

# Unit 3 Making Friends

**GOSPEL OUTLINE** —

Listener: Before class check circle ○

Trainer: During class check square □

## INTRODUCTION

- □ **Their Secular Life**
- □ **Their Church Background**
- □ **Our Church**
- □ **Testimony (Church and Personal)**

○ □ Transition: May I ask you a question?

### Two Diagnostic Questions

- □ **#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?
  - □ 1 John 5:13
- □ May I share with you how I came to know for certain that I have eternal life and how you can know also?
- □ Before I share with you, let me ask you another question . . .
- □ **#2** - Suppose you were to die today and stand before God and He were to say to you, "Why should I let you into My heaven?" what would you say?
- □ Repeat and confirm answer
- □ Transition: When you answered that first question, I thought I had some really good news for you. But after hearing your answer to this second question, I know that I have the greatest news you have ever heard.

## GOSPEL

### GRACE

- □ **Heaven is a free gift**
- □ **It is not earned or deserved**

### MAN

- □ **Man is a sinner**

○ □ **Cannot save himself**

### GOD

- □ **God is merciful** - therefore does not want to punish us.
- □ **God is just** - therefore must punish sin.

### CHRIST

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

### FAITH

- □ **What it is not**
  - □ Mere Head Knowledge
  - □ Mere Temporal Faith
- □ **What it is** - Trusting in Jesus Christ alone for eternal life

## COMMITMENT

## IMMEDIATE FOLLOW UP

## EVALUATION

- □ Excellent
- □ Good
- □ Needs work

## Types of Introductions



**The EE ministry highlights three types of introductions to be used by witnesses:**

- Witnessing as a way of life which was covered in Unit 2.
- Questionnaire witnessing: you will observe your trainer using this approach at times during OJT.
- Conversational INTRODUCTION - Units 3-5.

**The INTRODUCTION is so important that we devote four weeks (Units 2-5) of our training to it.**

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## Purpose of the INTRODUCTION

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**To build a bridge of \_\_\_\_\_**

- By demonstrating a genuine interest in the prospect.
- By sharing personal details of your spiritual life in your personal testimony.

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**To preclude some common objections**

- To “preclude” an objection is to answer it before it is raised.
- Here is a sample of objections that can be precluded in the INTRODUCTION:
  - ◆ “I’m not interested.”
  - ◆ “That’s too personal.”
  - ◆ “I don’t like people shoving religion down my throat.”
  - ◆ “I’ve always believed that.”

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**To create a smooth \_\_\_\_\_ into the Gospel**

- Many Christians shy away from witnessing because they do not know how to turn a conversation toward spiritual matters.
- We move gradually through three levels: secular, religious, spiritual.
- The EE presentation assumes that the person has attended your church. Of course, if this is not the case, the INTRODUCTION can be easily adapted to any situation.

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**To earn the right to ask \_\_\_\_\_ questions**

- By observing, showing interest, and listening.
- By building a rapport and establishing a friendship.

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**To find out where the prospect is spiritually**

- A discussion of the prospect’s religious background can reveal much valuable information.
- It might reveal if the prospect tends toward “legalism” or “license” (permission to sin) or if they have a particular doctrinal hang-up.

# Unit 3 Making Friends

## To discover if prospects have what you are offering

- Diagnostic question #1 tells you if they “think” they have eternal life.
- Diagnostic question #2 is always to be asked in order to determine what they are actually trusting in for eternal life.

## To create a desire to hear the Gospel

- Your “personal testimony” is an invaluable tool in accomplishing this purpose.
- This desire can also be heightened by using the Good News transition after the diagnostic questions.

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## To ask \_\_\_\_\_ to share the Gospel

- Do not proceed into the Gospel without receiving permission.
- This is a vital component of the INTRODUCTION.

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## To tell prospects they are wrong without causing offense

- It is possible to tell prospects they are wrong without offense by using the vehicle of Good News.

## The First Three Parts of the INTRODUCTION

### Their Secular Life

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- \_\_\_\_\_
  - ♦ Carefully search the room for an indication of the prospect’s interests.
  - ♦ These provide us with a “beginning point” for our conversation.



- Ask \_\_\_\_\_
  - ♦ Ask What? When? Where? Who? Why? and Tell us? questions which move the conversation to the core of their lives.
  - ♦ If you feel led to ask a personal question, be sure to get their permission.

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- Be \_\_\_\_\_ and \_\_\_\_\_
  - ♦ Listen attentively, maintaining eye contact, nodding your head, etc.
  - ♦ Listening is not just waiting your turn to speak or thinking about what you are going to say next.



- Pay a sincere \_\_\_\_\_
  - ♦ There is always something to compliment in the life of another person.
  - ♦ Use the prospect’s name. That may be the highest compliment you can give.



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### Their religious background

- Because you are visiting from your church, it is natural to ask the prospects about their religion.
- Note their views on the church and involvement in the church.
- Don't criticize their church or agree with them if they do.



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### Our church

- The following types of questions can be employed here:
  - How did you happen to come to our church?
  - Do you know any members of our church?
  - How did you enjoy the service?
- An excellent preparation for a visit from an EE team is a vital worship service and a friendly, helpful congregation.
- Discussing their impression of your church gives you a natural and smooth transition into the Church and Personal testimonies (these are covered in the next unit).



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### Reminder:

**The INTRODUCTION is designed to build the bridge of friendship!**