

DOES EVERYONE GO? {Question 6}

This is a watershed question. We want to find out if a person believes that there will be punishment, of any kind, for things done in this life.

If they answer “No” to this question, then they have acknowledged that there will be some form of judgment. The next logical question that you must pose is, **“If not everyone goes to heaven, then WHO DECIDES who goes or not, and what are the criterion to go?”**

REMEMBER

While most people believe that a place called Heaven exists, they also believe that not everyone goes. That means that the majority of people believe in some form of judgment. If not everyone gets in, then who decides? While most people believe in life after death, they intuitively know that if those who are evil are allowed into the same environment as others who are good, then the struggle between good and evil is merely relocating to another place. God intends to end the struggle and vanquish evil.

This points to the ultimate human problem: How do we get the evil out of our hearts and gain entrance into the presence of God?

DO YOU BELIEVE YOU WILL GO TO HEAVEN? WHY OR WHY NOT? {Question 7 & 8}

Ask these questions to find out where the person’s hope and trust are really placed. Is it placed on themselves or on Christ?

RESPONSE

You are about to present the simple Gospel after you ask this question. By listening, you’ve gained the information you need to present the case for Christ in a relevant, customized fashion.

There are many that will say that they “hope” they will go to heaven. Our goal is to give them confidence that they belong to Christ and are his follower.

We want to take them from **“hope to” to confidence by faith** as a result of the Simple Gospel.

Remember that a vital aspect of SALT is to thoroughly listen before telling the Story.

WOULD YOU LIKE TO KNOW WHAT THE BIBLE SAYS ABOUT THESE QUESTIONS? {Question 9}

You’ve started a conversation through the SALT questions, listened, and now comes the opportunity to tell the greatest Story in the history of mankind: **The simple Gospel of Jesus Christ!**

Why John 3:16?

When Nicodemus, a religious man, approached Jesus he knew that Jesus was unique. Jesus took the knowledge he had and met him with the Gospel! Based on Jesus’ interaction, we encourage you to share the simplicity of the Gospel message as it relates to the questions that were posed above.

What does a person need to KNOW to become a follower of Christ and what does a person need to DO to become a follower of Christ?

God LOVED
God GAVE
We TRUST IN

We ADMIT our need
We RECEIVE eternal life.



OUTREACH
NORTH AMERICA

A tool to open the door to the Simple Gospel

“Be wise in the way you act toward outsiders; make the most of every opportunity. Let your conversation be always full of grace, seasoned with salt, so that you may know how to answer everyone...” Col. 4:5-6 (NIV)

On being SALT in your world.

E3 is a strategy- not a program. That simply means that it’s a method to move people from being non-believers to being fully devoted followers of Jesus. Once you have built a bit of a relationship with someone, the E3 strategy will help you lead them to their new life in Christ! But how do you turn a relationship towards things eternal? We offer a simple acronym that provides a simple, repeatable strategy to *“make the most of every opportunity.”* This approach is very effective in any relationship, but is especially effective in sharing the Gospel (with an expected response!) with those that you come into contact with often: classmates, workmates, neighbors- etc. We call this *“relational evangelism”* and see it as a very effective way to introduce those that *“don’t know Jesus the way that you know Jesus”* to a life changing encounter with Him. It also helps guide the dialogue along a logical path that leads to a person making a decision about the truth of the message of Jesus Christ. It’s a simple acronym called SALT.

SALT is to:

**Start a conversation,
Ask the right questions,
Listen and
Tell the story of the Gospel***

(* much of this material is adapted from Dr. Rice Brooks, The GODTEST)

START A CONVERSATION

Everything begins with this. Throughout the Bible and history, Jesus and other Great Evangelist have been able to start normal conversations with others and find natural segues to the Gospel, e.g.; Jesus with the Samaritan woman, Paul in Athens, Dwight Moody in Chicago, John Kimmons in North Carolina and Gary Letchworth in Pakistan...

ASK THE RIGHT QUESTIONS

Ask questions that follow from the central question of “Do you believe in God?” Rather than immediately offering a person the Gospel in the form of propositions and beliefs, **they are asked questions and allowed to fully respond in order for you to understand their beliefs, or lack thereof.** (We live in a culture that has been permeated with relativistic thinking. To many, your truth is relevant only to you...)

Asking questions is a critical part of the evangelistic dynamic. A good question effectively plants the seeds of truth in the hearts and minds of individuals by making them think about what they really believe. In contrast, when you make preemptive declarative statements to them, they are only allowed to consider what you believe.

