

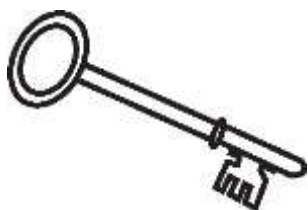
Contagious Christians

A Bible Study of The Mount Zion Church
Lesson 6: Closing the Deal



**KEEP
CALM
AND
CLOSE
THE DEAL**

Introduction: This final lesson in our Contagious Christian series will provide the most crucial step in developing our tools to help people consider choosing Christ. Often, we get to this point and do not put someone to the point of decision making. However, the goal of evangelism is to present a clear path for the person to say yes, no, or let me think about it. By the end of this lesson, students will be able to use a few questions that will prompt a decision from the listener. It is time to Close the Deal!



Key Verses: Luke 8: 1-15, Romans 10: 17

Luke 8: 1-15 The Parable of the Sower

In this parable, Jesus teaches about the outcome of the Word when it is taught. Take a moment and read Jesus' explanation of the meaning because in the explanation, we can find comfort that the outcome of sharing the word is not our responsibility. Our responsibility is to be the sower, and to spread the word.

Questions:

1. What does it feel like (emotionally) when people do not join, accept, or visit once you give an invitation?
2. How does Satan use the response of people to hold you back from sharing the Good News?
3. Reminder: What is our responsibility??????

Closing the Deal!

Crossing the Line of Faith-This portion of our evangelism effort is about helping someone come to a decision point. Sharing our faith and answering questions people have is great, but if we never “close the deal” then we are leaving a portion of the job undone. How do you get there? See the five elements below.

Five Elements-follow these in order to help someone through the decision-making process through a series of questions.

1. Approaching the line: Find out where they are in their understanding and in their readiness. Ask them a few questions such as:
 - Do you realize that you can never pay the debt you owe to God for sin?
 - Isn't it great that God offers us a solution for our sin and you can accept that now if you understand what Jesus did for us?
 - Would you agree that being a good person and going to church is not what saves us from the punishment of our sin?
 - Did you know that just like God, I want you to be safe and if you understand what Jesus did, you can be saved right now.

2. Checking _____
 - Have you come to the point of accepting Christ, or are you still in the process of thinking it through? If thinking it through, do you mind if I check back with you in a few days to answer any other questions you may have about this decision?
 - That's great... where would you say you are in that process right now?
 - Is there any reason you wouldn't want to ask Jesus for his forgiveness and leadership right now?

3. _____ in prayer. You must lead them through prayer. (I am a sinner and need you to save me Jesus. I am sorry for what I have done and realize only you are the answer. Come into my life and teach me to be a follower of yours. I thank you for salvation. In Jesus name, Amen.)
 - Ask for the *forgiveness* of Christ.
 - Ask for the *leadership* of Christ.
 - Give *thanks* for God's forgiveness and leadership.

4. Celebrate! Make sure the person knows you are happy and excited for them!

There is rejoicing in the presence of the angels of God over one sinner who repents (Luke 15:10).

5. Point toward the next steps. You must give them these next steps so they have a now what thing to do. Have them download the Bible App to their phone and read the 12 Day reading plan entitled 10 First Steps for the New Christian (it is excellent in explain the 3 key steps below).
 - The importance of *praying daily*
 - The need to regularly *read the Bible*
 - The importance of *right relationships* – with other Christians, with a solid, Bible-teaching church, and with non-Christians they know and will want to try to reach for Christ.

Below is more information on how to help your new Christian friends get off on the right foot.

1. Praying Daily

Explain the importance of setting aside at least a few minutes each to connect with God. Encourage them to talk to God using ordinary language, and to be honest about what's really on their mind each day. Even if they don't feel like praying, that's a good thing to talk to God about!

To help gain balance in prayer, you might want to mention the classic A-C-T-S outline:

A – is for **adoration**: worshiping God

C – is for a **confession**: admitting sins to God and receiving his forgiveness

T – is for **thanksgiving**: a natural response to his daily blessings

S – is for **supplication**: an older word that means to make requests to God

2. Read the Bible

Explain that the primary way God speaks to us is through the Bible. Encourage the habit, beginning right away, of reading a chapter each day. Suggest starting in one of the New Testament gospels, and reading from a version of the Bible they can understand. If they don't have one, that would be a great "spiritual birthday present" to give them! The "Recommended Resources" section lists a few good Bibles and books for new believers.

3. Right Relationships – with Other Christians

Stress the importance of developing growing friendships with other Christians, and regularly spending time with them, especially in smaller group settings. Those relationships will be an important source of encouragement, learning, and accountability – as well as friendship and fun!

Also, at least for the first stages of growth, as "spiritual babies" new believers will need someone who is committed to spiritually "parenting" and coaching them. This can be you, or another mature believer who has affinity with them (select a person of the same gender). Either option is fine, as long as we make certain someone owns the responsibility of walking our friends toward spiritual maturity. The crime we must never commit is abandoning a newborn spiritual baby!

4. Relationships – with a Church

Encourage attendance at a church that accurately teaches the Bible, and that encourages and fosters spiritual health and growth. New believers need to understand that the church is not only a place to learn and grow, but also a place where God wants to use us to serve others in ways that will bless and build them up. New Christians need to know they have a vital role in God's family!

5. Relationships – with Non-Christians

New believers need to understand that God also wants them to become contagious Christians who will be used to spread their faith to others. Share some of the principles you've learned about this and encourage them to come through this training as well.

But caution them to be patient with close friends and family members. Friends and family will need time to see that the change in your friend's life is real before they'll consider the implications of the gospel for themselves. Remind new believers how long *it* took to step across the line of faith!