Intro:
- continue series on Conversational Evangelism

Review this series: Conversational Evangelism
- What is Conversational Evangelism
  - sharing God’s word with people in everyday conversation, rather than in a formal class
    - normally, conversations lead to home study or attending church, leads to obedience to Christ
    - rarely, lead to obedience without home study and visiting at church
  - illus.: Pam and friend met 2 boys at bowling alley, came to church the next day, continued to come and visit at house, in a few weeks studied, one obeyed gospel that day and other a few weeks later

- First two lessons:
  - #1 Cultivate, Stimulate, and Recognize Opportunities
  - #2 Review and Exemplify: Cultivate, Stimulate, and Recognize Opportunities – men helped

- Next five lessons: – five different types of conversations we need to have with people
  - #1 Learn About Them and Their Religion (Church)
  - #2 Identify Common Ground, Based on God’s Word and Authority – last lesson
  - #3 Help Them Understand What They (and their church, religion) Believe – this lesson
    - many people are going to a church, and don’t know its beliefs
  - #4 Introduce Bible Teaching in Everyday Conversation
  - #5 Overcome Objections
Use questions to help people learn about their religion.

- **Col. 4:5-6** wise conduct toward outsiders: use of questions often a wise way to talk with people, and teach – get people to think

  - **illus.: Jesus**
    - **Matt. 16:13-16f** Jesus used 2 questions, teach about building His church
    - **Lk. 20:1-8** Jews confronted Jesus with question, Jesus used question to answer, they could answer own question, not willing

  - **illus.: Paul**
    - **Acts 21:37** Paul speaking to commander, wanting to defend himself, after Jews’ false accusations
    - **illus.: Christians today** – have to care about people and about what they think
      - Farrell: “I want to ask you a question. . . .”
      - Have you thought about. . . ?
      - Did you hear about. . . ?
      - What do you think about. . . ?
      - Have you studied. . . ?

  - **no pressure approach is usually the most effective today** – we’re not Jesus or an apostle – the only reason to get mad and defensive is if not have the truth
    - **illus.: Aquila and Priscilla**
      - **Acts 18:24-27** took Apollos aside and explained the area where his teaching was incorrect - gentle
    - **illus.: Paul**
      - **Acts 21:37-22:1f** Paul asked to speak, not one accused of being, didn’t speak till had permission, polite, gentle, courteous, speech seasoned with salt, gracious speech, etc.
      - **Acts 24:1-11** Paul before Felix, after been falsely accused by Jews – not angry, calm, instructive

- **don’t try to say everything in one conversation** - information overload, not effective
  - stay focused on getting one or two points across, build on it later

- **questions can help us:**
  - clarify religious terms
    - believe, repent, confess, baptize
  - clarify beliefs
    - when is a person saved, why are we baptized
  - expose uncertain beliefs, questions they have about religion
    - I’m not sure about. . . / I don’t believe. . . .
  - help people see discrepancies in their thinking without further help
    - perseverance of saints / can commit murder and still do to heaven without repenting
  - help introduce Bible principles
    - What does Peter mean in 1 Pet. 3:21: there is an anti-type that now saves us, namely baptism
  - stimulate thought and Bible study
    - raise questions that can only be answered by God, in His word
  - place the burden of proof on the individual espousing the belief
    - Jesus (Lk. 20:2-4) when His authority questioned, answered with question
  - allows for a non-defensive mode of discussion
    - can bring up a topic without being on the attack
Help them identify areas in which they’ve been misinformed.

- by helping people understand what they believe, and their church or religion believe, it often helps them learn that they’ve been misinformed, taught wrong, or made false assumptions.

- illus.: Paul on Mars Hill
  - Acts 17:22-23 Paul began by stating what they were doing.
  - Acts 17:24-25 he showed the inconsistency of their religion (tried to serve God with human hands).
  - Acts 17:26-27 he showed them why they were doing what they were doing, although their worship was wrong.
  - Acts 17:28 he quoted their own poets to prove it his point secularly, in addition to religiously.
  - Acts 17:29 he then concluded from the religious and secular evidence, that God was not an idol made with hands.
  - Acts 17:30 proclaimed that God now requires all men to repent.
  - Acts 17:31 introduced a hot topic to stir their minds resurrection.
    - some sneered and some wanted to hear more – result of throwing how line (catechism allegory)

- many people think they (or their church) believe one thing when they really believe something else.
  - illus. baptism remission of sins: many times we talk with people who think they were baptized for the remission of sins, only to find out they were not.
  - illus.: baptism / sprinkling: sometimes people think they were baptized, because of terminology used in a religion that is different from the Bible, when they were only sprinkled.
  - illus. Calvinism: sometimes people think their church does not hold any of the 5 major doctrines of Calvinism, but find out they do (their religion does) – illus.: lady in dentist’s office.

- Rom. 1:16 God’s word is the power.
  - many people have been told what it says, but not investigated, anger often the result because taught wrong.
    - illus.: lady in Kissimmee: shocked to learn that what she had been taught at catechism class was not in the Bible, eventually got to point where she could joke about it – what they told us isn’t in the Bible.
    - young man in Thomasville: learned that what he had been taught contrary to the Bible, had to deal with anger.

- summary:
  - use questions to help people learn about their religion.
  - help them identify areas they’ve been misinformed – God’s word is the power.
Help them identify areas of inconsistency in their beliefs, so they’ll be encouraged to investigate the truth of the gospel.

- when people see they are inconsistent in their beliefs, sometimes engenders desire to investigate
  - Rom. 1:16 use questions relating to God’s word(above), to help people walk themselves through the process with God’s word

- illus.: Jews, Pentecost
  - Acts 2:14-38 Peter’s sermon, Jews learned misinformed about Jesus, thought had killed a sinner worthy of death when actually had killed the Messiah
    - their beliefs about Jesus were inconsistent with Scripture – Peter convinced with Scriptures
  - Acts 2:37 asked what to do
  - Acts 2:38 Peter told them what to do, 3k obeyed

- now is a good time to let them know you’re available for Bible study
  - usually not good to bring up subject in a way requiring a decision, but letting know available
    - illus.: 
      - good: I’ve. . . . (relate). If you ever want to study the Bible together, just let me know.
      - poor: Do you want to study the Bible Monday night? (requires immediate decision, not time to think about)

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Other things to keep in mind, while learning about them and their religious beliefs:

- try to get a grasp on what might give them trouble in coming to Christ, if you have the chance to teach them (uncovering barriers)
  - Phil. 2:12 try to address in advance, obstacles they’ll have to work through

- learn about their personality and how best to get through to them
  - illus.: if they have a B personality, you don’t talk to them like you would a person with an A personality
    - visa versa
  - illus.: if they are a visual learner, it’s helpful to write things down and draw pictures, but if they are a verbal learner you’ll need to be more verbal

Summary / Inv.

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  - try to get a grasp on what might give them trouble in coming to Christ
  - learn about their personality and how best to get through to them

- inv.: not a lessons on first principles, but can obey the gospel tonight - inv.