

Lesson 2: The Questions

Soul-winning Seminar

By Pastor Roger Jimenez

1. Ask Questions

A. Ask questions to get their salvation _____

Psalms 107:2 *Let the redeemed* of the LORD say so, whom he hath redeemed from the hand of the enemy;

- 1) We cannot see a person's heart (*whether they are saved or not*)
- 2) We can only base their salvation by their testimony (*what they say*)

B. Do not answer the questions for them or put words in their mouth

Example: "Are you sure of your salvation because of your faith in Jesus Christ?" or "Why are you sure you're on your way to Heaven because you accepted Christ as your saviour?"

2. Ask _____ Questions

A. Don't ask vague questions

- 1) "Are you a Christian?"
- 2) "Are you a believer?"
- 3) "Are you born-again?"
- 4) "Have you accepted Jesus in your heart?"
- 5) "Do you know if you have a home in heaven?"

B. Don't be satisfied with vague _____

Examples: "Because of my faith" or "Because of Jesus" (These are examples of vague answers you may get after you've asked someone about where they are going when they die)

C. If they give you a vague answer—give a follow-up question

3. Ask a Sequence of Questions

A. Introduction

Script: *“Hi, we’re coming from Verity Baptist Church and we just wanted to give you an invitation to church.”*

B. “Do you go to church anywhere?”—This tells us about their _____

C. “More important than going to church”—This tells them we’re not interested in their religion but we are more interested in their salvation

D. “If you died today do you know if you would go to Heaven?”—Our questions need to be directed towards what they _____

1) If they respond as not knowing where they are going than present the final question:

Question:

“If I could show you from the Bible how you could know for sure (or be 100%) you are on your way to heaven, would you be interested in seeing it?”

2) If they respond with a vague salvation testimony

a. Seek more details:

Question:

“What gives you that assurance?” or “What are you trusting in to get you to heaven?”

b. Ask about Eternal Security:

Question:

“Is there anything you can do that would cause you to lose your salvation?”

Action Step: Think through how you would ask these questions to someone

The Questions Flow Chart

You Say:

"Hi, we're coming from Verity Baptist Church and we just wanted to give you an invitation to church."

If their answer does not allow the conversation to continue

You Say:
"Have a good day!"
End

If their answer allows the conversation to continue

You Say:
"Do you go to church anywhere?"

You Say:
"More important than going to church, do you know if you were to die today, if you would go to heaven?"

If they respond:
"I don't know" or "I'm not sure"

You say:
"Where would you like to go when you die?"

Most people respond: *"Heaven"*

You Say
"If I could show you from the Bible, how you could know for sure (or be 100%) you are on your way to heaven, would you be interested in seeing it?"

If they respond:
"Yes I know I'm on my way to heaven"

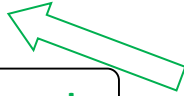
You Say
"What gives you that assurance" or "What are you trusting in to get you to heaven?"

If their response is still vague

You Say
"Is there anything you can do that would cause you to lose your salvation?"



If they respond, "Yes." **Proceed to give them the gospel.**



If they respond: "Yes"