

## HOW TO SPREAD THE GOSPEL USING “THE TWO RIGHT ANSWERS” CARDS



(The pictures above show the two sides of the business card you'll be using to spread the gospel. You can order these by phoning 021 10 10 150).

These cards are like trainer wheels in evangelism. By this I mean that the goal is for everyone to be confident and able to explain the gospel to someone without the use of a tool.

Having said this, I would add that I am able to present the gospel to a non-Christian without a tool, but I still use tools for the benefit of the non-Christian listening i.e. tools often have diagrams and pictures which help to bring clarity and understanding.

My experience is that most Christians need a tool to start with. Most struggle to start a conversation about God with a stranger. If they do start one, the vast majority don't know how to turn the conversation onto the gospel. They especially struggle when it comes to explaining the gospel. In short, they are not quite sure what to say.

So these cards will help people (especially the shy and introverted) get started in evangelism.

### HOW TO GIVE THE GOSPEL TO A NON-CHRISTIAN USING THESE CARDS

#### FIRST, GET IN THE RIGHT SITUATION

It's best if you are talking to someone who is not in earshot of anyone else. You can adapt what I have said below to virtually any situation e.g. a shop, supermarket check out, on public transport, talking with a neighbour, work mate, school friend etc. Start with small talk. e.g. *"Hi, how are you. You having a good day?"*

#### SMALL TALK

You might talk about current events e.g. the world cup soccer. Small talk is good because it breaks the ice and builds rapport.

#### THE BRIDGE

"The bridge" is a strategy to turn a conversation naturally onto spiritual things.

For example, after some small talk, you might ask the person you are talking to a question such as:

*"What did you get up to in the weekend?"* (this question sets up your bridge)

They will give an answer.

After listening to and responding to their answer, you might say:

*"I had a great weekend too.*

*I heard a particularly good message at church.* (This sentence turns the conversation onto spiritual things).

*Are you a church person?"* (This sentence invites them to talk about their own spirituality).

(These last three sentences are your bridge).

If they say ‘no, I am not a church person’ you could follow up by saying ‘Have you ever thought about what happens after death, who made the world...things like that?’ Or ‘have you ever had any contact with churches?’

See where the conversation goes then ask “the key question.”

### THE KEY QUESTION

1. “Bill, Can I ask you a serious question? Someone once asked me this and it really got me thinking”

They will say something like “Sure”

2. You then say “What say, God forbid, you were in a serious car accident today and you died. You found yourself at the pearly gates and God said to you ‘Bill, give me two good reasons why I should let you into heaven, what would you say?’” (this is the key question).

3. (optional) I often say (**smiling!**) immediately after what I have just said above, and just to ‘lighten the situation’ - *‘off the top of your head, what would you say? It’s a good question, isn’t it!’*”

### THE ANSWERS

They usually say something like “It **IS** a good question. Mmmm...I have never thought about it. I guess I would say ‘I am a good person’ and ‘I have tried my best’.” Give them time to think about their answers.

Don’t evaluate their answers. There is no need to. You don’t want to be confrontational in any way whatsoever. For example, if they say “I am a good person” you’d say “I know you are. You’ve been a good neighbour” or “That’s great!” or “God applauds that!” Whatever they say, just affirm their answer.

I usually say (as gently and light-heartedly as possible) after their first answer ‘So that’s your first answer. What would your second one be?’”

Then after they have said their second one I say “So your two answers would be 1. you’ve been a good person 2. You’ve tried your best. Is that right?” They say “Yes.”

### THE HOOK

Then say (gently, lovingly, pastorally) “Bill, those two answers would never get you in. With those answers, you’d go straight down.” This is hook.

Believe it or not, non-Christians have no problem with you saying this. In fact, most are very grateful you have alerted them to the serious misunderstanding they have been carrying. I have called these two sentences ‘the hook’ because it’s usually the jolt people need to motivate them to watch the 11 minute video which explains the gospel ([www.biblein11.com](http://www.biblein11.com)).

Then say either: “Would you like to know the two right answers?” (then give them the card, and point out the video you want them to watch).

**Or:** “Here is a card. It’s a gift from me (show them the side with “the two right answers” printed on it first). There is a web address on here (turn the card over and show the other side). On this web site is an 11 minute 11 video which tells you the two right answers.”

Then just see where the conversation goes. I often find that people want to talk more about God. If so just let the conversation run. See where the Spirit leads.

What I have written above is just a suggestion. You might say something different. You have to find out what’s comfortable for you and which works for you. The goal is to motivate people to watch the video. As I said, whatever you do, be gentle, relaxed, friendly, and talk quietly all the way through.

Don't be intense and too serious (if you can help it). And definitely don't be 'loud'!

### SIX REASONS THIS APPROACH IS SO EFFECTIVE / BIBLICAL?

First, it's effective because people like a quiz. For this reason, using these cards takes a lot of the fear out of evangelism. It makes 'evangelising' fun, and not 'heavy and scary'.

Second, these cards get people talking about themselves and what they think. And people like talking about themselves and what they think.

Third, it's very quick in that most encounters with the unchurched each day are only brief encounters e.g. dairies, gas stations, shops, etc.

Fourth, it's a good way for people in churches who are not used to doing evangelism to get started in evangelism. Research shows that 98% of the Church today don't do any evangelism at all, so there are a lot of us who need to get started.

Fifth, the [www.biblein11.com](http://www.biblein11.com) video gets straight to the heart of the gospel, which is justification by faith. Virtually everyone I have talked to using these cards shows by their answers that they are trusting in their works / good behaviour to get them to heaven / or to be right with God, instead of the finished work of Jesus.

If we don't talk to them before they die, they will go to their death trusting in their works and self righteousness, and perish in hell. (Romans 10:14) *"How will they hear unless we go? Who will tell them unless we speak?"*

Sixth, with this approach you'll circumnavigate debates, conflicts, and arguments.

For this six reasons, this approach is incredibly effective and, to be honest, quite a lot of fun!

To read more about what 'the gospel' is and isn't, [click here](#). To read about what evangelism is and isn't, [click here](#). To watch a video on the state of evangelism in the Western world, [click here](#).

Finally, and believe it or not, and contrary to popular opinion in the Church, 99% of non-Christian people want to go to heaven when they die and are VERY interested in finding out how to get there. Knowing this makes it a lot easier to share the gospel, because know you'll be scratching where they itch.

The most exciting thing of all is that with this approach you'll be helping non-Christians start their journey towards a relationship with Jesus.

There is also a follow up booklet available. This gives a person something to read which "unpacks" the truths in the video. You can order these by phoning Eleanor on 021 10 10 150. They are \$25 for 20. To read the content of this booklet, [CLICK HERE](#)

I often say to people *"watch the video, and then read this booklet."* i.e. I give them both THE TWO RIGHT ANSWERS card, and the follow up booklet.

**NB: If you would like a PDF file of this document emailed to you, so you can access the hyperlinks, please email me at [julian@esisite.com](mailto:julian@esisite.com).**

