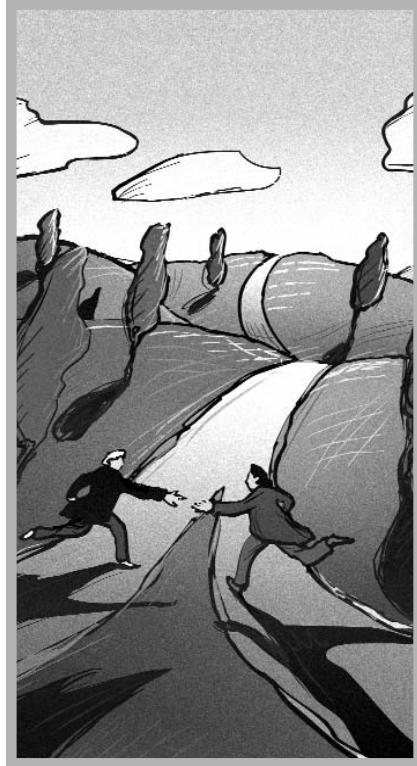


ONE
THING
YOU
CAN'T
DO IN
HEAVEN



Study Guide



MARK CAHILL

Thank you for your interest in learning how to share your faith! This study guide is being made available freely for those who wish to use *One Thing You Can't Do in Heaven* for personal or group study.

Covering Chapters 1 through 13 of the book, the study fits into a 13-week time frame, making it ideal for a Sunday school quarterly schedule.

If you are reading the book on your own, the study questions will enhance your understanding of the book's main principles and help you implement its practical ideas. Going through the material as a group and discussing its concepts will help you to further build these principles into your life—so you can live them out.

An Answer Key is provided in the back, which contains possible answers as well as page numbers where the question content can be found. Whichever way you use this study, please take time to thoughtfully consider each question on your own before referring to the Answer Key.

May God bless you as you boldly reach the lost! You will not regret it here or on Judgment Day.



One Thing You Can't Do in Heaven Study Guide

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QUESTIONS

Chapter 1: South Beach

1. The typical mindset of Christians today is to invite the lost to church or to a Christian event—in other words, to have them “come to the light.” According to John 3:19,20, is this a reasonable expectation? What do you think of the idea of instead taking your light into the darkness? Which do you think is more effective, and why?
2. From the Book of Acts, can you think of any verses where believers invited the lost to check out the services at their exciting new church? According to Scripture, where were believers when they shared the gospel with the lost? Why did the early Church behave this way (see Mark 16:15)?
3. God has placed eternity in our hearts, so we know there is more to our existence than just this life. How does this fact encourage you to begin talking about eternal things? In talking with non-Christians, have you seen evidence of this truth?
4. Has anyone ever referred to you as an angel? If so, what were the circumstances? People usually use the term to refer to someone who’s been especially helpful. However, “angel” actually means “messenger.” In what sense could you rightfully be called an angel?
5. Jesus instructed us to pray that “[God’s] will be done on earth as it is in heaven” (Matthew 6:10). We can do His will in heaven once we get there, but what is His highest priority for us to accomplish while we’re still here? So in order for God to answer this prayer, to whom has He given the responsibility to actually *do* His will on earth?

*“We shall have all eternity
in which to celebrate our
victories, but we have only
one swift hour before the
sunset in which to win them.”*

—ROBERT MOFFAT
(SCOTTISH MISSIONARY TO
SOUTH AFRICA)



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6. Some people claim they're exempt from witnessing because they don't have "the gift of evangelism." According to Ephesians 4:11,12, what is the role of the evangelist? Whose responsibility is it to witness?
7. If evangelism isn't a gift, but is simply a matter of obedience, then all believers have an equal ability. (See Acts 1:8.) If you know people who witness, what do you think makes them good at it? What is the only way you'll become good at it?
8. Do you think Luke 12:12 and 2 Timothy 4:2 contradict or complement each other? (See also John 14:26.) What do they say about what is our responsibility and what is God's responsibility?

Action Item: Think of someone you know who needs to hear the gospel, and begin praying for an opportunity to talk about spiritual matters. Be encouraged that when you step out in faith and do your part, God will do His.