LISTEN

Listening to the answers they give sets up the simple Gospel presentation to be a **respectful, thoughtful conversation as opposed to a shouting match or argument.** As you listen carefully you are gaining wisdom that will be invaluable when you present the story of the Gospel as well as your own testimony and how it (the Gospel) has affected you. Their answers will give you a deeper understanding of the person’s belief system and their experiences with Christians in the past. You will then know how to best serve them as you share about the Gospel claims of Jesus and about your faith.

Your interactions with different people will not only help them to better understand the Christian

faith, but they will help you to understand their beliefs. You may even start seeing common trends in your relationships within your community, so you will know better how to pray for those around you. In addition, as you confront and respond to people's objections and concerns, you will become more confident in your own faith.

TELL THE STORY

After asking questions and listening to their answers you then ask THE question, which asks if they would be willing to listen to a Biblical response to these questions. For church members who lack confidence in their salvation, this question is usually met without push-back because they indicated they believe in God and, therefore, they likely have at least some respect for the Bible as a holy book.

For the atheist or the agnostic, THE question asks, "Have you ever explored what the Bible has to say about these questions?" This could be asked another way, "Would you be willing to hear the Theistic (Christian) answers to these questions?"

Telling the Story means presenting the simple Gospel, as well as testifying how it has personally affected you. *The Gospel directly speaks to every facet of a person's life and to every area of society.* As a result, you have the option of using their interests and experiences as points of contact, where you could show how Jesus is good news in regards to their immediate concerns. You could then use those areas as a launching point into the entire Gospel story and its eternal implications.

We have broken the questions into three categories:

Questions about God:

1. Do you believe in God?
2. How would you describe God?

Questions about us:

3. What does God expect of us?
4. How are you meeting those expectations?

Questions about eternity:

5. Do you believe in a heaven?
6. Does everyone go?
7. Do you believe YOU will go to Heaven? Why or why not?
8. Would you like to know what the Bible says about these questions?

Let's flesh out those questions.

QUESTIONS ABOUT GOD:

DO YOU BELIEVE IN GOD? {Question 1}

Why ask this?

This is at the heart of the Simple Gospel presentation. Everything in the dialogue flows from the answer to this question. If the person says yes, then continue immediately the next question.

REMEMBER

You've started the conversation, now ask the questions and genuinely listen.

HOW WOULD YOU DESCRIBE GOD? {Question 2}

You must first find out what a person's beliefs are.

"We tend by a secret law of the soul to move toward our mental image of God." The Knowledge of the Holy AW Tozier

REMEMBER

These are **their** beliefs. They didn't have to talk to you... so don't disrespect them by reacting negatively as they

try to articulate what they think. If their answers are glib and sarcastic, remember to have a sense of humor!

The Simple Gospel is a "selfie" too! It not only examines the person we are sharing with, it tests us as well. Our test is to see whether we can control our emotions and fulfill 2 Timothy 2:24-25: "And the Lord's servant must not quarrel; instead, he must be kind to everyone, able to teach, not resentful. Those who oppose him he must gently instruct, in the hope that God will grant them repentance leading them to knowledge of the truth."

QUESTIONS ABOUT US:

WHAT DOES GOD EXPECT OF US? {Question 3}

This question uncovers the sense of moral obligation and responsibility that human beings believe they "ought" to do. This moral code is written in their hearts. (Romans 2:14-15)

Sometimes the person will describe a set of moral actions that they must try to follow. Others will acknowledge that God wants them to believe in Him. *Keep listening to their answers with attention and sincerity. But remember, even if they say the right words, it is imperative that they understand the cost of that forgiveness and the nature of real faith.* Real faith is always accompanied by repentance, and consequently a heart change and a breaking with things that lead them away from God (sin).

REMEMBER

The next question is going to be very helpful in letting them see the desperate need they are really in when dealing with God's moral law.

HOW ARE YOU MEETING THOSE EXPECTATIONS? (Scale of 1-10) {Question 4}

This question will help someone to grasp the reality of the need for a Savior.

RESPONSE

In order for the response to this question to be objective, you might tell them that Billy Graham (or Mother Theresa or other relevant "good person" would place himself below 10...)

SALTINESS...

The first 4 questions are intended to set up the contrast between God and man. God is pure and holy and man is not. You are hoping that the weight of this predicament begins to be felt in their heart.

QUESTIONS ABOUT ETERNITY:

DO YOU BELIEVE IN HEAVEN? {Question 5}

It is important to understand what they think happens after death.

"Never tell a child, you have a soul. Teach him, you are a soul; you have a body." George Macdonald

The Bible is clear: Heaven exists!

There is certainly a place that lies beyond this natural and material world. It's not less real than the natural world, but more real. This is logical in the sense that the creation could not be more real than the Creator.

REMEMBER

These next questions are helping a person realize that there is coming a moment when physical existence will end and they need to take thoughtful consideration about their relationship with God... rather than presuming that everything is "ok".