

Sunday, April 8, 2018—Grace Life School of Theology—*Ambassadorship 101*—Lesson 13 Leading a Person to the Point of Decision

How to Lead a Person to the Point of Decision

- A comprehensive approach to presenting the gospel is a three-phase sequence. As you understand and work through each phase you will be in control of the presentation and in the most effective position to bring a person to the point of making a personal decision. Remember: we cannot make the choice of faith for others they must make it for themselves.
- Our job is to bring them to the point where they can make a clearly understood decision—the decision is up to them.
- Phase 1: Conversation that discerns a person’s spiritual need
- Phase 2: Clear presentation of The Three Critical Issue of the Gospel (See Lessons [11](#) & [12](#))
- Phase 3: Leading the person to the point of decision
- The concept of coming to a point in which one can personally claim Christ’s provision for him or herself is in keeping with the definition of faith. In pressing for a decision there are two extremes which ought to be avoided:
 - *Inability to “Tie the Knot”*—the fear of confronting a person directly about their need to trust Christ now.
 - *Gaining Decision at Any Cost*—pressing for decision for decision sake apart from understanding, Holy Spirit conviction, or genuine desire.
- Success in Evangelism: must be measured by our faithfulness in sharing a life-changing message, not by how many people decide to trust Christ in our presence.
 - Our Task: to make things clear
 - Their Task: to make a free choice
- Decision Questions: after you have clearly presented the gospel you must compassionately ask two series of three questions which will encourage your prospect to personally trust Christ. These questions help clarify and lead to a clear decision.
 - “Do the things I’ve shared with you really make sense to you?”
 - “Do you desire to have eternal life?”
 - “Would you like to trust Christ as your Savior right now?”
- Making the Decision: We press for a decision with three straightforward questions, each one related to one of the three critical issues discussed earlier

- *They must recognize that they are a lost sinner:* “Do you take your place before God as a lost sinner—absolutely incapable of saving yourself through religious exercise or more reformation?”
- *They must recognize that Jesus Christ is their Savior:* “Do you believe that Jesus Christ is God who shed his precious blood on Calvary to pay the full penalty for your sins?”
- *They must personally claim salvation:* “Will you right now claim by faith the free gift of eternal life with God promises to all who place their trust in Christ alone?” What did you decide?
- Assurance and Follow-Up: Follow-up questions will allow you to test the decision they have made as well as begin to teach them issues of assurance and identify.
- Examples of follow up questions:
 - If you were to die right now, where would you spend eternity?
 - How do you know?
 - What did you just receive as a free gift?
 - Do you think you could ever get out of the family of God?
 - What happens when you sin?