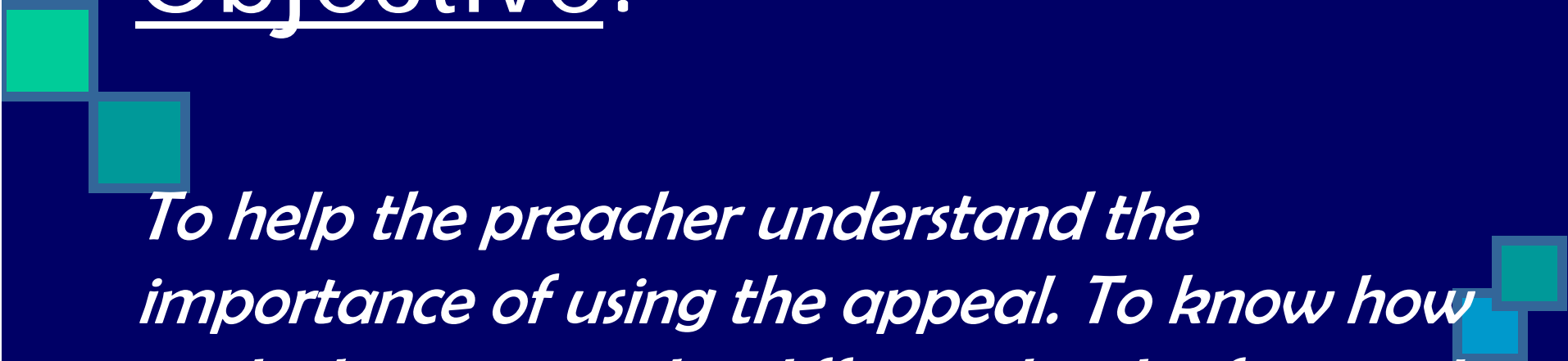



Objections and Decision Making



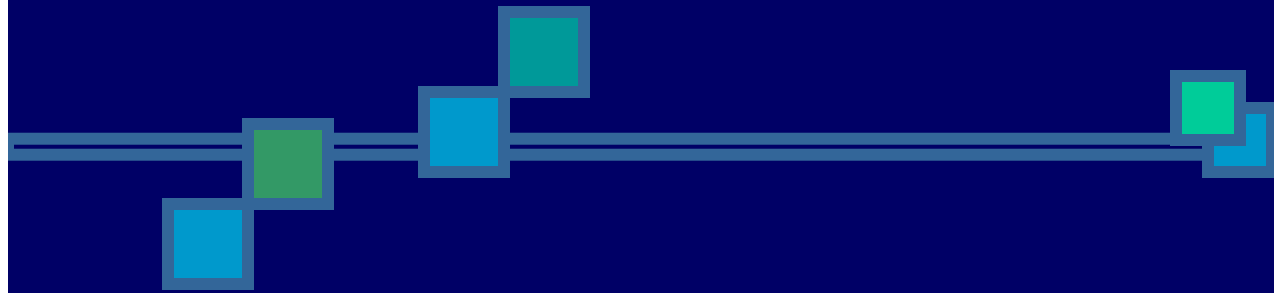
Objective:



To help the preacher understand the importance of using the appeal. To know how and when to use the different kinds of appeals. In short, you should be able to get decisions for Christ and eliminate objections people will make.



What do you think is the most crucial part of the mission of a soul winner?



Getting a person to
make a decision for
Christ.



There are seven major decisions an individual must make before becoming a Seventh-day Adventist Christian

- **Inspiration of the Bible and its revelation of Jesus as the divine Savior of the world.**
- **The special message of Christ to prepare people to meet Him at His second coming.**
- **Christ's call to full obedience to the law, including the Bible Sabbath.**
- **God's plea to respect our bodies as the temple of God.**

- **The Bible's teaching of the state of man in death, in contrast to the rising view of spiritualism in the world.**
- **The Bible and the gift of prophecy as identifying marks of the remnant church.**
- **Baptism as a sign and seal of accepting Christ, and becoming a part of His church on earth.**

Do you agree with this
statement?

