

# 1 INTRODUCTION

## I INTRODUCTION

- A. Their secular life
- B. Their church background
- C. Our church (their impression)
- D. Testimony - Church and/or Personal

Transition : May I ask you a question ?

### E. Two Diagnostic Questions

- Question 1 - Have you come to the place ...  
1 John 5:13  
May I share ...  
Before I do, let me ask you a second question ...
- Question 2 - Suppose you were to die today ...  
Repeat and confirm answer

Transition (Good News)

# 2 INTRODUCTION

## **Church Testimony express its purpose**

The reason the church is here is to show the reality of eternal life in and through its caring people how they might have life abundantly and eternally ! I feel that we, as the church throughout history, have done an incredibly poor job of conveying that basic message. The result is that there are millions of people in the world today who go to church regularly - good people - who do not have eternal life. I must confess, and this may be true of you also, that I had lived a good many years as a member of a church (or if saved in early childhood, I'm glad that I have eternal life ...), but somehow I had never come to the place of knowing for sure that I could have eternal life. Instead, I had a terrifying fear of death, etc. ...

# 3 MY PERSONAL TESTIMONY

## **Write in central thoughts from your testimony**

If converted as an adult:

1. Before I received ...
2. Then I received eternal life.
3. Now that I have ...
4. It's good to know that when I die ...

If converted as a child:

1. I'm glad that I know I have eternal life because ...
2. It's good to know that when I die ...

## 4 DIAGNOSTIC QUESTIONS

May I ask you a question ?

Two Diagnostic Questions:

Question 1 - Have you come to the place in your spiritual life where you know for certain that if you were to die today you would go to heaven or is that something you would say you're still working on?

(1 John 5:13) "These things I have written ..." May I share with you how I discovered eternal life and how you can know it too?

Before I do, let me ask you a second question ...

Question 2 - Suppose you were to die today and stand before God and He were to say you, "Why should I let you into My heaven ?" what would you say ?

## 5 INTRODUCTION

### 1 John 5:13

"These things have I written unto you ... that ye may know that ye have eternal life, ..." (KJV)

"These things I have written to you ... in order that you may know that you have eternal life." (NASV)

"I write this things to you ... that you may know that you have eternal life." (NIV)

## 6 Five ways to probe for an answer to Diagnostic Question #2

1. What would you say ?
2. That is a profound question and I know that you have no formal dissertation prepared, but what do you think you would say ?
3. All your life you have heard sermons and Bible lessons at church, on radio, and TV; what would you say are the general entrance requirements for heaven?
4. I thought (or most people think) that if we do the best we can, live by Ten Commandments and the Golden Rule, we would get into heaven. Is this what you would say?
5. Then you just really don't know, do you?

## 7 TRANSITION INTO THE GOSPEL

### Good News

Let me be sure I understand what you would say to God. You would say ... (repeat his answer). Is that what you would say?

When we started talking, I thought I might have some good news to share with you, but now that I've heard your answer to this question, I know I have the best news you will ever hear ... That news is ... Heaven is a free gift.

## 8 THE GOSPEL

### Five points with two sub-points each

#### II THE GOSPEL

##### A. Grace

1. Heaven is a free gift
2. It is not earned or deserved

##### B. Man

1. Is a sinner
2. Cannot save himself

##### C. God

1. Is merciful - therefore doesn't want to punish us
2. is just - therefore must punish sin

##### D. Christ

1. Who He is - the infinite God-Man
2. What He did - He died on the cross and rose from dead to pay the penalty for our sins and to purchase a place in heaven for us

##### E. Faith

1. What it is not - Mere intellectual assent Mere temporal faith
2. What it is - trusting in Jesus Christ alone for eternal life

## 9 GRACE

### Heaven is a free gift

### Romans 6:23

"For the wages of sin is death; but the gift of God is eternal life through Jesus Christ our Lord." (KJV)

"For the wages of sin is death; but the free gift of God is eternal life in Christ Jesus our Lord." (NASV)

"For the wages of sin is death, but the gift of God is eternal life in Christ Jesus our Lord." (NIV)

## **10 GRACE**

**It is not earned or deserved**

**Ephesians 2:8-9**

"For by grace are ye saved through faith; and that not of yourselves: it is the gift of God : Not of works, lest any man should boast." (KJV)

"For by grace you have been saved through faith; and that not of yourselves, it is the gift of God; not as a result of works, that no one should boast." (NASV)

"For it is by grace you have been saved, through faith - and this not from yourselves, it is the gift of God - not by works, so that no one can boast." (NIV)

## **11 GRACE**

**It is not earned or deserved**

**Friend's Gift**

No amount of personal effort, good works, or religious deeds can earn a place in heaven for you because eternal life, like any genuine gift, is free. Suppose your best friend (wife, husband, mother, etc.) were to surprise you with an expensive gift and let's suppose your response would be that of immediately digging into your purse or wallet for a couple of bills to help pay for the gift. What an insult that would be! If you pay even a penny, it is no longer a gift. It is the same with eternal life.

