
**PERSONAL
EVANGELISM
GUIDE**

STARTING AND NAVIGATING SPIRITUAL CONVERSATIONS

How can we wisely and winsomely get into conversations about Jesus with those around us?

#1: *Find a place to consistently engage lost people*

Key verse—Acts 17:1

#2: *Build bridges in conversation to spiritual things*

Key verse—Acts 17:2-4

#3: *Invite people into relationship*

Key verse—1 Thessalonians 2:8

QUESTIONS FOR DISCUSSION

1. In your daily life and circles of influence (work, school, hobbies, kid sports, etc.), where do you feel the best opportunities exist for you to begin engaging the lost and why?
2. Is there someone the Lord is bringing to mind that you need to engage in spiritual conversation? How could you intentionally and winsomely create an opportunity for that to take place?
3. If you have experience in conversations with others, what have you found to be most helpful in initiating spiritual conversation?

“EXPLORATORY” QUESTIONS

Jesus was always asking questions during his ministry. Questions are how we gain access to a person’s mind and heart to best understand what they are believing, or not believing, about Jesus. Additionally, questions also help us gauge a person’s interest in spiritual conversation. When asking questions such as these below, often a person will demonstrate interest by either 1) engaging the question, or 2) reciprocating by asking what you think personally.

GOD

1. Do you have any beliefs about who God is?
2. Do you think we can know who God is personally?
3. What do you think God is like?
4. How important is your relationship with God to you, and why?
5. Do you think that God should have a say in the way we live?
6. How do you personally believe that everything around us exists?

MAN

1. Do you think life has purpose?
2. What do you think is the purpose of a person's life? How can we go about knowing or discovering it?
3. How do you go about determining what is right and wrong, good and evil?
4. What do you think about the concept of sin? How would you define it?
5. Do you believe people are inherently good or inherently bad?
6. How serious of a problem do you think sin is?
7. Do you think religion can fix the problems of brokenness and sin in our world? Why or why not?
8. What do you believe the consequence of sin is? Is there a consequence?
9. Do you think there is life after death? If so, what happens?

CHRIST

1. Who do you believe Jesus is?
2. Is Jesus important in your life? Why or why not?
3. What do you know about Jesus' death? Do you know why he died and what it means?
4. From your perspective, what do you think the purpose of Jesus' earthly life and ministry was?
5. Do you think we need Jesus in our lives? Why or why not?
6. Do you believe Jesus is divine? (or, Do you believe Jesus is God?)
7. What do you think about the resurrection of Jesus?
8. Do you think Jesus ever sinned?
9. Do you believe in heaven or an afterlife? If so, how do you think someone gets there?
10. If you were to explain to someone how to be forgiven of sin, what would you tell them? (Person says they are a Christian)
11. How important is your relationship with Jesus to you on a scale of 1-10? (Person says they are a Christian)
12. How does your belief in Jesus affect the way you live? (Person says they are a Christian)
13. What kind of engagement do you have with the Bible personally? (Person says they are a Christian)

RESPONSE

These questions could help you determine whether someone may be ready to trust in Christ, or whether further explanation and conversation is necessary.

1. Do you feel you understand why you need a relationship with Jesus?
2. Based on what we have talked about, how would you articulate your need for Christ and how he meets that need?
3. Do you have a sense of guilt concerning your sin? Why or why not?
4. If you were to die right now, would you be in heaven with Christ or would you be judged for your sin? Why?
5. What do you understand it to mean that Jesus is Lord?
6. What do you think you need to do to be forgiven of your sin?
7. Do you believe the things about Christ that I have shared with you?
8. Do you want to be saved?
9. Do you want to confess your sin to Christ and be forgiven? Do you think you are ready to give your life to Him as Lord?

GOD

What are the truths that a person must know about God for the gospel to be properly understood and believed?

#1: God is Creator

- There is one true God who made all things.
- He is authoritative and worthy of our worship as creator.

Key verses—Genesis 1:1; Revelation 4:11

#2: God is Holy and God is Love

- God is perfect in moral purity and separate from His creation.
- Being holy, God will not tolerate or dwell with sin. He is just.
- God is love, and is perfectly good in His care for creation.

Key verses—Leviticus 19:2; 1 John 1:5; Exodus 34:6-7; 1 John 4:8

MOCK QUESTIONS

Discuss how these common statements, questions, and objections could possibly be addressed in the context of a conversation about Christ.