Truth is
progressive!



Hear the Word:

Pro 4:18 But the path of the just *is* as the shining light, that shineth more and more unto the perfect day.

This is what I believe

Any truth which appears hazy or inconsistent provides obstacles for further progress. But clearly understood truths becoming stepping stones for further understanding of God's Word.

"Many a laborer fails in his work because he does not come close to those who most need his help. With his Bible in hand, he should seek in a courteous manner to learn the objections which exist in the minds of those who are beginning to inquire, "What is truth?" Carefully and tenderly should he lead and educate them as pupil in a school."

GW p. 190

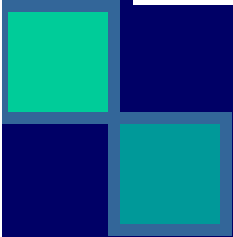

In gaining decisions six important principles apply:

- **Analysis**
- **Progressive Decisions**
- **Decision signals**
- **Appeals**
- **Leading people to make decisions**
- **Meeting objections**

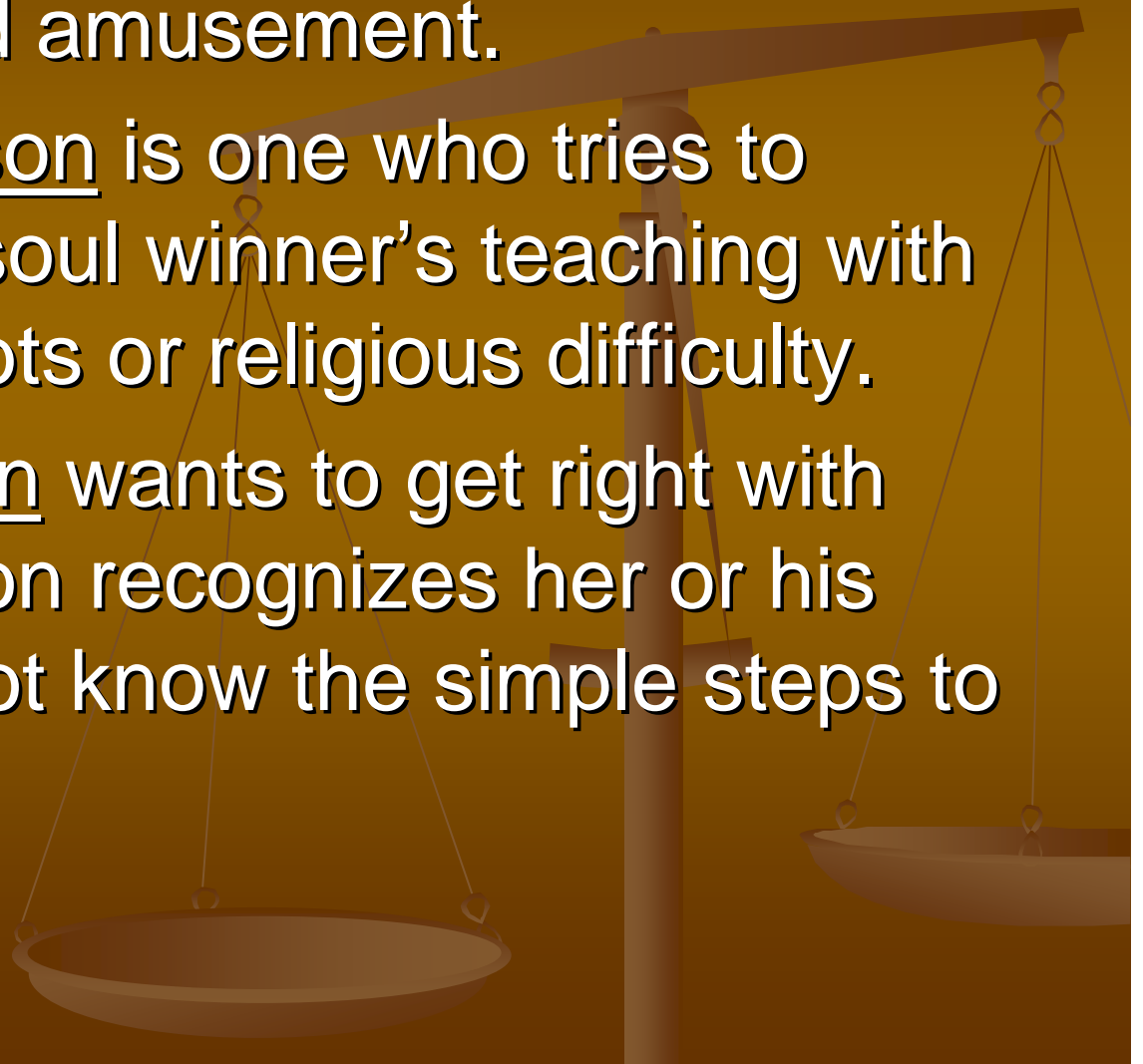


ANALYSIS

There are three kinds of people you encounter in decision making.

- 
- A superficial person
 - A skeptical person
 - A serious person
- 

- A superficial person shows no evidence of conviction whatsoever, but a spirit of callousness and amusement.
- A skeptical person is one who tries to counteract the soul winner's teaching with intellectual doubts or religious difficulty.
- A serious person wants to get right with God. The person recognizes her or his sins but does not know the simple steps to salvation.



Now I ask you can the
skeptical and superficial
seekers be reached?

- You **MUST** take a different approach for each person.

Discuss!

What kind of approach will you take for a skeptical, superficial and serious person?

Progressive Decisions

- ✦ Have clearly in mind the decision you are going to ask for at the end of the study.
- ✦ When you ask a person to make a decision at each point of your study, you are preparing them psychologically to respond positively to the most important decision at the end of the study.

What do you do at the point when the person is expected to make the final decision for Christ?

- Point out the happiness and benefits that will result from making this decision.
- Get the prospect to express his/her decision in words. *“Expression deepens impression”*
- Ask questions like, “is it clear to you that keeping the Sabbath is important”. *Once a person agrees to a minor action, he is much more likely to agree to a major one*
- Encourage the prospect to act immediately.