## **12 TRANSITIONAL SENTENCE**

**Grace to Man**

Grace

1. Heaven is a free gift.
2. It is not earned or deserved.

This can be seen more clearly when we understand what Bible says about man.

## **13 MAN**

**Is a sinner**

**Romans 3:23**

"For all have sinned, and come short of the glory of God." (KJV)

"For all have sinned and fall short of the glory of God." (NASV)

"For all have sinned and fall short of the glory of God." (NIV)

## **14 MAN**

**Is a sinner**

**Sin Defined**

When we think of sin, many times we think only of robbery, murder, adultery, etc. The Bible tells us that sin is anything that doesn't please God or is a transgression of his law. Anything we do that we shouldn't, like losing our temper or stealing - these are sins of commission. Anything we should do but don't, like failing to pray or read the Bible, or truly love our neighbor - these are sins of omission. There are not only sins in deed but also sins in word and thought like lying, cursing, lust, pride, and hatred. The bible says these are all sins.

## **15 MAN**

**Is a sinner**

**Three Sins a Day Illustration**

Suppose a person sinned only ten times a day or even five or even just three. Why, he would practically be a walking angel! Imagine if no more often than three times a day did he think unkind thoughts, or lose his temper, or fail to do what he ought towards God and man - he would be a pretty fine person, would he not? Even if he were this good, he would still have over 1,000 transgressions a year! If he lived to be the average age of 70, he would have 70,000 violations of the Law of God on his record. Think what would happen to an habitual offender in a criminal court with 70,000 transgressions on his record!

## **16 MAN**

**Cannot save himself**

**Matthew 5:48**

"Be ye therefore perfect, even as your Father which is in heaven is perfect." (KJV)

"Therefore you are to be perfect as your heavenly Father is perfect." (NASV)

"Be perfect, therefore, as your heavenly Father is perfect." (NIV)

## **17 MAN**

**Cannot save himself**

**Omelet with Bad Egg Illustration**

If you were to prepare an omelet with five good eggs and one rotten egg, you couldn't serve it to company and expect it to be acceptable. Even less can we serve up our lives to God, which may have many things in them that men would call good, and yet are filled with deeds and thoughts that are rotten, and expect them to be acceptable to God. Scripture says, "For whosoever shall keep the whole law, and yet offend in one point, he is guilty of all" (James 2:10). If we want to get to heaven by our good works, then all we have to do is be perfect. God's standard is complete obedience to Him for all time. We all fall short of this.

## **18 TRANSITIONAL SENTENCE**

### **Man to God**

Man

1. Is a sinner
2. Cannot save himself

This comes into sharper focus when we look at what the Bible says about God.

## **19 GOD**

**Is merciful -**

**Therefore doesn't want to punish us**

**1 John 4:8b**

"God is love." (KJV)

"God is love." (NASV)

"God is love." (NIV)

## **20 GOD**

**Is just -**

**Therefore must punish sin**

**Exodus 34:7b**

"And that (He) will by no means clean the guilty." (KJV)

"Yet He will by no means leave the guilty unpunished." (NASV)

"Yet He does not leave the guilty unpunished." (NIV)

## **21 TRANSITIONAL SENTENCE**

### **God to Christ**

C. God

1. Is merciful - and therefore does not want to punish us.
2. Is just - therefore must punish sin.

God solved this problem in the Person of Jesus Christ ...

## **22 CHRIST**

**Who He is**

**John 1:1,14**

"In the beginning was the Word (Jesus Christ), and the Word was with God, and the Word was God. And the Word was made flesh, and dwelt among us (and we beheld His glory, the glory as of the only begotten of the Father), full of grace and truth." (KJV)

"In the beginning was the Word (Jesus Christ), and the Word was with God, and the Word was God. And the Word became flesh, and dwelt among us, and we beheld His glory, glory as of the only begotten of the Father, full of grace and truth." (NASV)

"In the beginning was the Word (Jesus Christ), and the Word was with God, and the Word was God. The Word became flesh, and made His dwelling among us. We have seen His glory, the glory of the One and Only, who came from the Father, full of grace and truth." (NIV)

## **23 CHRIST**

**Who He is**

**John 20:28**

Lead into this verse by saying, "When Jesus Christ, after His death rose from the grave, one of His followers named Thomas was so amazed at His victory over death that he cried out,

"My Lord and my God." (KJV)

"My Lord and my God." (NASV)

"My Lord and my God." (NIV)

## **24 CHRIST**

**What He did**

**Record Book of Sin Illustration**

Let's imagine this book in my right hand is a minutely detailed account of my life. Each page details the sin of a particular day; every word I have spoken, every thought that ever crossed my mind, every deed I've ever done.