- Every religion essentially teaches the same thing. Why is Jesus different?
- As long as a religion teaches you to “love others,” and “do to others as you would like to have done to you,” the religion is good.
- I have experienced religious life in the past and it is not for me.
- I believe there is a higher power, but how could we ever know who it is?
- I have experienced a ton of hurt in my life, how could I ever know for certain that God is good?

MAN

What are the truths that a person must know about mankind for the gospel to be properly understood and believed?

#1: *Mankind is made in God's Image*

- We were made for the purpose of representing who God is and what God is like. We were made for relationship with Him and others.

Key verse—Genesis 1:26–28

#2: *Mankind is cursed because of sin*

- We have all sinned and fall short of the glory of God
- We deserve the consequences of death and hell for our sin because God is holy and just.

Key verses—Romans 3:23, Romans 6:23; Isaiah 59:2; Ephesians 2:1

MOCK QUESTIONS

Discuss how these common statements, questions, and objections could possibly be addressed in the context of a conversation about Christ.

- Why would God judge someone in hell for an eternity, for only living a temporal life with a finite number of sins?
- If God is loving, why would he send someone to hell?
- I know I am far from perfect, but I also know I do my very best to be who God wants me to be. Doesn't God honor that?
- I believe in Jesus, but I don't believe everything the Bible says about marriage and relationships, much of it seems oppressive to me.
- I genuinely think that deep down people are good.

CHRIST

What are the truths that a person must know about Jesus for the gospel to be properly understood and believed?

#1: *Jesus is truly God and truly man*

- God left heaven and became a man—Jesus Christ. We can know God because he has revealed himself fully on this Earth.

Key verses—John 14:6, Colossians 1:15

#2: *Jesus lived sinlessly and died in our place on the cross*

- Jesus lived the perfect and sinless life that we were supposed to live, fulfilling in the area we failed—bearing God’s image in holiness.
- Jesus died the death we deserve upon the cross for our sin. He took the penalty of the Father’s wrath on himself, in our place, so that we could be forgiven and rescued from judgment.

Key verses—1 Peter 2:24; 2 Corinthians 5:21

#3: *Jesus was raised from the dead—he has overcome sin and death*

- The resurrection proves Jesus’ identity and His work at the cross. We have assurance in the resurrection that he truly forgives and will raise all His people from the dead to eternal life.

Key verses—1 Corinthians 15:3-4; Romans 4:25; 1 Thessalonians 4:14

MOCK QUESTIONS

Discuss how these common statements, questions, and objections could possibly be addressed in the context of a conversation about Christ.

- Why did Jesus have to be sinless?
- Is there any evidence for Jesus' death and resurrection?
- I believe in Jesus, and I know that he accepts me as I am. Jesus didn't come to judge anyone but to show that he loves and accepts all people.
- How can we know that Jesus is truly the only way?
- Why did Jesus have to die?

RESPONSE

What are the truths that a person must know about responding to Jesus if they are to know exactly how they can be saved?

#1: A person must repent of their sin and believe/trust in Jesus

- Anyone who understands their guilt before God is invited to repent (turn away) from their sin and put their faith in Jesus' death and resurrection.
- A person is not saved by something they can do for Christ, a person is saved by faith in what Jesus has already finished.

Key verses—Romans 10:9, Ephesians 2:8–9, John 3:16

#2: Genuine faith always results in obedience and surrender

- Jesus saves us to obedience, not because of obedience.

Key verses—Mark 8:34; Galatians 2:20

MOCK QUESTIONS

Discuss how these common statements, questions, and objections could possibly be addressed in the context of a conversation about Christ.

- I need to clean up some things in my life so I can get right with God.
- Are you telling me that someone who has been a serial killer can believe on their death bed and Jesus will save them?
- I am nervous of what it is going to mean for my life if I truly surrender.
- How do I believe in Jesus? I want to be saved, what do I do or say to Him?

SAMPLE ANSWERS TO MOCK QUESTIONS

GOD

1. Every religion essentially teaches the same thing. Why is Jesus different?

A: *Jesus is different because he is the only one that can take away our sin. Our sin has separated us from God and Jesus is the only way God has given us to be reconciled to him. (John 14:6, Isaiah 59:2, 2 Corinthians 5:8, Romans 5:1)*

2. As long as a religion teaches you to "love others," and "do to others as you would like to have done to you," the religion is good.

