Soul Winning Seminar

Lesson 2:

The Questions

1. We Must Ask
A. Ask questions to get their salvation
" <u>Let the redeemed</u> of the LORD <u>say so</u> , whom he hath redeemed from the hand of the enemy;" — Psalms 107:2
1) We cannot see a person's heart (whether they are saved or not)
2) We can only base their salvation by their testimony (what they say)
B. Christ would often engage in conversation and ask questions
2. We Must Ask Questions
A. Don't ask questions
1) "Are you a Christian?"
2) "Are you a believer?"
3) "Are you born-again?"
4) "Have you accepted Jesus in your heart?"
5) "Do you know if you have a home in heaven?"
B. Our questions need to be directed toward what they
C. Don't be satisfied with vague answers
<u>Example:</u> When we ask people how they know they are on their way to heaven they will often respond with vague answers that do not really tell us what they believe. For example: "Because of my faith" or "Because of Jesus"

D. If they give you a vague answer—ask follow-up questions

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3.	We Must A	Ask a	of	Questions

A. The Introduction

Script:

"Hi, we're coming from Verity Baptist Church, and we just wanted to give you and your family an invitation to church."

- 1) "Do you go to church anywhere?"—This tells us a little bit about their
- 2) "More important than going to church"—This tells them we're not interested in their religion, but we are more interested in their salvation

<u>FYI:</u> I don't like to tell people, "We're not trying to steal you away from church" because that is a lie - if they are in a false religion, we do want to take them away from their church.

B. The Big Question

The Big (First) Question:

"Do you know for sure, if you died today, that you would go to Heaven?"

C. The Follow-Up Questions

1) If they respond as <u>not knowing</u>, then ask the final question

The Final (Fourth) Question:

"If I could show you from the Bible how you could know for sure that you are on your way to heaven, would you be interested in seeing it?"

2) If they respond with a vague salvation testimony, ask a follow up question

The Follow-Up (Second) Question:

"What gives you that <u>assurance</u>?" or "What gives you that <u>confidence</u>?" or "What are you <u>trusting</u> in to get you to heaven?"

<u>FYI:</u> If they respond with the wrong answer, then you can go to the final question by drawing a contrast and saying, "The Bible says that going to Heaven has nothing to do with..." Then go straight to the final question.

3) If they still respond with a vague answer, ask about eternal security

The Follow-Up (Third) Question:

"Do you believe that there is anything that you can do that would cause you to lose your salvation?"

The Final (Fourth) Question:

"If I could show you from the Bible how you could know for sure that you are on your way to heaven, would you be interested in seeing it?

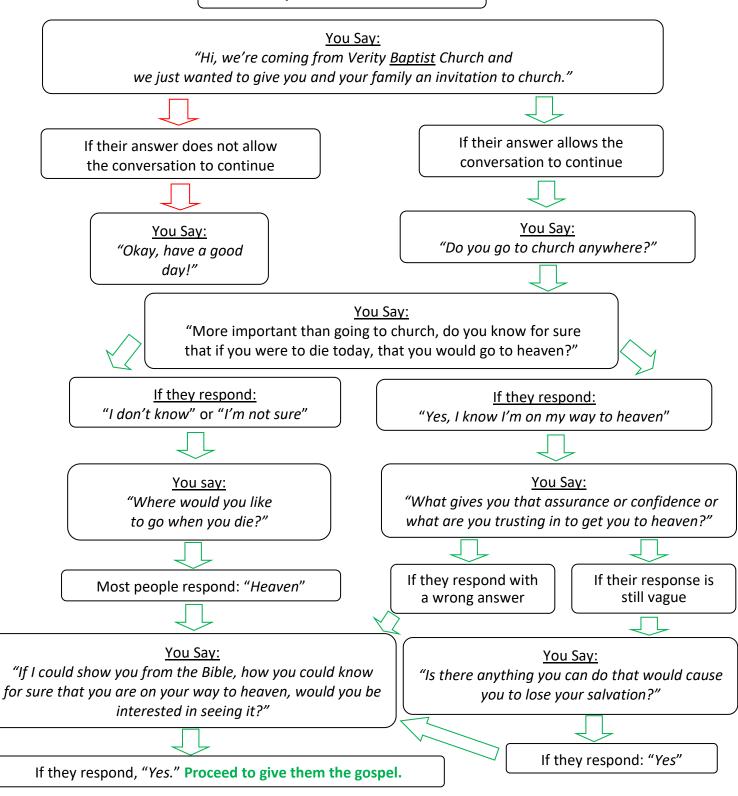
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4. We Must Ask Pro	per Questions	
A. Always get	to give the gospel – do	on't just start
giving the gospel	without asking permission	
Script:		
"If I could show you from the Bible how you	ı could know for sure, would you be interested in	seeing it?"
	your time with someone who is too polut their permission) even though they and not interested!	. ,
BTW: It is a good idea to remember	their name (learn it) and use it through	out the conversation!
B. Don't ask	questions or give the	in the
questions		
Good Example:		
"What are you trusting in to get you to Hea	ven?"	
Bad Example:		
"Are you trusting in Christ alone to save yo	u or in your works?"	

C. In the Gospels Jesus would often ask a series of effective and proper questions to help people learn a truth!

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The Questions Flow Chart



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Notes:				