Here then (hold up the book) is the problem - my sin. (Place book in palm of left hand.) God loves me (point to your left hand) but He hates my sin (point at the book on top of your hand) and must punish it.

To solve this problem, He sent His beloved Son into the world (lift up right hand parallel to the left hand). The Scripture says, "All we like sheep have gone astray; we have turned everyone to his own way; and the Lord hath laid on Him the iniquity of us all" (Is. 53:6). (As you say the words, "laid on Him" transfer the book in one distinct motion from your left hand to the palm of your right and leave in in the right hand.) All of my sin which God hates has been placed on His beloved Son. Christ bore our sin in His own body on the tree (1 Peter 2:24)

## **25 CHRIST**

### **Record Book (continued) and Transitional Sentence From Christ to Faith**

Finally, when the last sin had been paid for, Jesus said, "It is finished!" This is an interesting word in the original text. It is Tetelestai, a commercial word which means, "It is paid; the debt is paid."

When He died, He was buried in a grave for 3 days (put the book on your lap); but He rose from the dead and went to heaven to prepare a place for you and me. Now He offers heaven - eternal life - to you and me as a gift.

Transition: "This gift is received by faith ..."

## **26 FAITH**

### **Key to Heaven**

Faith is the key that opens the door to heaven. You could have a key ring with many keys on it like this.\* They may even look somewhat alike. You could go to the front door of my house and try all of these keys except the right one and they would not open that door. It does not matter how sincere you are in exercising belief that a different key will open the door. The fact is that only the right key will open the door.

The right key to heaven is called faith, saving faith. That is what will open the door to heaven. There is nothing else in the world that will open that door no matter how sincere you are in exercising the practice of belief of something other than saving faith to open the door to heaven. What is saving faith? ...

\* Use actual key ring as an object lesson.

## **27 FAITH**

### **Intellectual Assent Defined Illustration**

Intellectual assent to certain historical facts -

Some people believe in Jesus Christ the same way they believe in Napoleon or George Washington. They believe that He actually lived. He was a real person in history, but they are not trusting Him to do anything for them now.

## **28 FAITH**

### **Is not mere intellectual assent The Devil Illustration**

The Bible says the devil believes in God. Did you know that? The Bible says, "Thou believest that there is one God; thou doest well, the devils also believe and tremble." So believing in God's existence is not what the Bible means by saving faith.



## **29 FAITH**

**Is not mere intellectual assent**

**James 2:19**

"Thou believest that there is one God; thou does well: the devils also believe, and tremble." (KJV)

"You believe that God is one. You do well; the demons also believe, and shudder." (NASV)

"You believe that there is one God. Good! Even the demons believe that - and shudder." (NIV)

## **30 FAITH**

**Temporal faith defined**

**Illustration**

Let me share with you one other thing that people mistake for saving faith. When you have trusted in the Lord for your finances, you could call that financial-faith. You may have prayed and trusted the Lord to take care of your family, you could call that family-faith. You may have prayed and trusted the Lord to give you a safe trip, you could call this traveling-faith. There is one thing all these have in common. They are of a temporary nature. They are temporal. Once your financial needs are met, you no longer need to trust the Lord, once you have safely reached your destination, you don't need to trust the Lord for traveling-faith.

All the things of this world shall pass away. They are temporary. Now many people I find, trust the Lord for all these temporary matters. But saving faith is trusting in Christ alone to save you - eternally.

## **31 FAITH**

**What it is**

**Acts 16:31**

"And they said, "Believe (trust) on the Lord Jesus Christ, and thou shalt be saved, and thy house." (KJV)

"And they said, "Believe (trust) in the Lord Jesus, and you shall be saved, you and your household." (NASV)

"They replied, "Believe (trust) in the Lord Jesus, and you will be saved - you and your household." (NIV)

## **32 FAITH**

**Is trusting Jesus Christ alone for our eternal life**

**Chair Illustration**

You do believe this chair exist don't you? (Point to the empty chair) Yes.

Do you believe this chair would support me if I were to sit on it? Yes.

