

Unit 12 Handling Objections

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

- □ *Welcome... leaflet*
 - □ Read and sign "My Spiritual Birth Certificate"
- □ Five Means of Growth
 - □ Bible (7-day callback)
 - □ Prayer
 - □ Worship
 - □ Fellowship
 - □ Witness
- □ Appointment for church

EVALUATION

- □ Excellent
- □ Good
- □ Needs work

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Basic Considerations in Handling Objections

Remember that your primary task is to witness.

When you present the Gospel, the enemy will have his workmen doing their best to block your presentation.

Millions of people have trusted Christ without raising one question or objection.

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Kinds of objections:

- _____.
- Questions raised in a genuine search for the truth.
- When given a logical and biblical answer, the prospect will move toward placing his or her trust in Christ.
- _____.
- Provide hiding places for those not searching for God's truth (John 3:19, 29).
- This is a device of the devil to blind them from seeing the truth in Christ (2 Corinthians 4:3-4).

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The counsel of 1 Peter 3:15 - notice that this verse focuses on two basic conditions for handling objections:

- Your answer must be _____.
- Your attitude must be _____.
- Both are important, because it's possible to give good answers with bad attitudes and weaken your witness.

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Basic Attitudes in Handling Objections

Avoid _____.

- Never argue! Too often you will win the argument and lose the Gospel presentation.
- One of the best ways to prevent an argument is to PRECLUDE it.

Show a _____ attitude.

- You can meet an objection with "I'm glad you said that."

Use sincere compliments.

- If the prospect to whom you are speaking begins to become irritated, a sincere compliment can be very effective in reducing tensions.

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Unit 12 Handling Objections

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Basic Methods of Handling Objections

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- This is the first line of defense in handling objections.
- Ask God for help - send up a "sky-telegram."



- This means answering objections before they are raised.
- The EE presentation is designed to help in precluding a number of objections:
 - "That's too personal."
 - "I don't like people cramming religion down my throat."
 - "I've always believed that."
- Telling someone they are wrong without unnecessary offense.
- Dealing with GRACE and Heaven before MAN and Sin.
- Considering God's mercy before God's justice.

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7



- Until later in the presentation of the Gospel.
 - If you plan to deal with the question later in the presentation, postpone answering the question until then by saying, "Thank you for asking that. I will be dealing with that a little later if you don't mind waiting until then."
 - Example: During a discussion of man being unable to save himself the prospect says, "If that is the case, how can anyone get into heaven?" You respond, "That is a very good question and proves you are listening very carefully. If you don't mind, I would like to mention some things about the nature of God before I share with you how a person can be certain of going to heaven."
- Until after the Gospel presentation is completed.
 - If you don't plan on dealing with the subject say, "That's an interesting question and I would love to discuss it with you. If you don't mind, would you hold it in abeyance until we finish what we are talking about, and if you bring it up then, we can take a look at it together."
 - Example: "What about the people in Africa who never hear the Gospel?"
 - If the prospect doesn't bring up the objection later, leave it unanswered. It probably wasn't that important.



- The EE outline is meant to be your servant, not your master.
- You may show wisdom if you deal with an objection at the time it is raised.
- Often, what is out of place in the printed presentation can be “in place” in the living situation.
- Example: Early in the discussion of spiritual matters, the prospect says, “But the church is full of hypocrites.”
- Your response: “I’m glad you brought that up, for I can see it is something that would hinder you in listening to the message about eternal life. This may surprise you, but I agree with your statement. The church is full of hypocrites. In fact, I am one of them. You see, a hypocrite is someone who says he believes something but doesn’t always act like it. I say I love my wife but I do not always act in a loving manner. I believe I should be patient. But at times I lose my patience. However, I am glad that the Bible has a solution for this problem. It is clear from the Bible that man is a sinner. Hypocrisy is a sin. But sin is much more than hypocrisy. Sin is . . . ” Now you are into the Gospel presentation.



Promise to _____ and return with the answer.

- Many Christians are concerned that their witness will be completely ineffective if they are asked a question they cannot answer.
- If you, as the witness, do not know the answer to a question, you can simply say, “That’s a very interesting question, and I would like to know the answer to it myself. If you really want to know, I’ll find out and get back to you with the answer. In the meantime, let’s get back to the point we were discussing”
- Remember that a layperson is not an attorney but a witness.
- Pastors or missionaries, because of their theological training, would qualify as expert witnesses. However, even they may encounter situations where they don’t feel ready to answer on the spur of the moment.

Unit 12 **Handling Objections**

Common Objections

NOTE: For a more thorough presentation on handling common objections, study pages 77-104 in the *Evangelism Explosion* textbook.



“I don’t believe the Bible.”

- The judo technique. The force of the opponent’s blow is used to throw him or her. This can be used when the question is raised before the Gospel is presented.
 - “The main message of the Bible is how a person may have eternal life. What do you understand the Bible teaches about that?”
 - Ninety-eight percent of the time he will respond with a works answer.
 - Then say, “That is what I was afraid of, John. You have rejected the Bible without understanding its main message. Don’t you think the more intellectual approach would be to let me share with you what the Scriptures teach on this subject, and then decide whether to accept or reject it?”
 - He will usually give you permission to share the Gospel.
- The apologetic method. When the objection is raised during the presentation, use the fulfilled prophecy method.
 - One of the best ways the Bible authenticates itself is through fulfilled prophecy.
 - Bible prophecy is of the most specific, concrete, and definite nature.
 - A person might say, “The Bible is just a book written by men.”
 - Imagine that I claimed to be able to predict the future. I offered to predict to an expectant mother eight things about her unborn child:
 - Its sex, date of birth, name, weight at birth, college, occupation, manner of death, and age at death.
 - The chance of all eight predictions being fulfilled is 1 in 10 to the 17th power (10 with 17 zeros). The same as covering Texas two feet deep with silver dollars, marking an “X” on one coin and stirring them all up, sending a blindfolded person across the state, and instructing him to pick up the one silver dollar marked with an “X”.
 - Read eight prophecies, one-by-one, from the Old Testament that point to Christ. You may want to type the prophecies and paste them at an appropriate place in your New Testament. See the *Evangelism Explosion* textbook, pages 86-88.
 - Explain that the eight prophecies you read were from the Old Testament, that they were written hundreds of years before they were fulfilled, and that they were fulfilled in minute detail in Jesus, just as prophesied.

- ◆ Then tell them that there weren't merely eight, but at least 333 prophecies that were all fulfilled in Christ.
- ◆ The chances of all of those being fulfilled by chance are mind-boggling. The only explanation is that the Bible is a supernatural book and that those prophecies were revealed by the all-knowing God who knows the end from the beginning!
- ◆ Then add, "Let's assume, for the sake of conversation, that the Bible is the Word of God," and get back to the Gospel presentation.

Other objections

- Other objections such as "I don't believe in the existence God?" . . . "I don't believe in heaven?" . . . "Are the heathen lost?" are dealt with in chapter 5 of the *Evangelism Explosion* textbook and taught in Level 4 training.