Decision Signals

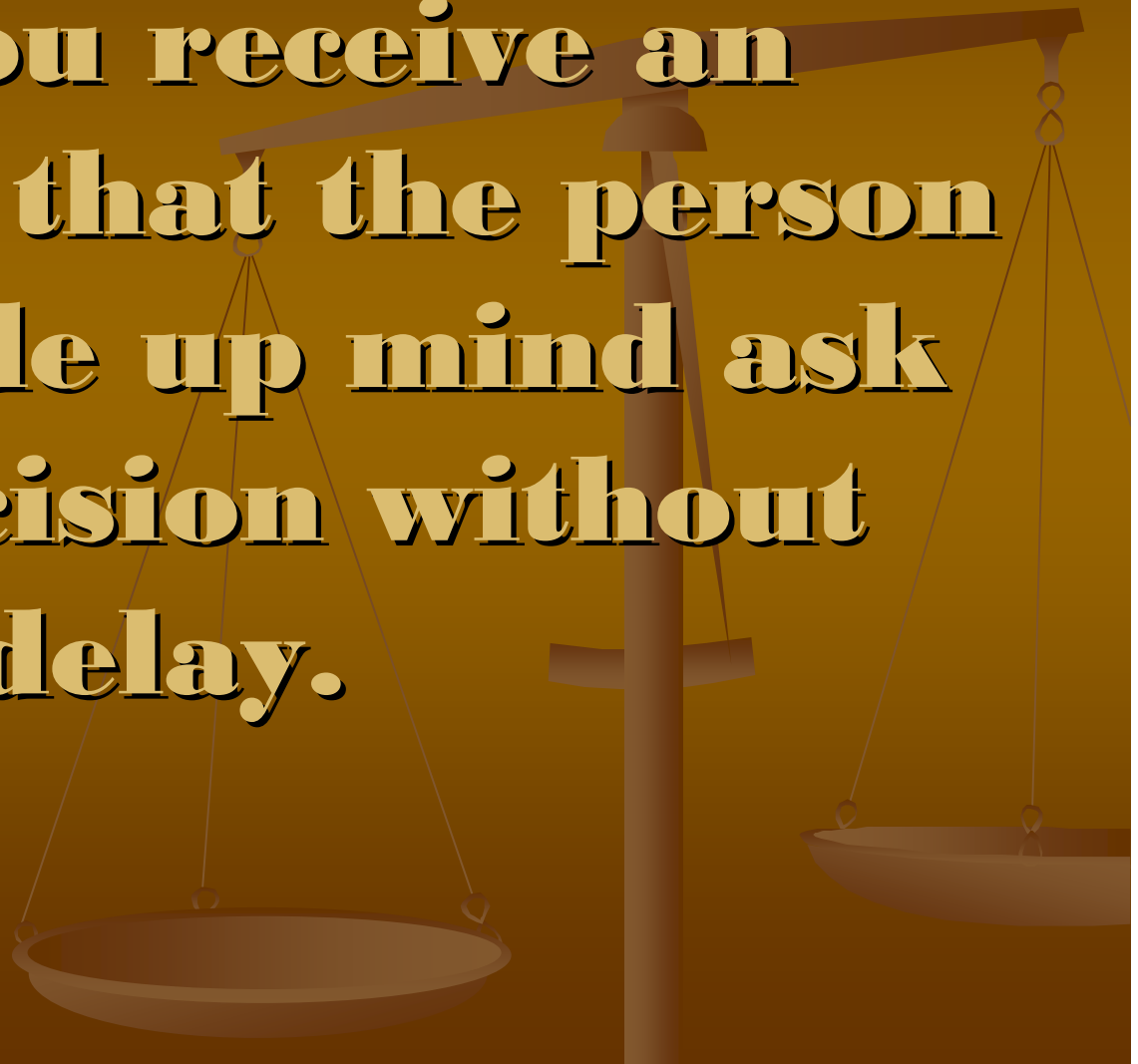
Calling for a decision
is something that is
gained by experience.

You learn to become alert to indications that a prospect is considering a decision.

For example:

- "I wish my husband were more agreeable with my decision for Christ."
- "I wonder if I would lose my non-Christian friends if I were to become an Christian."
- "I have an offering to give you for the church."
- "Would I have to quit going to shows and parties?"

Once you receive an indication that the person has a made up mind ask for a decision without delay.



APPEALS

In order for appeals to be effective the gospel must be presented in such a way to accomplish three things;

- Satisfy the mind
- Stir the heart
- Strengthen the will

1. To satisfy the mind the appeal must be logical in its content. It must lead the person to say this is something I want to do. *"I want salvation."*
2. To stir the heart the appeal should create a desire in the heart of the seeker for a change of life style. *"I can be saved."*
3. To strengthen the will the appeal should create a determination in the seeker that will lead him/her to say *"I will be saved"*

IMPORTANT:

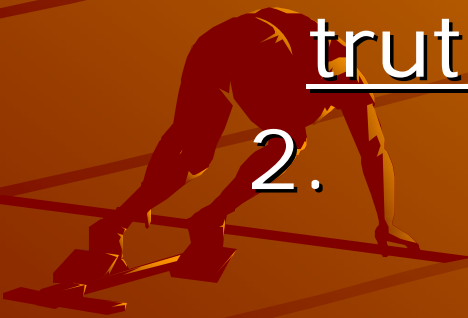
◆ Appeals must be specific.