Chapter 2: GET To!

1. Is your mindset more "got to" (perfunctory) or "GET to" (privilege) when it comes to attending church, praying, reading the Bible, giving, and worshiping? What about going to heaven? What can you do to improve your mindset in each of these areas?
2. What do you think motivates believers like those in China to value church services so highly that they would sacrifice so much to attend? How does that differ from your attitude toward church?

3. One pastor compares lack of prayer to idolatry, saying, “Prayerlessness is an insult to God. Every prayerless day is a statement by a helpless individual, ‘I do not need God today.’” What does your prayer life reflect about your view of God?

“It is a common temptation of Satan to make us give up the reading of the Word and prayer when our enjoyment is gone; as if it were of no use to read the Scriptures when we do not enjoy them, and as if it were no use to pray when we have no spirit of prayer. The truth is that in order to enjoy the Word, we ought to continue to read it, and the way to obtain a spirit of prayer is to continue praying. The less we read the Word of God, the less we desire to read it, and the less we pray, the less we desire to pray.”

—GEORGE MUELLER

4. A popular worship song says, “Here I am to worship, here I am to bow down, here I am to say that You’re my God.” It’s easy to worship God in a church sanctuary, surrounded by fellow believers. How easy is it for you to verbally tell *unbelievers* about God? Why do you think this is? Which would God consider to be *true* worship? Explain your answer.
5. We tend to place a certain value on everyone we see. What factors influence the value you give people? How should remembering their value in God’s eyes affect your attitude toward them?
6. If you were going to learn to fish, chances are good that you wouldn’t go to a desert. If your youth group or church wanted to learn to fish for men, would you recommend going on a “retreat” away from the maddening crowds, or would you go to where the “fish” are? Why?

7. Why do many Christians believe they must build relationships with people first and not witness to strangers? Do you think this is because it's more comfortable, or because it's demonstrated in Scripture?

Action Item: Reread Spurgeon's quote at the beginning of the chapter, and reflect on how his willingness to endure hardship reveals the value he placed on souls. Which of those things are you willing to endure so that the lost may be saved? If you would rather let souls be damned than have someone scoff at you, take time to repent of your attitude and ask God to give you a compassion for the lost that matches Spurgeon's.



Chapter 3: Winning, Winning, Winning

1. In your own words, explain the “winning, winning, winning” concept.
2. This crucial concept will make all the difference in your motivation to witness. From 1 Peter 4:14 and Luke 6:22,23, list the negative things that could happen if you take a stand for the Lord. Identify a specific incident when one of these things happened to you. Then list the positive things that result. These promised benefits are just as real as the negatives.
3. Why do you think many Christians are more concerned about temporary rejection by men than they are about eternal rewards from God?
4. Does knowing that it's a winning situation every time give you more boldness to witness? Why or why not?

5. Name some locations where people gather in your local area where you can go witnessing. Why are these areas effective—and easy—places to witness?

6. What do you think about Christians hanging around outside bars, or going to areas where there are prostitutes or homosexuals, to witness? Would your church approve? Would Jesus approve?

7. Are there some people you would not want to witness to, because you think they're too "sinful"? How does your attitude compare to Jesus'?

8. What is the only time we lose when it comes to sharing our faith? Who loses the most when we keep silent about the Lord? So if you always want to be a "winner," what should you do?

Action Item: Follow the advice of 1 Peter 4:14, and make "Happy Hour" for the lost into a happy hour for you. Go to where the lost are, and start a conversation about eternity.



Chapter 4: Excuses, Excuses

1. Many of us tend to fill up our week with church activities and feel that we're pleasing God with our service. Attending meetings, serving on committees, and singing in the choir aren't bad—as long as they don't distract us from obeying the Great Commission Jesus gave us. Compare the time you spend doing church-related activities with the time you spend sharing the gospel in an average month. Which are you giving higher priority? Which will have a greater eternal significance?

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2. List all the reasons why you don't share your faith. After reading this chapter, do you think any of those excuses are valid in God's eyes? Explain your answer.

