



HOW TO SHARE JESUS USING **GOSPEL** **APPOINTMENTS**

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Benefits of using gospel appointments

1. **They are simple to set up.**
2. **They are an ideal setting to get to know someone.** You can build trust and show them you sincerely care. (I can't tell you how many times we have been thanked for taking the time to have a personal meeting with students. They are honored that someone would take interest in them.)
3. **They are perfect for you to discover someone's story and share your story.**
4. **They minimize distractions** that often come when sharing Jesus in other settings.
5. **They emphasize the importance** of what you are talking about.
6. **There is plenty of time** to share a full gospel presentation or illustration.
7. **They are great for setting up follow-up meetings.** We simply ask, "Would you like to do this again next week?" or, "Does this same time work for you?"
8. **If they do not accept Jesus right away, this is an ideal setting for initiating a relational evangelism friendship.** We have seen several students who were not ready to accept Jesus at our first meeting, but over time through building friendships and intentional conversations, they eventually received Christ!
9. ***Anyone can be trained to do this!*** You don't need to be an extrovert or gifted in evangelism.
10. **They are effective!** There is something about sharing the gospel clearly with people in a one-on-one setting that God uses. We have been using these for a little over 2½ years now and we have seen over 100 students pray to receive Christ!

How do I set up a gospel appointment?

If you are at a spiritually neutral setting such as a party or on campus...

1. **Start a conversation** with a non-Christian or someone with whom you are not 100% sure where they are at spiritually and talk about any topic you want. Use *F.I.R.E.*: Find common ground, Interests, Relationships, Experience with spiritual things.
2. **Take advantage of any opportunity to identify with Christ.** This can be something like, "Yeah I am involved in this campus group called Challenge." or, "We just got back from a fun trip that helped my relationship with God." Don't worry about the exact words, just say something! Something is better than nothing!

3. **Ask them a quick spiritual question**, like, “Do you have any interest in spiritual things?” or, “Did you grow up going to Church or anything like that?” or something else that gets them talking about themselves.
4. **Try to set up a meeting.** No matter how they answer, you can follow it up with something like, “That’s interesting. Hey, I have been learning some pretty helpful things about having a relationship with God. Maybe we could get together sometime for lunch or coffee and talk more about this?” After you say this, be quiet and wait for them to respond. If they say yes, try to just set it up right then and figure out a time to meet. If they can’t think of a time off the top of their head, just say, “Ok, I will call or text you later and we can set it up.”
5. **Go back to a casual conversation and just hang out with them.** Maybe something like, “So what are your plans for this weekend?”

If you are at your ministry’s large group meetings, small groups or social events...

1. **Start a conversation** about any topic.
2. **No need to transition. Simply jump in and try and set up a meeting.** Say, “Hey it would be great to get lunch or coffee sometime? We could get to know each other and I can tell you a bit more about what our group is about.”

I have an appointment! Now what?

1. **Pray like crazy!** Fast or set aside some time to pray for your friend. Recruit people from your group to pray for you before and during your meeting. I have a text message prayer team of 50+ people that I ask to pray for me before a meeting. Pray! Pray! Pray!
2. **Make sure to confirm the meeting** time and location that day through a phone call or text message. I like texts better because they are more casual.
3. **Bring your gospel lesson** or whatever you need to share the good news with them. Bring a pen, paper, Bible, or booklet. It might be good to also bring an extra Bible you can give them, just in case they don’t have one.
4. **Start by talking casually and building a relationship with the person**, but pretty quickly jump into talking about deeper things, such as family and upbringing. Then walk through the three-story outline below.
 - **Their Story:** Ask them to share their story about their experience with spiritual things as soon as possible. Just say something like, “So what’s your background when it comes to spiritual things?” Most people have something to share.
 - **Your Story:** Share your testimony briefly. Try and do a one-minute version.
 - **God’s Story:** Introduce the Bible lesson or illustration. We say, “Something that the ministry I am a part of does is these Bible lessons that teach the basics about having a relationship with God. Do you mind if I show you one?” or, “I have this illustration that explains the big

story of God...”

5. **Pull out the gospel lesson and just read it with them.** Make sure to sit close enough that both of you can comfortably see it. You don't need to add a lot to it. Simply take them through the lesson or illustration.
6. **Make the invitation clear.** When you get to the prayer at the bottom of the sheet, hand them the paper and say, “Why don't you read this prayer? Don't pray it yet. Just read it and see if it shows the desire of your heart.” Wait and give them time to read it and think about it. Then ask, “Would you like to pray this and commit your life to Christ right now?”
7. **If they say “no,” respectfully ask what is keeping them from making this commitment.** Don't be pushy or try to force a decision! Simply cultivate a relationship. Then ask if they would like to do an investigative study through the Gospel of John.
8. **If they say “yes” to Christ, show your excitement and lead them to pray to God out loud** by reading off the prayer. Tell them to feel free to make it their own because it is not magic words but the attitude of their heart. I usually open in prayer, thanking God for our time, and then ask them to pray to God out loud.
9. **Celebrate and set up a follow-up meeting!** Tell them that this is the most important decision of their life! Then say, “This was fun! There are some other things like this that we could look at if you want to start meeting. Does this same time next week work for you?” Make sure you have a time to meet again before you leave! Thank and praise God for what He is doing!