◆ For example:

1. Do you believe what you have been hearing, is the truth from God's Word?

2. Is it your desire to accept the truth of the Holy Bible?

3. Let us pray together and ask God for grace to accept the truth.



Leading People to make decisions:

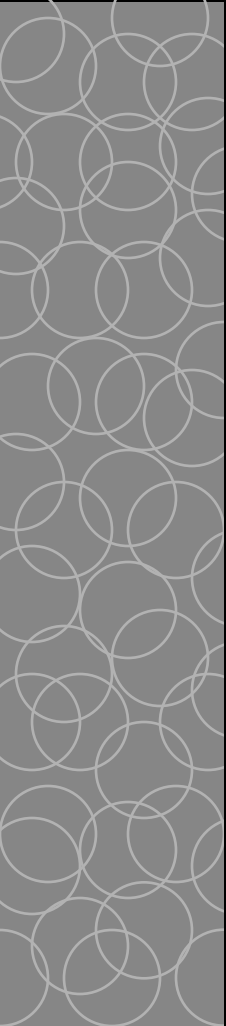
- **Be agreeable** – do not create an atmosphere of disagreement
- **Be alert** – Watch for indication that reveal the trend of thought.
- **Be direct** - Move straight to your objective.
- **Be kind and courteous**
- **Never argue** – It is possible to win the argument & lose the soul.
- **Pray**
- **Ask this question**, “Is there any good reason why you would not like to accept Jesus as your Savior and walk in all the truth?”

Meetings Objections

- **The best way to meet objections is with Scripture.**
- **Jesus met the argument of the Pharisees and the temptation with the use of Scripture.**



This is crucial!

- 
- ◆ The soul winner must be able to distinguish a genuine objection and an excuse.

OBSTACLES

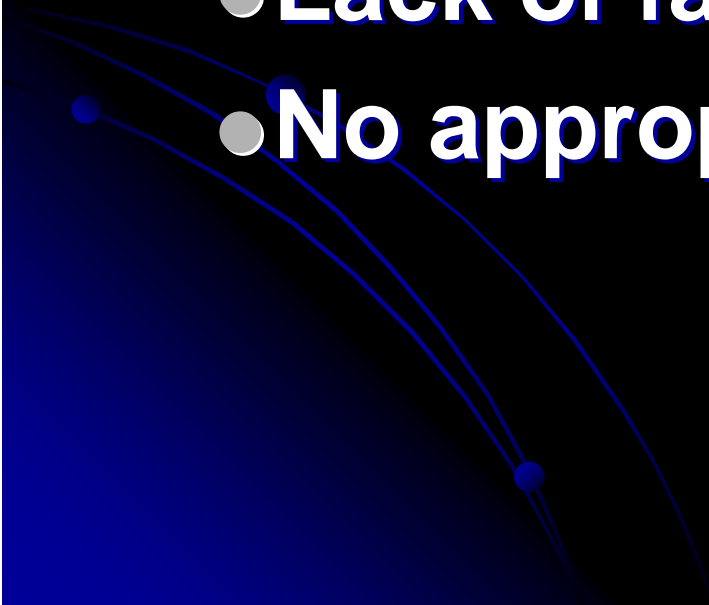
You will agree with me that the devil uses obstacles to prevent people from making decisions.

You must be aware that this is inevitable and confront them through the wisdom and power of God.

**It is important therefore,
that every soul winner
commit to memory or be able
to locate from Scripture
some of God's promises.**

Obstacles can Be classified into three categories:

- **Economic:**

- **Fear of losing employment**
 - **Lack of faith in returning tithe**
 - **No appropriate clothes to wear**
- 



- **Social:**

- ◆ **Opposition from loved one**
- ◆ **Fear of ridicule**
- ◆ **Fear of dividing family**
- ◆ **Concern for what friends will say**
- ◆ **Social life is unsettled**

■ **Spiritual:**

- **Sentimental ties to family church.**
- **Opposition from Pastor.**
- **Prestige of belonging to a popular church.**
- **Fear of not maintaining Christian ideals.**

How do you find out if the person has a problem or an obstacle that will prevent them?

- Ask appropriate questions!
- For example:
 - Is everything clear to you?
 - Do you see any problem if you should move forward?
 - What you think about being baptize, what comes into your mind?

Finally



“Your success will not depend so much upon your knowledge and accomplishments, as upon your ability to find your way to the heart. By being social and coming close to the people, you may turn the current of their thoughts more readily than by the most able discourse.”

Ev. p. 437