3. What's the worst thing that can happen to you when you share your faith? What's more likely to happen?

4. Read John 1:35–46 and John 4:1–30,39–42. Once Andrew, Philip, and the Samaritan woman had met the Savior, how much training did they need to tell others about Him? If you have trusted in the Lord, do you currently know enough to share your faith? Why or why not?

5. Do you have friends who could say that you're the only person who cares where they spend eternity? What does the poem "My Friend" say about true friendship?

6. Some missions groups believe that no one should hear the gospel twice before everyone has heard it once. Do you think this is a valid view? Why or why not?

7. Identify some of the ways people planted or watered seeds in your life before you understood the gospel and trusted in Jesus. How might your life be different if they had been too timid to speak up?

*"Consider as sin any
minute of life spent on
something other than
saving souls for eternity
from this world doomed
to destruction."*

—RICHARD WURMBRAND



8. Based on 1 Peter 3:15, some Christians think they should wait until they are asked before sharing their faith. How many non-Christians have approached you to ask how to be saved? If 97–99% of Christians rarely if ever share their faith, what can you conclude about this approach? (See Psalm 96:2.)
9. Explain why we shouldn't neglect witnessing because we "don't know enough" to answer every question.

Action Item: St. Francis of Assisi once said, "Preach the gospel at all times and when necessary use words." Compare this sentiment to what God tells us in Romans 10:13–17. Determine today to do what God says, and share the gospel verbally so people can hear and be saved.



Chapter 5: Did You Get One of These?

1. What are some of the benefits of using tracts?
2. List some of the ways you can give out tracts.
3. What's a good question to ask as you hand out tracts? Why is it effective?
4. What do you think of the idea of buying someone's groceries, or paying someone to read a gospel tract? Would you be willing to do that? Why or why not?

5. What impact do you think that would have on the individuals you're trying to witness to?
6. Aside from placing tracts in beer cases, can you think of other places to put tracts where lost people will find them (e.g., mail them with bill payments)?

Action Item: Check out the unique, intriguing tracts at www.livingwaters.com and www.chick.com. Pick two or three that match your personality and your intended audience (humorous, intellectual, etc.) and place an order today. Then start planting seeds of the gospel to touch people's lives for eternity.



Chapter 6: If They're Breathing, They Need Jesus

1. Why do you think it's essential that people be thinking about their eternal destination before they can place their trust in Christ?
2. Name some ways you can help people to think about their mortality and gain an eternal perspective, using examples from this chapter.
3. How many friends and relatives have you shared the gospel with? How many strangers? If 87% of those who come to Christ were introduced through a friend, do you think it's because our friends are more receptive, or because we neglect to witness to strangers?

4. If you have lost friends whom you don't witness to, what would you say to them on Judgment Day about why you never invited them to heaven?
5. Can you think of any people for whom you are the only Christian they know? Does realizing this have any impact on your responsibility to witness to them? Why or why not?

“Heaven is not here, it’s There. If we were given all we wanted here, our hearts would settle for this world rather than the next. God is forever luring us up and away from this one, wooing us to Himself and His still invisible Kingdom, where we will certainly find what we so keenly long for.”

—ELISABETH ELLIOT



6. Why do you think most people don't want to commit their life to Christ? How can you convince them of the serious consequences of their decision?
7. List the negative things that happened in Mark's encounter with Michael Jordan. What's the right perspective to have when things like this happen?
8. Have you had anyone close to you die? How can pondering the reality—and the finality—of their fate deepen your compassion for those who don't know the Savior?

Action Item: From the ideas given in this chapter, pick a couple of ways to get people talking about eternity, and practice using them this week.



Chapter 7: Say What?

1. What's a good way to transition to a spiritual topic, to pique the person's curiosity?

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2. How can you use the survey approach to easily begin a spiritual conversation? What are some ways you can implement this?

3. Are *you* 100% sure that you'll go to heaven? How would you explain the reason for your assurance to someone you're witnessing to?

4. Most people believe that doing good deeds will enable them to go to heaven. Name two analogies you could use to help them understand that salvation is a gift and can't be earned by good works.

5. Rather than just launching into a gospel presentation with a stranger, why is it beneficial to first ask any of the questions in this chapter, if you have time for a conversation?

