

Using Questions

I. Scaled Questions

Asking yes/no questions put people into a box and they don't like it. But using a scale of 1-5 gives you an idea where they are at. This approach is highly customizable and can tailor it on the fly.

- On a scale of 1 – 5, how often do you think on spiritual things?
If answered 1–2 ask, “Has there been a time in your life where you would have rated yourself higher?”
[this would tell you without being told that something happened to turn them off]
- On a scale of 1-5, how would you rate your relationship with God?
- On a scale of 1-5, how sure are you about going to Heaven?
- On a scale of 1-5, how good of a person are you? [use good person test or 10 commandments]
- The Bible answers the questions like, how to find purpose and meaning in life, how to be genuinely happy, and where do you go after death. On a scale of 1-5, how interested would you be in learning the answer to these questions from the Bible?
- If you are interested in studying the Bible, how would you want to study the Bible? 1-1, small group, large group, self-study

II. Ask questions to keep conversations going..... but don't come on too strong

- What is the gospel?
- What is the purpose of the 10 commandments?
- Do you have any prayer requests that I can pray with you for?
- If you could ask one question and you knew you would get the right answer, what would it be?
- What do you think about _____ (your church; Jesus; bible)?
- What do you like about your current _____ (job; city; church)?
- What would you like to change about your _____ (job; church)?
- What is the hardest part of _____ (praying; reading your bible; going to church; living the Christian life; discipleship; evangelism)
- If you had the money and time, where would you go in the world?
- That is interesting! Can you tell me more.... (how that works, what you are thinking here, how you are approaching that, etc.)

Sample Script at a door

Hello! My name is Jeff, and this is _____. We are members of _____ church. We are going through the neighborhood asking people an important question, and that is, ‘If I were to ask you what the gospel is, what would you say?’”

“Thank you for sharing! The Bible says in Romans 1:16 that the gospel is the power of God unto salvation. So in order to be saved, go to heaven, a person must know and believe the gospel. The gospel is that Jesus died for sin according to the Scriptures, that He was buried, and that He rose again according to the Scriptures.”

At this point, this conversation can go many directions. You can ask them if they have heard that message before. You can ask if they have a religious background. Use questions to keep the conversation going.

Use the 10 Commandments, the Good Person Test, have an answer for why good people suffer.