A: *It is true that the Bible teaches us to love others and do unto them as we'd have them do unto us (Luke 6:27-31). However, our most important relationship is not first with each other, but with God. God gives definition through his word of what it means to love and do right by others, so without him we cannot carry out this command. Furthermore, love itself is from God and we cannot love one another as we should without first loving Him (1 John 4:7-8, Matthew 22:39). We were all created by him and for him and our chief duty is to love him with all our heart, soul, mind, and strength (Colossians 1:16, Matthew 22:37-38).*

3. I have experienced religious life in the past and it is not for me.

A: *I understand that you may have experienced things of*

religion that left a sour taste, but life isn't ultimately about religiosity—it is about relationship with Jesus. Don't let man made religion and religious systems deter you from knowing God personally in Christ (John 14:6, John 17:3).

4. I believe there is a higher power, but how could we ever know who it is?

A: We can know who God is because he has revealed himself to us. He has shown us his power and glory in the world he created (Psalm 19:1, Romans 1:19–20). He has told us of his character and his works throughout history in the Scriptures (2 Timothy 3:15–17, 2 Peter 1:21). And he has given us an exact image of himself in the man Jesus Christ (Colossians 1:15, Hebrews 1:3, John 1:18, 10:30).

5. I have experienced a ton of hurt in my life, how could I ever know for certain that God is good?

A: I am truly sorry you have experienced deep hurt; God cares deeply about suffering and takes no pleasure in our pain (Lamentations 3:31–33, Ezekiel 33:11). And we can know for certain that God is good even in our pain because he took our pain upon himself in the person of Jesus Christ. Because he is good and loves us, Jesus traded glory and splendor in heaven for grief, sorrow, poverty, loss, betrayal, and an excruciating death on the cross so that we could be saved (Isaiah 53:4–6, 2 Corinthians 8:9, John 3:16, 11:35, 18:1–11, Matthew 27:46). And for those who trust in Jesus, God promises to work everything, even their deepest hurts, for their ultimate good (Romans 8:28, Genesis 50:20, Ephesians 1:11).

MAN

1. Why would God judge someone in hell for an eternity, for only living a temporal life with a finite number of sins? If God is loving, why would he send someone to hell?

A: *It is true that we live temporally in this world and sin in finite amount. However, sins consequences are not evaluated first based on the offense itself, but instead based on who the offense is against. God is eternal in nature and infinite in power and holiness (Romans 1:10, Psalm 90:1-2, Isaiah 6:3). The only fitting consequence for an offense against an infinite an eternal God is an infinite and eternal punishment. Because we are finite, we are unable to ever fully pay for sin against an eternal being—it is for this reason hell is eternal.*

2. I know I am far from perfect, but I also know I do my very best to be who God wants me to be. Doesn't God honor that?

A: *It is great that you understand the importance of doing what is right. However, our best efforts will not be honored by God. God requires from us absolute sinless perfection (Matthew 5:48, Galatians 3:10, Leviticus 19:2). All of us are guilty of sin and no one has been perfect (Romans 3:9-23, Isaiah 53:6). Yet, God sent his Son, Jesus Christ, who lived a perfect life free from sin, died on the cross to pay for our sins, and was raised from the dead by God as a sign that his perfect life and sacrificial death were accepted (Acts 2:32, 17:31-32, 2 Corinthians 5:21, 1 Peter 2:22).*

By believing in Jesus, his perfect righteousness and sacrifice are credited to you, and you can be accepted by God through Christ's effort, not yours (1 Corinthians 1:30, 2 Corinthians 5:21, Philippians 3:9).

3. I believe in Jesus, but I don't believe everything the Bible says about marriage and relationships, much of it seems oppressive to me.

A: *I recognize that what is taught in the Bible is very counter-cultural. However, God created and designed the world, so he knows how it works best (Genesis 1:1). He knows what is best for our lives! It is important to understand that Jesus himself equates being ashamed of his teachings to being ashamed of him (Luke 9:26). If you truly believe in Jesus, you must accept what he teaches about everything, including marriage. And when you do, you find that his commands are all for our good! (Matthew 11:30, Mark 2:27, 1 John 5:1-3).*

4. I genuinely think that deep down people are good.

A: *It can be easy for us to believe that most people are good when we compare ourselves to other people. But the standard of goodness is not other people, its God himself (Nahum 1:7, Psalms 34:8, 119:68, 1 Chronicles 16:34). And what God says about us is that we're born in sin (Psalm 51:5). If we are honest with ourselves, we know deep down that our thoughts are evil continually (Genesis 6:5), and that even our best deeds are like filthy rags because they're mixed with sinful motives (Isaiah 64:6).*

