

Unit 5 Asking Diagnostic Questions

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

Transition

- □ Does this make sense to you?

Commitment

- □ Would you like to receive the gift of eternal life now?

Clarification

- □ Let me clarify what this involves:
- □ Transfer trust
- □ Receive the resurrected and living Christ as Savior
 - □ John 10:9
- □ Receive Christ as Lord
- □ Repent

Prayer

- □ If this is what you really want, I can lead us in prayer and we can tell God what you just now told me.
- □ Pray for them - that God would give them faith and repentance
- □ Pray with them - in short phrases of the GOSPEL OUTLINE, allowing them to repeat after you
- □ Pray for them - that the Holy Spirit will grant them assurance

Assurance

- □ I would like you to read something Jesus says about what you have just done.
 - □ John 6:47
- □ Two diagnostic questions
- □ Welcome to the family of God

IMMEDIATE FOLLOW UP

EVALUATION

- □ Excellent
- □ Good
- □ Needs work

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The Importance of Diagnostic Questions

The two questions are diagnostic in nature.

- Every science progresses according to the development of its measuring instruments. In medical science the stethoscope is an example.
- No diagnostic tool is _____, but such tools are helpful.

The answers to the diagnostic questions need to be:

- Understood.
- Confirmed.
- Interpreted.

When two or more people are present, begin by asking the person who seems least likely to have the correct answer.



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Transition from the Testimony into the Diagnostic Questions

The theme of the church and personal testimonies is

- This leads right into the transition: "May I ask you a question?"
- A "Yes" response gives you the permission to proceed.

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First Question

"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?"

- The answer doesn't tell you if they have eternal life, only if they _____ they have it.
- You will encounter problems if you try to offer people eternal life when they think they already have it.

Thirty-five years ago most people replied that they were uncertain about eternal life, but according to a 1996 Princeton Religion Research Center report on religion in America:

- 96% of adults believe in God.
- 90% believe in heaven.
- 77% rate their chance of going to heaven as excellent-to-good.

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1 John 5:13

Whether their answer is “yes” or “no,” take out your _____, saying, “That’s one reason the Bible was written” and quote 1 John 5:13.

- Leave out the center phrase of the verse, because it would give away the answer to the second diagnostic question.
- Put your Bible back into your pocket or purse. You have memorized the essential verses, so you don’t have to wave your “weapon” in your prospects’ faces while witnessing to them.

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Ask For Permission

Before you ask the second diagnostic question, you should get _____ to proceed with the Gospel.

- “May I share with you how I came to know for certain that I have eternal life and how you can know also?”
- NOTE: If they answered “Yes” to the first question, leave off the second part, “. . . and how you can know also.”

If they give you permission then say, “Before I share with you, let me ask you another question.”

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Second Question

“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?”

- This question enables you to discern what foundation one is trusting in for eternal life.
- This question generally elicits a clear answer that facilitates the presentation of the Gospel.



How to Get an Answer to the Second Question

There are times when people will not have a ready answer to this question. Here are four responses that are helpful in getting an answer.

- Change the wording - **“What do you think you would say?”**
- Make the question general - **“What would you say are the requirements for anyone to enter heaven?”**
- Tell what your answer was - **“If your (son, nephew, etc.) asks you “What do I need to do to go to Heaven?” what you will answer him?”**
- Agree that he or she doesn’t know - **“Then you just really don’t know how to get to heaven, do you?”**

Repeat and Confirm the Answer

Repeat their exact answer to confirm that you heard them: “You would say, ‘God, you should let me into your heaven because . . .’ Is that what you would say?”

- This will help preclude the prospect saying at the end of the Gospel presentation, “I’ve always believed in Jesus Christ and trusted Him alone for salvation.”

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Interpret the Answers

The Gospel presentation must be _____ to the individual.

- A strength of the EE presentation is that it is adaptable.
- The answers are interpreted so that the presentation can be “tailored” to fit the prospect’s spiritual condition.

People can trust only one of two people to get them to heaven:

- Trusting Christ alone for eternal life.
- Trusting themselves through human effort.
 - ◆ When the prospect answers: “I go to church” . . . “I’m a good neighbor” . . . “I give to the poor” . . . “I live by the Golden Rule” . . . he or she is trusting in self.

Listed below are the four possible combinations of responses to the two diagnostic questions.

Q-1	Q-2	Interpretation	Treatment
YES	Trust Christ	_____	_____
NO	Trust self	_____	_____
YES	Trust self	_____	_____
NO	Trust Christ	_____	_____

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Transition into the Gospel

How to deal with a _____ answer:

- How do you tell prospects their answer is wrong without creating offense?
- We don’t use “You’re wrong!” but the Good News! approach.
- “When you answered that first question, I thought I had some 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.”
- Communicate the Good News transition into the Gospel with genuine enthusiasm and exuberance.

Unit 5 **Asking Diagnostic Questions**

Transition into the Gospel

- This Good News transition will usually produce an open response on the part of the prospect because:
 - ◆ It is such tremendous news.
 - ◆ It is almost universally unknown by unregenerate people.
 - ◆ It is exciting and unexpected news right at the beginning.
 - ◆ Your genuine enthusiasm will help preclude hostility.

How to deal with a _____ answer

- When prospects are apparently Christians, should you proceed and share the Gospel?
 - ◆ In most on-the-job training situations, YES!
 - ◆ Remember that you are training soul winners.
 - ◆ It is better to share the Gospel with a Christian than to run the risk of going to two or three other addresses and finding no one at home.
 - ◆ Christians make good, easy, non-threatening prospects with whom your trainees can share the presentation.
- It is best not to ask if you can practice your EE presentation.
 - ◆ Instead, ask them if, as visitors to your church, they are interested in what your church believes. Then offer to share with them what the church believes about the Gospel!
 - ◆ "We believe that heaven is a free gift" ... then proceed through the GOSPEL OUTLINE.
 - ◆ You are meeting their need to know about the church as well as your team's need to share the presentation.
- When you're finished, you may want to explain a bit about the EE ministry. Many Christians are looking for an evangelistic church and may even want to enlist in EE or become a prayer partner.