



## Being S.A.L.T. – How to have a conversation about Jesus

*"You are the salt of the earth. But if the salt loses its saltiness, how can it be made salty again? It is no longer good for anything, except to be thrown out and trampled underfoot. "You are the light of the world. A town built on a hill cannot be hidden. Neither do people light a lamp and put it under a bowl. Instead they put it on its stand, and it gives light to everyone in the house. In the same way, let your light shine before others, that they may see your good deeds and glorify your Father in heaven. – Matthew 5:13-16*

- We GET to share the GOOD NEWS!
- Share the GOSPEL Not religion, morality or experience.
- Many "CHRISTIANS" are not Christians.
- GOD saves people; WE don't save people
- Always try to FOLLOW-UP; have a plan!
- We GET to share, but we HAVE to pray.

### S – Start Conversations

- There are LOTS of ways to start a spiritual conversation:
- "Hi, my name is \_\_\_\_\_ and this is \_\_\_\_\_. We're part of the Baptist Student Ministry on campus and are out today meeting people and asking about their spiritual background. Do you have a minute to talk?"
- "Hi, we're from the BSM and we're out inviting people to our Bible study called WideAwake.  
Have you thought about joining a Bible study? ... What is your religious background? ....

### A – Ask Questions

#### Get to know you questions:

- What's your name, major and year?
- Where are you from?
- What high school did you go to?  
What was it like?
- What are you involved with on campus?

#### Top Questions for Gospel Conversations

1. *Do you have a religious background? What did that look like growing up? What does it look like now?*
2. *Oh, you said you're a Christian, what makes you a Christian?*
3. *What does it take to go to heaven? How sure are you, on a percentage that you'll go to heaven?*
4. *Suppose you were to stand before God today and he asked you, why should I let you into heaven? What would you think to say?*
5. *Do you know what the Gospel is? (the heart of Christianity, the central message of the Bible, the overall reason that Jesus came, what it means to be a Christian) Can I share it with you in about 4 or 5 minutes?*

### L – Listen to Answers

### T – Tell them the Good News about Jesus

- Did you know that what you just shared with me; the reason for how you can get into heaven isn't exactly what the Bible teaches? The Gospel tells us that we can't earn heaven by our own efforts. I can share the gospel with you in about four minutes right now if you would like me to. (*Make sure to give them an approximate time frame and be prepared to give a clear presentation. Tools are encouraged.*)
- Can I tell you my story of how I became a Christian?
- Can I share with you the basic Christian message (or the Gospel)? It will only take 4 or 5 minutes.
- Have you ever seen this booklet that simply explains how to have a personal relationship with God?  
Can I share it with you? It will only take about four minutes.
- Learn several ways to simply share the Good news.

\* DO versus DONE

\* Personal Testimony

\* Many others...

\* Ladder Illustration \* One Verse Presentation

\* Bridge Illustration

\* Gospel booklets



## HOW TO SHARE GOD'S STORY WITH A GOSPEL BOOKLET / Knowing God Personally

### 10 Reasons why you should use a Gospel Booklet

1. It's simple and complete
2. It can be used to start a conversation
3. It begins with a positive statement
4. It uses both the hearing and seeing senses
5. You can show person how to receive Christ in a short amount of time
6. It gives you confidence because you know what you are going to say and how to say it
7. It uses a lot of Scripture
8. It's a method that is transferable for training other to share Christ.
9. It offers suggestions for growth, including the importance of joining a church.
10. It is good for international students or for when going on mission trips, because you can use a booklet that has their language and English side by side. BSM keeps copies in every major language.

### How to use a booklet

1. The simplest way to explain the KGP booklet is to read it aloud as it is written.
2. Sit side by side so you can both see the booklet OR have two copies, one for them, one for you.
3. Hold the booklet yourself and point to things in it.
4. *Most questions are answered as you read through KGP.* When questions are asked that would change the subject you can say, "That is a good question." May we finish the booklet first, and then discuss the question? Get used to using "may" questions. You're asking the other person's permission. If the question is not answered by the time you finish KGP, answer it then.
5. If they want to accept Christ, go over the material again and make sure they understand clearly. Ask them to share in their own words.
6. Trade contact information and tell them you would like to meet with them very soon.
7. Give them the booklet and tell them to share it with a friend.

### Ways to bring up the booklet in a conversation

- Say, "I have something that gives a good summary of the most important points in the Bible. Could I share it with you?"
- Say, "Has anyone ever showed you this booklet?" "Have you ever heard the Gospel?"
- Ask to follow up with a not-yet believer's experience when they come to church. Say "What did you think of the Bible study? Do you have any questions? Have you ever learned how you can know God personally? Would you like to?"

### The Big Six Questions

1. What is your religious background? What are your spiritual beliefs?
2. What do you believe it takes to get to heaven? How certain are you that you are going to heaven?
3. Do you know what the Gospel is? What do you know about the Gospel?
4. May I share the Gospel with you? It explains how to have a relationship with God and only takes a few minutes.
5. May I share a helpful illustration with you? What is the difference between the left circle and the right circle?
6. Would you like to receive Christ today? Will you read this sample prayer and tell me if it reflects your heart's desire?