F. Since Jesus wants you to be baptized and you understand the importance of being baptized, wouldn’t it please Jesus for you to be baptized right now?

G. Fine, let’s go right now. (Stand up)

6)  **Silence** – Ask the prospect to be baptized and then remain silent.

7)  **Change places with him** – "Suppose that you are I and I am you, and

you have taught me what God wants me to do to be saved.  Let us suppose

that I see the need to be baptized so I can be saved and go to heaven. However, I don’t intend to do anything about it.  What would you tell me?  Please tell me what you would say if you really loved my soul and wanted me to go to Heaven."

8)  **Emotional close** – Relate an incident with which you are personally acquainted with in which the sinner hesitated to obey the gospel and died in a lost condition.  "But the tragic thing about it is, he will not have another opportunity.  You have an opportunity right now, but do you know if you will have another opportunity after tonight?  Then let’s go and take care of this matter right now."

9)  **Help the individual face the consequences** – "John, do you realize what you have just said?  You are telling God that the death of His Son on the cross on your behalf is not important to you.  You are rejecting the salvation that God wants to give to you.  John, God is going to put you in one of two places: Heaven or Hell.  Now you have just rejected Heaven.  What does that leave you?" (Remain silent and wait for his answer.)

10)  **Reassurance** – 1) “John, have I shared anything with you that is not from the Bible?”  2) “Have I taken anything out of context?”  3) “Then the conclusions you have come to are your conclusions based on God’s word, aren’t they?”  4) “So if you do what the Bible says, whose will are you obeying?”  5) “Can you go wrong if you do what God’s word says to do?”

11)  **Comparison** – Compare what he believes with what the Bible teaches.  Or compare the advantage of being in Christ with that of being outside of Christ.  "Which one is according to the Bible?"  Or "Which one will God accept?"

12)  **Welcome objections** - Don’t be afraid of objections.  Objections tell you what he thinks and feels?  1) "John, your question is: ‘Why wasn’t the thief baptized?’ Is that right?”  2) “John, do you have any other questions?”  3) “If we can answer this question to your satisfaction is there anything else that would keep you from being baptized tonight?"

13)  **Key words to use in closing** – 1) **Why** or **Why Not** – The individual cannot answer honestly without committing himself.  "Why are you waiting?"  "Why not be baptized now?" 2) **Let’s** – This is a cooperative and unselfish word, which leaves the idea that you and the one you are studying with are trying to work the matter out together.  "Let’s see what the Bible says."  Or "Let’s go now to the building and baptize you into Christ." 3) **When** – Indicate a specific time and impress upon him the urgency of the matter.  "When does the Lord want you to be baptized?" 4) **Which** – "Which one is according to the Bible?"  "Which one will God accept?"

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6)  **Bible school and VBS contacts.**  By their attendance they have indicated an interest in Bible study.

7)  **Visitors to worship services.**  By their attendance they have displayed an interest in the church.

8)  **Hospital contacts.**  Those having serious illness can see that their life could end at any time.

9)  **Delinquent members.**  We should always try to restore the fallen (James 5:20).

10)  **Neighbors.**  We should want those who live near us in this world to also be with us in Heaven.

11)  **Fellow employees.**  We work with these people five days a week.  We should find opportunities to speak with them about spiritual matters.

12)  **Door knocking.**  This is a good way to find prospects in a neighborhood.

13)  **Friends and relatives of members.**  These acquaintances can help you contact their friends and relatives and set up a Bible study with them.

14)  **Newcomers to town.**  They are trying to find new friends and become a part of the community.

15)  **Visitors to your home.**  We need to ask them to have a personal Bible study with us.  

16)  **Those who take Bible correspondence courses.**  These have already indicated an interest in Bible study.

17)  **Funerals.**  Those attending funerals are confronted with the brevity of this life. This can be a good opportunity to teach.

18)  **Jails and prisons.**  Many people in prison realize they need to make some positive changes in their lives.

19)  **Rest homes.**  People in rest homes appreciate visitors and may want a personal Bible study.

20)  **Newspaper and radio contacts.**  These show an interest by responding to newspaper, television, and radio contacts.

21)  **Questioners and objectors.**  People who question or object indicate an interest in a topic. Many are open to a discussion.

22)  **Friends of new converts.** Many new converts want their friends to hear the gospel.

23)  **People seeking counseling.**  These people need and want to make changes in their lives.

24)  **Those getting married.**  A teaching opportunity is presented if the spouse of a church member is not a member.

25)  **People undergoing trauma.**  Many people who have serious problems look to God for help and may be good prospects.

**Lesson 3 Setting up the study**

1)**Pray to God to help** **you to say the right thing, in the right way.**  Pray for open doors. Pray for wisdom to take advantage of the opportunities.  Pray for open hearts. Pray for the prospect to have ease of understanding.

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