

# Verity Baptist Church

## Soul Winning Seminar

Lesson 2:

### The Questions

#### 1. We Must Ask \_\_\_\_\_

##### A. Ask questions to get their salvation \_\_\_\_\_

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

- 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. Christ would often engage in conversation and ask questions

#### 2. We Must Ask \_\_\_\_\_ Questions

##### A. Don’t ask \_\_\_\_\_ 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. Our questions need to be directed toward what they \_\_\_\_\_

##### C. Don’t be satisfied with vague answers

*Example: When we ask people how they know they are on their way to heaven they will often respond with vague answers that do not really tell us what they believe. For example: “Because of my faith” or “Because of Jesus”*

##### D. If they give you a vague answer—ask follow-up questions

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### 3. We Must Ask a \_\_\_\_\_ of Questions

#### A. The Introduction

**Script:**

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

- 1) **“Do you go to church anywhere?”**—This tells us a little bit about their \_\_\_\_\_
- 2) **“More important than going to church”**—This tells them we’re not interested in their religion, but we are more interested in their salvation

***FYI:** I don’t like to tell people, “We’re not trying to steal you away from church” because that is a lie – if they are in a false religion, we do want to take them away from their church.*

#### B. The Big Question

**The Big (First) Question:**

*“Do you know for sure, if you died today, that you would go to Heaven?”*

#### C. The Follow-Up Questions

- 1) If they respond as **not knowing**, then ask the final question

**The Final (Fourth) Question:**

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

- 2) If they respond **with a vague** salvation testimony, ask a follow up question

**The Follow-Up (Second) Question:**

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

***FYI:** If they respond with the wrong answer, then you can go to the final question by drawing a contrast and saying, “The Bible says that going to Heaven has nothing to do with...” Then go straight to the final question.*

- 3) If they **still respond** with a vague answer, ask about eternal security

**The Follow-Up (Third) Question:**

*“Do you believe that there is anything that you can do that would cause you to lose your salvation?”*

**The Final (Fourth) Question:**

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

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### 4. We Must Ask Proper Questions

- A. Always get \_\_\_\_\_ to give the gospel – don't just start giving the gospel without asking permission**

**Script:**

*“If I could show you from the Bible how you could know for sure, would you be interested in seeing it?”*

**FYI:** This will keep you from wasting your time with someone who is too polite to stop you (if you just started giving the gospel without their permission) even though they are not really listening or paying attention because they are not interested!

**BTW:** It is a good idea to remember their name (learn it) and use it throughout the conversation!

- B. Don't ask \_\_\_\_\_ questions or give the \_\_\_\_\_ in the questions**

**Good Example:**

*“What are you trusting in to get you to Heaven?”*

**Bad Example:**

*“Are you trusting in Christ alone to save you or in your works?”*

- C. In the Gospels Jesus would often ask a series of effective and proper questions to help people learn a truth!**

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### The Questions Flow Chart

You Say:

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

If their answer does not allow the conversation to continue

You Say:  
*"Okay, have a good day!"*

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 for sure that if you were to die today, that 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"*

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

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

If they respond with a wrong answer

If their response is still vague

You Say:  
*"If I could show you from the Bible, how you could know for sure that you are on your way to heaven, would you be interested in seeing it?"*

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"

