haleigh Hagemann
2019	Anna Dawson
2020	Reese Hammond
2021	Olivia Bamburg





## **About the Author**

### **Helping You Reach Greeks with the Gospel**

Isaac Jenkins and his wife Meg live in Oxford, Mississippi. Isaac graduated from the University of Arkansas where he was a ΣΧ. He went on staff with Campus Crusade for Christ (Cru) in 1990. He is currently the Greek Ministry Director for Campus Outreach Birmingham and also consults with campus ministers and students all around the nation in taking the Gospel to Greeks. He also ministers in the Greek system at Ole Miss. His wife, Meg, was a ΧΩ at Auburn.

If you have questions about your ministry to Greeks please email Isaac at [Isaac.Jenkins@campusoutreach.org](mailto:Isaac.Jenkins@campusoutreach.org) to set up a time to talk.



