



Follow My Lead:
The Art of Evangelism
Video Series
by Holly A. Melton

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Syllabus

We are all commissioned to go share the gospel with others, but so often we just don't know exactly how to even begin the conversation with our friends, family and co-workers. These five lessons will show you how to relationally connect and engage in spiritual conversations and the gospel with the people around you as you walk in the power of the Holy Spirit.

What you will learn through these five lessons:

- You will learn how to practically walk in the Spirit as you share the gospel with others.
- You will learn the foundation of what you need to communicate to know the gospel has been shared.
- You will learn how to break down thresholds to postmoderns who are not yet ready to accept the gospel.
- You will learn how to ask questions to get into spiritual conversations as well as how to discuss Jesus and the gospel.
- You will learn how to tell the story of the gospel in new ways.
- You will learn what it means to contextualize the gospel to your audience.
- You will learn how to enter into the pain of others' lives.
- You will learn how a surrendered life is essential for lives to be impacted around you.

Lesson 1: The Foundations of the Gospel
(Read Ch 1 & 10 prior to watching lesson 1)

Lesson 2: Overcoming Barriers to the Gospel
(Read Ch 2 & 3 prior to watching lesson 2)

Lesson 3: Practical Way to Sharing the Gospel
(Read 4-6, but especially 5 prior to watching lesson 3)

Lesson 4: Asking Good Questions
(Read Ch 7 & 8 prior to watching lesson 4)

Lesson 5: Bringing the Gospel to the Hurting
(Read Ch 9 & 12 prior to watching lesson 5)

Feel free to email me at holly.melton@cru.org with questions or comments or even stories of how you are applying these things in your own life.

Asking Good Questions

Lesson 4

There are three way that we can grow in our evangelism skills:

1. _____
2. _____
3. _____

Dialogue emphasizes _____ rather than _____.

Dialogue helps people know _____ to think about an issue not just _____ to think.

Answer questions with questions. Jesus did this often.

Group Discussion: What are the benefits to asking good questions?

- We want to _____ get to _____.
- We can _____ their current understanding on _____.
- It takes the _____ off of you. It can reduce _____.
- You can ask _____ questions on what they are _____ to you.
- It gets them to really think about what they _____ & _____.

Some Words of Wisdom:

- Avoid _____ or strong _____. Proverbs 17:14
- Recognize a _____ around us. Proverbs 18:2
- Bring up the true nature of someone's arguments by posing questions:
 - Why are you bringing up these things?
 - Are you asking these questions because you really want an answer?
 - What's the biggest issue that prevents you from believing in Jesus?
 - Are you willing to read something that I think might answer your questions?

Four Categories of Questions:

1. Build rapport and learn about the other person.
 - What is your life goal? Will you be happy if you reach that goal?
 - How do you define success? What makes a person successful? What's the greatest obstacle in achieving success? How do you plan to overcome that obstacle?
 - What is the key to happiness? What are the greatest obstacles in achieving happiness?
2. Develop intimacy and uncover their personal needs. The goal is to help you uncover core issues in their life: security, love & acceptance; where they place their hope; what are their dreams/aspirations; areas of discouragement/struggle; who they are now and who they hope to become; underlying fears.
 - Who has had the greatest influence in your life? Why?
 - What is the most difficult thing for you to forgive someone?
 - If you had the power to recreate yourself, what would you change about yourself? What would you keep the same?
 - What would you like other people to say about you when you are not there? Are these things true or becoming true about you?
3. Help them bridge into spiritual topics.
 - Do you ever think about the meaning of life? What would you say is the reason that you are alive?
 - What is the first thing that comes to your mind when you think about God?
 - Does the fact that people believe something make it true?
 - How did Jesus die? Why was He killed? What crime was He accused of?
4. Answer objections and clarify issues. Each person has their own unique misconceptions and stumbling blocks. They'll also have their own personality of what interests them, or how they might respond. (internal processors vs. external processors; open people vs. more private people; relational vs. more technical people).

Group Discussion: Which of these categories are more challenging for you? Why?

Questions to learn about their journey

Past Experiences: Where they've been

- What was your _____ as a child?
- What have you tried in your _____ since?

Present Attitudes: Where they are now

- How has your _____ left you _____?
- Currently, how important is the _____ area of your life to you personally?

Future Direction: Where they're going

- Do you think you are _____ God, _____ from God, or _____ about the same?
- How would you _____ to know God personally?

Here are some more examples of questions to initiate conversations and questions to move from general conversation to spiritual matters.

General Questions	Spiritual Questions
How are you doing? (Ask with sincerity)	What was your religious background as a child?
What has been happening in your life recently?	Was your religious experience positive, negative, or neutral?
What is most important to you? Why?	Where are you now in your spiritual journey?
What don't you believe?	Do you have a spiritual belief of any kind?
What do you like to do in your spare time?	What words would you use to describe your life spiritually?
What is one thing you'd like to accomplish in life?	Have you ever been involved with a vital community of believers?
What kinds of things do you like to do? Why?	Have you ever been burned or turned off by religious people? If so, how?
What was your family like growing up?	Who has had the greatest impact on your life spiritually? Why?
What three adjectives best describe you?	How would you describe your belief in God?
If you could change one thing about yourself, what would it be?	Has anything dramatic happened in your life that has convinced you that God is real?

What is your most embarrassing moment in your life?	Who is Jesus to you?
What's one place you'd like to visit?	Where would you say you are at with God?
What's the best vacation you ever had?	Do you find yourself moving toward God, away from God or staying about the same?
If you could pay \$50 to solve one problem, what would it be?	What would you say is your greatest need spiritually at this time?
Are you satisfied with where you are at in life or do you desire more?	If you could ask God one question, what would it be?
What is the most significant thing that's ever happened to you?	If God could ask you one question, what do you think He might ask?
Describe the perfect day for you.	If a friend asked you how to become a Christian, what would you tell them?
If you could live anywhere in the world, where would it be?	On a scale of 1-10, how would you rate your desire to know God personally?
What qualities do you admire most in others?	What do you think is most important to God? Why?
	Do you believe in a heaven and a hell?
	If you were to die tonight, how sure are you that you would enjoy eternal life, that is, a never-ending relationship with God? Why?
	If you were wrong about what you believe, would you want to know?

Group Discussion: Which of these questions do you most resonate with? Why?

Action Points:

- Take some time this week to choose some of your favorite questions and practice asking them on people. (your spouse, your neighbors or a non-christian friend.)
- Remember to ask the Holy Spirit to guide you as you take the step of faith to engage with others.

Resources:

- **God Space** *by Doug Pollock*
- **Questioning Evangelism** *by Randy Newman*
- **Reason for God** *by Tim Keller*