6. Many individuals wear something to express their personal views, and therefore won't be offended when you ask them about it. What are some items that could spark a spiritual conversation, and what kinds of questions could you ask?

7. What is a good survey approach that quickly identifies what someone's values are? Why do you think this is effective?

8. Jesus used parables relating to fishing, farming, etc., to communicate spiritual truths in a way His listeners could understand. What similar "word pictures" you could use to explain what Jesus did for us?

Action Item: Do you wear something to express your beliefs? Whether you wear a cross around your neck or not, we each should daily “wear” a cross (an instrument of death) to crucify our flesh. This week, put to death your own desires and make sure you’re living for the One who died for you.



Chapter 8: Guilty!

1. What three things should you always be sure to talk about when witnessing, and why are they essential?
2. The lost cannot understand what the “mark” is that they’ve missed, or feel personal conviction about their sins, if we just cite a verse like Romans 3:23. What do they need to know in order to understand what sin is? (See 1 John 3:4.)
3. What does the Bible say are the functions of the Moral Law? (See Psalm 19:7; Romans 3:19,20; 7:7.)
4. Name the Ten Commandments, and briefly explain what they mean.

*“Before we can begin
to see the cross as
something done for us,
we have to see it as
something done by us.”*

—JOHN STOTT



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5. Many Christians think the Moral Law has no place in evangelism, but what crucial purpose does it serve, according to Galatians 3:24? How does it achieve its purpose?

6. How has God enabled all people in all places at all times to know right from wrong? (See Romans 2:15.)

7. Using the Law in evangelism is not only effective, but it eliminates one of our greatest fears—the fear of rejection. Why can you confidently use the Ten Commandments when witnessing, and not worry that you'll offend people?

8. If people think they're good enough to go to heaven, how can you quickly help them see that they're not? Walk through a sample conversation using the Moral Law.

9. Ponder the last part of John Wesley's quote on page 132. God did not intend that we share the gospel, the "good news" (God's grace in sending a Savior to pay for our sin) before an individual understands the bad news (they're guilty of sin and need a Savior). Does your church follow the biblical model of using the Law before grace? Why do you think most churches teach only half of the gospel message?

10. When witnessing, why is it essential to explain the need for repentance? (See Luke 13:2,3; Acts 3:19.)

Action Item: Many faithful church members have never fully understood why they need the Savior—and therefore they may not actually have exercised “repentance toward God, and faith toward our Lord Jesus Christ” (Acts 20:20,21). Take time this week to ask several members of your church to explain how they knew they needed to trust in Christ. Make sure they have the right answer.



Chapter 9: Four Deadly Questions

1. Reread Spurgeon’s quote at the beginning of the chapter. To what extent does your concern for souls match Spurgeon’s? How much effort are you willing to expend to save one soul?
2. Are you more comfortable with just quickly sharing the gospel, or with investing time to ask about people’s views? What can you gain by asking questions? What do you think you might risk?
3. What should your attitude be as you ask these “four deadly questions”? Why is this important?
4. What question can you ask to draw out more information about someone’s beliefs? Why is this helpful to do?
5. What can you ask to shift the burden of proof to the lost, encouraging them to provide evidence for their beliefs? What benefit does this serve?
6. We all have opinions, but where our eternal destiny is concerned, our opinions should be based on fact. What can you ask to find out if people have done any “homework” before forming their views?

7. You will often encounter moral relativity, where people think there is no absolute truth and all opinions are equally valid. How can you help individuals realize that there can be right and wrong answers about eternity?
8. You can help people consider the eternal consequences of their decisions by asking, "What if you are wrong?" How would you respond if someone asked you, "What if *you* are wrong about Christianity?"

Action Item: Where do you get your information? How do you know that what you believe is true? Just like the lost you're speaking with, make sure you have evidence to back up your beliefs. As a diligent worker, invest the necessary time to study God's Word so you can explain what you believe and why, to help lead people to eternal life.



Chapter 10: Good Answer!

