

## PERSONAL EVANGELISM: Video 3

### ASKING QUESTIONS

**At the outset we need to acknowledge that relatively few people we talk to will want to pray and ask Jesus to save them. Most people really don't care – they don't care about God or the Bible or going to church, and they don't particularly want to engage you in a conversation about it.**

When you do encounter people like that, remember always to be kind, be patient, try to meet them where they are and lead them gently to where you would like them to be. On the rare occasions when somebody is interested, their hearts are prepared and they do want to know the truth, you're going to have a wonderful time with them! In either case, remember that if you are willing to witness, the Holy Spirit is always present and willing to help you.

Perhaps the most important key is to be prepared! Don't treat soul winning as an afterthought. Practice how you would like to approach others with the Gospel. Memorize Scripture verses. Memorize the four steps that lead to salvation. Be sure that when the opportunity presents itself you are ready, you're confident, you're relaxed, and you can enjoy sharing your faith.

But how do you begin a conversation? How do you break the ice? One way is to ask questions. You can do it informally. While just chatting to someone you can turn the conversation to spiritual matters by saying, for example, that you have been reading a very good book that got you thinking about heaven and hell. Then ask what they think about the reality of heaven and hell. Or you can ask what they think about Jesus Christ. (If they ask what book you have been reading you can be honest and say: "It's the Bible. I have found it to be really interesting. Have you read it?")

The point is, you're now talking to someone about an important subject and you can follow the conversation where it leads, always looking for an opportunity to offer more information about Jesus and salvation. You can also use key questions as part of a formal survey when you go knocking on doors to meet people and share the Gospel. (More on this in a later lesson).

Regardless of how you use this approach, the point is that with the help of the ever-present Holy Spirit, the right questions offer a subtle yet powerful way to get people to think about issues that most avoid and will not usually discuss with a stranger. Do not react negatively to what you may hear, do not harshly correct answers, and don't argue. Just listen carefully, watch the "body language" of the other person for signs of doubt or agitation and be ready with your next question. Your purpose is to get the other person at least to think about their spiritual destiny; something most people try to avoid until it's too late. You want to sow a seed – you don't want to drop a bomb! And if you do it right, someone might just pray for salvation at the end of your conversation.

Here are some typical questions you could use:

- **What do you think about religion?**
- **What is your view of Jesus Christ?**
- **In your opinion, what must a person do to be a Christian?**
- **Do you think there is a heaven or a hell?**

Note: If you have gone this far in the conversation, your next question is the most important and you should always preface it with a warning to be sure your

listener thinks carefully about the implications of what you are saying.

- **If you die today, where do you think you will spend eternity?**  
Most people will answer that they don't know, or they aren't sure. Some religious people will say very definitely that nobody can be sure. Your answer in every case is to ask if they believe God loves them, and most will agree that He does. You can then ask:
- **Do you think a loving God would like you to be absolutely sure about the answer to the most important question any person will ever face? Or do you think God wants you to keep guessing?**  
This will lead naturally to your last question:
- **Has anyone ever shown you from the Bible how you can be sure about eternal life in heaven? Or as an alternative you could ask: Do you care that the Bible gives answers to these questions that are different to yours?**

These last questions might well lead you to a presentation of the Gospel. If you're creative, you may come up with better questions. Just be prepared! It will take you a long way as a soul winner.