but have not found it.  They have been distracted by denominationalism, worldly pleasures, sin, etc.  Many would gladly give these up for the pure gospel of Christ if they only knew its saving power.

**Lesson 6 Persuasion**

**Using persuasion**

Personal Evangelism seeks to persuade or convince people to obey the gospel. To persuade means to cause someone to do something especially by reasoning, urging, or inducement. Persuasion means to convince. Some are opposed to the use of persuasion. They believe that we should merely present the gospel and then let the sinner make up his own mind about obeying or rejecting it.  Yet those who object to persuasion in evangelism use persuasion in many areas of their own lives. We all ask people to change their minds or habits. Before we use persuasion in evangelism, we must properly teach the individual. We must make sure the individual understands the plan of salvation.

**Bible examples of persuasion**

1)  2 Corinthians 5:11 "Knowing, therefore, the terror of the Lord, we persuade men".  We should not want anyone to be lost.

2)  Acts 2:40 "And with many other words he testified and exhorted them, saying, Be saved from this perverse generation."  When Peter preached the gospel in all of its power and simplicity, he did not sit down at the end of his presentation.  Peter was trying to persuade them to accept the gospel.  Why?  Because they were lost and doomed to the fires of an eternal burning Hell.  We must use every legitimate means at our disposal to rescue those who are lost in sin.

3)  Jude 22-23 "And on some have compassion, making a distinction; but others save with fear, pulling them out of the fire, hating even the garment defiled by the flesh."

4)  Luke 14:16-23 (Parable of The Great Supper) "Then the master said to the servant, Go out into the highways and hedges, and compel them to come in, that my house may be filled."

5)  Acts 13:43 "Many of the Jews and devout proselytes followed Paul and Barnabas, who, speaking to them, persuaded them to continue in the grace of God."  (This was at Antioch in Pisidia.  Here we see persuasion is accomplished through speaking.)

6)  Acts 18:4 "And he reasoned in the synagogue every Sabbath, and persuaded both Jews and Greeks."  (Paul was at Corinth.  Persuasion is also accomplished through reasoning.)

7)  Acts 18:13 "Saying, This fellow persuades men to worship God contrary to the law."  (We today should persuade people to worship God correctly.)

8)  Acts 19:26 "Moreover you see and hear that not only at Ephesus, but

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14)  **Be alert for people who are undergoing trauma** such as death of loved ones, serious illness, divorce, automobile accidents, and financial difficulties.  In times like these, people realize how vulnerable they are and may look to God for help.  Such occasions might provide an opportunity to talk to people about their souls.

15)  **A person must see that he is lost and needs the study.**  Do not allow the person to make excuses.  Insist on a study. After all, the study is for the benefit of the lost person. People who are not interested make typical statements: 1) "Let me first ask my husband."  2) Would you phone me later?"  3) "I will study if it doesn’t take too long."  4) "I would like to ask my preacher."

**Lesson 4 What to say**

**Situation: Unexpected call (cold door knocking)**

1) "Good morning sir. How are you today?” (His response.)  “We are on a campaign for Christ, sharing the gospel with people. We would like to share with you a very interesting Bible study. For instance how would you answer the first question on #8 (of Lesson #1)?" (His response.)

2) "Would you like to see what the Bible says?"  (His response.) Have him read the scripture.  **Note:** Have him to also read and answer the second and third questions.

3) "This is a three lesson study to help you to understand what God’s will is so that you can go to heaven.  We would be happy to go through these three lessons with you.  Would you like to do that?" (His response.)

4)  "We could study now or this evening at 7:00 PM. Which would you prefer?"

**Situation: Approaching friends**

**Example 1** "John, for a long time I have wanted to talk with you about an important matter. I am interested in your relationship with God and your soul’s salvation.  I feel guilty for not having talked with you yet, and I’m sorry for the delay.  John, if you were to die tonight do you know for certain that you would have a home in Heaven?"  (Wait for his answer.)  "I can share with you from the Bible how you can go to Heaven. Would you like that?"  (His response.)  "We could study now or tomorrow evening at 7:00 PM. Which would you prefer?"

**Example 2** "John you’re a very fine individual, and I appreciate you as a friend.  You are honest, kind to your family, and a good person; but you are not a Christian.  You may have wondered why I haven’t talked with you before, but I just can’t continue without talking with you.  Have you thought

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