1. When individuals you're talking with share their beliefs, what's a good statement to use to help point them to the truth? What two scenarios can you present to demonstrate the reality of absolute truth?
2. How could you prove to someone that there is a God? Based on this evidence, what could you conclude about the respective faith of Christians and atheists?
3. Christianity is based on the belief that God communicated His truths to us in the Bible. What five points could you offer as evidence to convince someone that the Bible is truly the Word of God?

4. When you encounter people who believe that evolution disproves God, what four scientific facts could you share to show that evolution cannot be true?

5. Jesus spoke more about hell than about heaven, warning people about it so they wouldn't go there. If someone you're talking with says he doesn't believe in hell, how would you describe its reality? (See Jesus' words in Matthew 13:50; 25:46; Luke 16:23–28.)

6. It's very common for people to blame God when a loved one dies or something bad happens. How could you explain to them the real cause of suffering and death?

7. Some individuals may try to paint God as "unfair" for punishing people in remote areas who haven't heard about Jesus. How can you redirect them so they think about their own accountability before God?

8. Tragically, Satan is very effective in using the lives of hypocrites (Christian imposters) to turn people away from Christianity. How would you answer those who point to hypocrites in the church as the reason they reject God?

Action Item: Many lost people are planning on a "deathbed conversion." They want to live their life their way but still get into heaven. Take time to look through the obituaries in your local newspaper and note the ages of the deceased. No one knows how long they have on this earth. "Now is the day of salvation"—so go find someone to speak with today.



Chapter 11: A Pocket Full of Tickets

1. If you knew you would die and be standing before the Lord one week from now, how would you spend your remaining time on earth? Be specific.
2. Read 2 Corinthians 5:18–20. What do verses 18–19 say about the role that God has assigned us? If as His ambassadors we refuse to speak as we have been entrusted to do, who are we actually silencing?
3. What are the things that will matter to you on the day you die? In what ways do your current actions reflect those priorities?
4. People talk about what they love: their children, their hobby, their favorite sports team, etc. Based on what you talk about, what would people conclude are the things you love? Read Psalm 40:16. How can you be more motivated to tell others about the Lord?
5. If your friends went to the Super Bowl (or on a cruise), had extra prepaid tickets, and knew you wanted to go, how would you feel if they didn't bother to invite you? What would you conclude about your friendship?
6. Do you have unsaved friends or relatives who could die today and spend eternity in hell? If you haven't yet offered them a ticket to heaven, what could they rightfully conclude about your concern for them? What can you do to ensure you don't have a pocket full of tickets when you take your last breath?

7. It's easy to *say* we love God, but the proof is in our actions. Based on how you spend your free time and your resources, who would people say you love most? Explain.
8. Knowing that God will test all of your works by fire, identify which of your actions are “gold, silver, and precious stones” and which are “wood, hay, and stubble.” If you find you will be standing in a pile of ashes, what changes do you need to make?
9. Read Luke 14:25–33. If Jesus says something three times, He wants to be absolutely sure His listeners don't miss a crucial point. What does He say is the cost of being a disciple? According to this passage, how well do you meet the qualifications of a true disciple of Jesus?

Action Item: Read this quote out loud and meditate on its meaning:

“‘Not called!’ did you say? ‘Not heard the call,’ I think you should say. Put your ear down to the Bible, and hear him bid you go and pull sinners out of the fire of sin. Put your ear down to the burdened, agonized heart of humanity, and listen to its pitiful wail for help. Go stand by the gates of hell, and hear the damned entreat you to go to their father's house and bid their brothers and sisters, and servants and masters not to come there. And then look Christ in the face, whose mercy you have professed to obey, and tell him whether you will join heart and soul and body and circumstances in the march to publish his mercy to the world.” —*William Booth*

This week, either “look Christ in the face” and tell Him you will refuse to obey His call, or commit in your heart to follow Him and bring His good news to the lost. If you choose the latter, know that He will help you every step of the way.



Chapter 12: Is There Not a Cause?

1. What would you say is the greatest tragedy of all, in terms of consequences? If you're guilty of playing a part in this tragedy, explain your role.

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2. Describe any persecution or hardship you've encountered as you've stood up for Christ. If you haven't encountered any, do you think you should expect to? (See Philippians 1:29.) Why or why not?

