

Unit 9 Calling for Commitment

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**
 - □ Romans 6:23
- □ **It is not earned or deserved**
 - □ Ephesians 2:8-9
 - □ Friend's Gift
- □ Transition: This can be seen more clearly when we understand what the Bible says about man.

MAN

- □ **Man is a sinner**
 - □ Romans 3:23
 - □ Sin Defined
 - □ Three Sins a Day

- □ **Cannot save himself**
 - □ Matthew 5:48
 - □ Omelet with Bad Egg
- □ Do you see why it is impossible for anyone to get into heaven by their good works?
- □ Transition: This comes into sharper focus when we look at what the Bible says about God.

GOD

- □ **God is merciful** - therefore does not want to punish us.
 - □ 1 John 4:8b
- □ **God is just** - therefore must punish sin.
 - □ Exodus 34:7b
- □ Transition: God solved this problem in the Person of Jesus Christ.

CHRIST

- □ **Who He is** - the infinite God-Man
 - □ John 1:1,14
- □ **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.
 - □ Record Book of Sin
 - □ Isaiah 53:6
 - □ *Tetelestai* - John 19:30
- □ Transition: This gift is received by faith.

FAITH

- □ Key to Heaven
- □ **What it is not**
 - □ Mere Head Knowledge
 - □ James 2:19
 - □ Mere Temporal Faith
- □ **What it is** - Trusting in Jesus Christ alone for eternal life
 - □ Acts 16:31
 - □ The Chair
 - □ Beggar's Hand and Gratitude

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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General Considerations Regarding the COMMITMENT

The COMMITMENT is like landing an airplane and requires very careful training to be done effectively.

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It should be practiced _____ as often and learned very carefully because:

- It will be seen less often than the other parts.
- Distractions frequently occur at this point.

The COMMITMENT is the “hinge” part of the presentation.

- The prospects’ attention is being redirected from what they understand about the Gospel to what they need to do.

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Many witnesses won’t ask for a commitment because:

- They are not well prepared.
- They’re afraid they’ve lost the prospect somewhere along the way in the presentation.
- They fear rejection.

Transition

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“Does this make sense to you?”



- This helps determine if the prospect _____ the Gospel.
- Don’t call for a commitment until you’re sure the prospect understands what you have shared up to this point.
- A positive response: Ask the commitment question.

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- An uncertain response: Quickly _____ the main points of the Gospel.

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- “We talked about heaven being a free gift that is not earned or deserved. Does that make sense to you?” Follow the same procedure referring to MAN, GOD, CHRIST, and FAITH.
- DO NOT ask, “What doesn’t make sense to you?” This may open the door for all kinds of extraneous discussion that will not benefit the prospect’s understanding or response.

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COMMITMENT

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“Would you like to receive the gift of eternal life now?”

- This is a crucial moment that can cause the inexperienced witness to be tense. That is why it is important to:
 - Have the team members _____ silently.
 - Know _____ how you are going to ask for a commitment.

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COMMITMENT

The importance of this question may be highlighted by leading into it with this statement:

- "You have just heard the greatest story ever told, about the greatest offer ever made, by the greatest Person Who ever lived, and this raises the greatest question you will ever have to answer. The question God is asking you is, would you like to receive the gift of eternal life now?"

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You are coming out of the Gospel explanation on the same theme you entered it: eternal life.

- In the INTRODUCTION you asked, "May I share with you how I came to know I have eternal life?"
- Now you ask them if they'd like to receive the gift of eternal life now.

You ask for a commitment at the most _____ point possible.



If the response is "no" or "not yet," try to discover the cause. Here are two suggested approaches:

Ask: "I'd be interested to know, if you were to receive the gift of eternal life now, what difficulties do you foresee it might cause?"

- This can help you to get beyond the negative reply to the real difficulties.
- Then deal gently and biblically with each reason or difficulty.

Ask: "Since you said that this does make sense to you, I'm curious as to why you do not want to receive the gift of eternal life now?"

- You will usually get one of two responses:
"I'm not ready yet. I have too much living yet to do. Some day I'll be ready."
- With this person stress that no one can be certain about tomorrow. The Bible says, "Today is the day of salvation" (2 Corinthians 6:2).
"Before I do that I have some things I have to get cleaned up in my life."
- With this person stress that no one can clean up his or her own life. "In fact, that is why we shared with you that we are sinners and we cannot save ourselves. Only God can. Eternal life is a gift that we will never earn or deserve."

In any case . . .

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- Don't apply _____ pressure. Remember: A man convinced against his will is of the same opinion still.
- If they're still not ready, don't try to pick unripe fruit.
- Commit them to the Holy Spirit to do His follow up work.
- Do not be offended or discouraged; it is the Gospel, not you, they're rejecting.
- Give appropriate literature and make your exit sweet.

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Clarification

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“Let me clarify what this involves.”

- Why do we need to clarify a prospect’s commitment?
 - Because we want to proceed with a commitment that is based on a thorough understanding of what is involved in accepting Christ as Savior and Lord.
- These statements and questions are used to:
 - _____ the meaning of saving faith, and
 - _____ the prospect’s desire for such a commitment.
- The emphasis given at each point will depend upon the attitude of the person to whom you are speaking.



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How Do You Clarify a Prospect’s Commitment?

“It means that you are going to . . .”

Transfer trust

Statement: It means that you are going to transfer your trust from what you have been doing to what Jesus Christ has done for you on the cross.

Question: "Are you willing to turn from (use their answer to second question), and transfer your trust to Christ alone?"

Receive the resurrected and living Christ as Savior

Statement: Eternal life becomes yours by receiving the living Christ into your life as your Savior (John 10:9).

Question: "Would you like to ask the living Christ to come into your life as Savior?"

Receive Christ as Lord

Statement: Picture a throne room in the heart. Jesus wants His rightful place on that throne.

Question: "Are you ready and willing to yield your life to His control?"

Repent

Statement: Repentance is not remorseful. It is neither to turn over a new leaf. Repentance is to have a *change of mind*. Previously you had your back towards God. Whether you were doing good or evil, you were turned away from God. Your mind was turned away from God. Now listen to what the Lord Jesus said: "Repent, for the kingdom of the heavens has drawn near." Mathew 4:17

Question: "Are you willing to repent of your sins and ask the Holy Spirit to lead you to live a godly life?"



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Prayer

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

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- The gift of eternal life is received by faith. Prayer is one way of expressing saving faith in Christ (Romans 10:9-10,13).

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- Many commitments have been lost at this point because of the way prospects were invited to pray.



- The manner in which this prayer is introduced is crucial.
- Prospects need to know you will help them express their faith in a simple prayer.
- You have memorized the above invitation to pray. Note carefully the pronouns.

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Three parts of the prayer of commitment:

- Pray _____ them - that God would give them faith and repentance.

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- Pray _____ them - in short phrases of the GOSPEL OUTLINE, allowing them to repeat after you.

- Pray _____ them - that the Holy Spirit will grant them assurance.

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Assurance

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"I would like you to read something Jesus says about what you have just done."

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- The Scripture for this truth is John 6:47.
 - Open your New Testament to John 6:47. Be sure it is marked in some manner.
 - Ask the person to read the verse aloud.
 - Apply the words of Jesus in this verse to the prospects and their commitment.
- Ask the two diagnostic questions again.
 - Don't be discouraged if they give the wrong answer.
 - Sometimes it takes time and repetition for all that Christ has done to register with new believers.
 - Back up and review a few of the points that would clarify their understanding.

"Welcome to the family of God!"