CHRIST

1. Why did Jesus have to be sinless?

A: *If Jesus had sinned, his death would only have been punishment for his own sins and he couldn't have saved anyone (Romans 6:23, Psalm 49:7-9). Furthermore, without his perfect righteousness, nobody can meet the absolute perfection that God requires (Matthew 5:48, Hebrews 12:14).*

2. Is there any evidence for Jesus' death and resurrection?

A: Yes! Jesus' death and resurrection was recorded by multiple eyewitnesses and their close acquaintances, many of whom died for their belief in the truthfulness of their accounts (Matthew 27-28, Mark 15-16, Luke 23-24, John 19-22). Furthermore, the apostle Paul told the church in Corinth that before appearing to him, the resurrected Jesus appeared to more than 500 people, and that they were still alive and able to verify this claim (1 Corinthians 15:1-11).

3. I believe in Jesus, and I know that he accepts me as I am. Jesus didn't come to judge anyone but to show that he loves and accepts all people.

A: It is true that Jesus did not come to condemn the world but to save it (John 3:16-17), but it is also true that whoever does not believe in Him is already condemned (John 3:36). Jesus is the judge (John 5:22). You can come to Jesus in your sin, but you cannot stay there; you cannot love your sin and love God (Romans 8:1-11, Hebrews 12:3-11, 1 John 1:5-10). He didn't come so we would stay in our sin, but so that we would turn from our wickedness (Acts 3:26).

4. How can we know that Jesus is truly the only way?

A: During Jesus' life he taught that there was no other way to God except through him, and God confirmed this by raising him from the dead (John 14:6, Acts 17:31-32). No other supposed prophet, leader, or "god" has ever revealed himself to mankind and proven his identity through miracles and resurrection. No other religion or religious leader provides a way for us to be forgiven of sin in a way that is full of justice and full of mercy (Hebrews 9:22)

5. Why did Jesus have to die?

A: *Because without the shedding of blood there is no forgiveness of sins (Hebrews 9:22). We have sinned against God, and because God is just, he cannot just sweep our sins under the rug. For us to be forgiven, blood had to be shed. So, God sent his only Son and Christ willingly shed his precious blood for us on the cross, so that we might not perish but have eternal life (John 3:16, Proverbs 17:15, Exodus 34:7).*

RESPONSE

1. I need to clean up some things in my life so I can get right with God.

A: *Jesus came to save sinners, not the righteous (Mark 2:17, Luke 19:10). You don't need to clean yourself up to be right with God, in fact, you can't. That's why Jesus came. You need to run to Jesus, own your sin, and confess that you need his forgiveness and his cleansing (1 John 1:9, Romans 10:9).*

2. Are you telling me that someone who has been a serial killer can believe on their death bed and Jesus will save them?

A: *Yes, God gave his only Son that whoever believes in him should not perish but have eternal life (John 3:16). All of us, including who we would consider the "worst of the worst" are guilty before God (Romans 3:23). But Jesus promises that none who come to him will be cast out, including serial killers, and including you (John 6:37). We must recognize we are all guilty, yet God placed all of his hatred for sin upon His son in our place (2 Corinthians 5:21).*

3. I am nervous of what it is going to mean for my life if I truly surrender.

A: It is true that it will cost you much. Surrendering to Jesus means giving him all of your life and dying to your own desires every day (Luke 14:25-33). But though Jesus demands everything, in return he gives you himself. And in him you find forgiveness of sins, abundant life, fullness of joy, and eternal life with him (Romans 5:1, John 3:16, 10:10, Psalm 16:11).

4. How do I believe in Jesus? I want to be saved, what do I do or say to Him?

A: Romans 10:9 tells us: "If you confess with your mouth that Jesus is Lord and believe in your heart that God raised him from the dead, you will be saved." So, to be saved, there is something we need to confess and something we need to believe. First, we must confess that Jesus is our Lord, which means we are acknowledging him as our God and King and committing to obey and follow him with our lives (Luke 6:46, Matthew 16:4). Second, we must believe that God raised him from the dead, which means we trust in his perfect sacrifice as the payment for our sins so we could be made right with God (Romans 5:1, Revelation 5:9-10). In the moment a person believes in their heart, the Bible says they are justified or made right with God (Romans 10:9-10). Would you like to do this today?