For the sake of making my point, let the chair where I'm sitting represent me, and this empty chair represent Jesus Christ. For a long time, I believe He existed and could help me. I did not have eternal life because I was trusting in

my own good works to support me into Heaven.

Remember what you said you would say to God if He asked why He should let you into Heaven? You said, "I try to do the best I can" ... Who is the only person referred to in your answer ? "I"

Who were you trusting to get you to Heaven when you said that? Yourself.

To receive eternal life, you must transfer your trust from yourself to Jesus Christ alone for eternal life (sit in empty chair).

## **33 FAITH**

### **Beggar's Hand and Gratitude**

#### **Illustration**

The motive for Christian living is gratitude for the gift of eternal life and faith is the hand of a beggar reaching out to accept the gift of a King. \_\_\_\_ years/months ago this beggar reached out an unworthy hand and received the gift of eternal life. I didn't deserve it then. I don't deserve it now - but I have it. The rest of my life will be like a P.S. to say thank you.

(If possible, use a handy ornate object in the home as "the gift". Hold it in your right hand and when you say, "Faith is the hand of a beggar reaching out ..." reach with the left hand and take the "gift" in it as you complete the illustration.)

## **34 THE COMMITMENT**

### **(Expanded)**

#### III. COMMITMENT

- A. "Does this make sense to you?"
- B. "Would you like to receive the gift of eternal life?"
- C. "Let me clarify ..."

1. Transfer trust
2. Receive resurrected & living Christ as Savior (Rev. 3:20)
3. Receive Christ as Lord
4. Repent

D. "If that is what you really want, I can lead us in prayer and we can tell God what you have just now told me."

1. Pray for him (to understand, repent, and believe).
2. Pray with him (short phrases of the Gospel personalized).
3. Pray for him (for assurance).

#### E. Assurance

"I would like for you to read something that Jesus says about what you have just done." John 6:47

## **35 CLARIFICATION**

### **Receive Christ into the heart**

#### **Revelation 3:20**

"Behold, I stand at the door, and knock: if any man hear My voice, and open the door, I will come in to him, and will sup with him, and he with Me." (KJV)

"Behold, I stand at the door and knock; if any one hears my voice and opens the door, I will come in to him, and will dine with him, and he with Me." (NASV)

"Here I am! I stand at the door and knock. If anyone hears My voice and opens the door, I will come in and eat with him, and he with Me." (NIV)

## **36 ASSURANCE**

### **John 6:47**

"Verily, verily, I say unto you, he that believeth on Me hath everlasting life." (KJV)

"Truly, truly, I say unto you, he who believes has eternal life." (NASV)

"I tell you the truth, he who believes has everlasting life." (NIV)

## **37 IMMEDIATE FOLLOW-UP**

### **Expanded - Outline Form**

A. Partners in Growing

Read "My Spiritual Birth Certificate"

B. The means of growth

C. 7-Day Call Back Appointment

D. Appointment for Church

## **38 IMMEDIATE FOLLOW-UP**

### **Expanded Conversational Form**

Welcome to the family of God! Today is your spiritual birthday! This booklet is for you. Let's look at the first page together. This page we call your spiritual birth certificate. I would like to read it with you.

Is this the response you've just made? The reason for this page is so that in days to come, if a question arises about what God has done in your life, you can turn to this page and review your response to the Gospel. In fact, there is a place here for you to sign to indicate that you are making this commitment of your life. I will sign it as your witness.

The Bible is real "soul food." As we read it, it nourishes us and we grow spiritually. I would suggest that you begin by reading as least one chapter each day from the Gospel of John in the New Testament.

(Continue to review the Partners in Growing booklet with the new believer. Call attention to bold print items in the booklet.)

## 39 HOW TO HANDLE OBJECTIONS

### General Suggestions

General Suggestions:

1. Avoid argumentative attitude and tone of voice.
2. Meet every objection with "I'm glad you said that."
3. Don't panic.

Five Procedures:

1. Pray
2. Preclude
3. Postpone
4. Answer promptly
5. Promise to research and return

## 40 OBJECTIONS

### "I don't believe the Bible"

#### Judo Technique

You don't believe the Bible, John? That is pretty interesting and it is certainly your privilege not to believe it, and I would fight for that right on your part. The main message of the Bible, which has been unquestionably the most important literary work in human history, is how a person may have eternal life. What do you understand that the Bible teaches about how a person may have eternal life?

He may reply that he does not believe in eternal life, to which you may respond, "I am not asking you what you believe but I am asking you what you understand. It would be a rather unintellectual approach to reject the world's most important book without even understanding its main message, would it not? What is your understanding about what the Bible teaches on the subject of how a person may receive eternal life? ..."

(John gives an answer)