2)  **Until a study is set up, it can’t be conducted.**  To set up a study we must ASK.  We should not be afraid that we will make a mistake by asking a person to study the Bible with us. Remember, everyone has a precious soul. Always try to gain a study appointment with a definite time and date rather than just answering a few casual questions.

3)  **No single approach will work with all people.**  Choose your approach according to the teaching prospect. Jude 22-23 says, "And on some have compassion, making a difference; and others save with fear, pulling them out of the fire; hating even the garment spotted by the flesh."

4)  **Be genuinely sincere when talking to someone about his soul.**  Souls are precious, so we must not spare any effort to teach people the truth.  Love of the lost will cause us to work hard for the salvation of others. People will be more willing to listen to us if they really believe we care.

5)  **Be genuinely interested in the interests of others.**  In choosing His apostles, Christ was interested in the fishing of Peter, Andrew, James, and John.  If we show interest in people and try to help them in time of need, they will be grateful to us.  If we show no interest in people, they will not be interested in what we have to say about the gospel.

6)  **Don’t be afraid to teach.** Most people are limited in their knowledge of spiritual matters. Therefore, you can teach them with confidence.

7)  **Get the person alone.**  Christ talked to Nicodemus, Zacchaeus, and the Samaritan woman alone.  It is difficult to talk to a person about his soul in the presence of others.

8)  **Spend time in preparing people to hear.** Jesus did.  He often healed and fed people, and then they were in a proper frame of mind to listen.

9)  **Invite non-members to eat with you.**  Christ ate with Zacchaeus.  It is said of the Lord in Matthew 9:11 that He ate "with publicans and sinners.” We should make friends with those who are not Christians so we can lead them to Christ.

10)  **Those we teach have convictions and opinions that are important to them.** It is hard to give up old habits and long-held convictions. Be sensitive to their feelings and beliefs.

11) **Never argue with those we teach.** Always maintain a calm composure and kind voice when talking to people about their salvation.  If you argue, a soul may be lost.  Many people want the truth and will welcome it if it is presented correctly.

12)  **Avoid a proud, excited, argumentative, or angry attitude.**  Such attitudes produce opposition. 1) If you say "I’ll prove it to you", in his mind he thinks "I’d like to see you do it."  2) If you say "Let me show you", he thinks "Maybe so, but I won’t accept it from you if you do." It is better to say, "Could we see what the Bible says."  Don’t quote scriptures to him.  Ask him to read the scripture.

13)  **We should not make the other person angry.**  Most people don’t get angry because of the truth but because of the way truth is presented.  We must care enough about souls to teach in a kind and loving way without compromising the truth.

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throughout almost all Asia, this Paul has persuaded and turned away many people, saying that they are not gods which are made with hands."  (Persuasion can be accomplished through seeing and hearing.  The lost can be persuaded through seeing the sincere interest of a Christian who cares enough to go and teach them.)

9)  Acts 26:28 "Then Agrippa said to Paul, "You almost persuade me to become a Christian."  (Not all efforts of persuasion are successful, but if persuasion is absent, few will be saved.)

10)  Acts 28:23 "So when they had appointed him a day, many came to him at his lodging, to whom he explained and solemnly testified of the kingdom of God, persuading them concerning Jesus from both the Law of Moses and the Prophets, from morning till evening."  (Paul was at Rome persuading the Jews.)

11)  Acts 21:14 "So when he would not be persuaded, we ceased, saying, ‘The will of the Lord be done.’"  (This is Agabus trying to persuade Paul to not go to Jerusalem.  If people cannot be persuaded, we must leave them alone for a while.)

12)  Acts 24:24-25 (NIV) "As Paul talked about righteousness, self-control and the judgment to come, Felix was afraid and said, ‘That’s enough for now! You may leave. When I find it convenient, I will send for you’” (Paul persuaded Felix the Roman governor to the point that he trembled.)

13)  Acts 18:28 "For he vigorously refuted the Jews publicly, showing from the Scriptures that Jesus is the Christ."

**Lesson 7 Closing the study**

After teaching the prospect about the plan of salvation and his need to obey, follow these suggestions for a successful close or conclusion of the Bible study.

1)  **Establish a need** – Before one can be led to obey the gospel, he must first realize he is a sinner doomed to the fires of Hell.

2)  **Display a loving and caring attitude** - Use a low, calm tone of voice.

3)  **Eliminate objections before the close** – "John, if in the course of our study tonight you were to discover something the Lord wanted you to do that you have not done, would there be anything to keep you from doing it tonight?"

4)  **Ask the individual to respond.**  "John let's go to the church building right now so that you can be baptized into Christ."

5)  **Close in the affirmative** – By asking a series of questions which he answers “yes” to.

A. Do you love Jesus?

B. If you love Jesus, will you obey Him?

C. Do you want to please Jesus?

D. Do you want to go to heaven?

E. Is it your understanding that one has to be baptized to be saved?

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