3. Have you experienced times when Satan seemed big and God seemed small? If so, describe the circumstances. How can you prevent this?

4. Although we know the biblical truth that God is always with us, our behavior reveals whether we really believe it. Do your actions show that you truly trust God to guide you while you're sharing His message with the lost? Be honest, and explain your answer.

5. When you're witnessing to someone who claims to be a Christian, what should you do so it's not a "wasted" encounter?

6. What are some of the places where you hang out? What specific things could you do to "redeem the time" while you are there?

7. Have you had any conversations that seemed like divine appointments? If so, describe them. How does the thought that God may use *you* in answer to someone's prayer affect your confidence and boldness?

8. What are some examples of good news that you've shared with others (passing a test, etc.)? How do those things compare to having all your sins forgiven and being granted eternal life in heaven? What can you be doing to share the good news of Jesus more than you do?

Action Item: Mormons are required to devote two full years to the mission field, Jehovah's Witnesses are diligently spreading their beliefs because their salvation depends on it, and celebrities are busy hawking their religious views. Only about 2% of Christians, who have the truth, are sharing the gospel. When lost people are searching for spiritual answers, who do you think they are more likely to encounter—and believe? Take a few minutes to pray about that, asking the Lord to use you in the harvest. Make it your goal to boldly speak God's truth so people won't fall for Satan's lies.



Chapter 13: Hit List

1. If the moon just absorbed the light of the sun and suddenly stopped reflecting it, would you think something was wrong? Why or why not? If you're indwelt by the light of the world, how well are you fulfilling the function for which you were created?
2. If you use posters, tracts, or other evangelism aids, what should you be sure to include in the gospel message? Why?
3. What do you think about the idea of trying to "talk someone out of a decision for Christ"? Explain your reasoning. Is your perspective based more on God's Word or on man's tradition?
4. What is the role of the Holy Spirit in salvation, according to John 16:8? If we trust the Holy Spirit to do His job, do we have to lead someone in a "prayer of salvation" in order for the person to be saved? (See Psalm 51 for an example.) What's the basis for your belief—Scripture or tradition?
5. What reasons does Satan have to add *your* name to his "hit list"? Be honest in your evaluation. Would you rather be in his cross-hairs because you're standing up for the Lord, or not be a visible target because you're sitting down?

*A pastor was asked, "Is it lawful for a Christian to smoke?"
He answered, "It is altogether wrong for a Christian to smoke: he must be on fire."*

—RICHARD WURMBRAND



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6. According to one preacher, what are two reasons we're here on earth? How are they interrelated?

7. Why do people tend to think that sharing our faith is “radical”? Read Luke 17:7–10. According to these verses, what is Jesus' perspective?

8. As God tells us through Ezekiel, it is our responsibility to warn sinners, regardless of whether they hear us or refuse the message. Is this difficult for you to do when you encounter “rejection”? If so, why? How does your view compare with Jeremiah's (see Jeremiah 25:3)?

Action Item: Think of the people you have to thank for helping to bring you to the Lord. Do you think they had to overcome any fears or hardships in talking to you about Jesus? If you're glad they did, take time to thank them for caring enough about you to be faithful. Then demonstrate your gratitude to the Lord by boldly telling every lost soul you can about the only thing that matters—Jesus.



ANSWER KEY

Chapter 1: South Beach

1. The Bible tells us that sinners love the darkness and hate the light, and don't want to come to the light. It's not very likely that they'll want to come to a Christian event or to a church service to worship a God they don't believe in. So it would be more effective for Christians to each take our light to them. Our light will shine brightly when we take it to spiritually dark areas. (*p. 15*)
2. There aren't any examples in Scripture where Christians invited unbelievers to come worship with them. Instead, they went out and shared the gospel in the public square, in the marketplace, in the synagogue—wherever the lost were gathered. They witnessed to people they encountered out in the world because Jesus commands us to “go into all the world and preach the gospel to every creature.”
3. Because people are aware of something more than this life and wonder about death, most will be interested in talking about what will happen when they die. We shouldn't feel uncomfortable or timid talking with them about eternity, because we can help them by providing answers for their questions. Self-answer (S/A). (*p. 16*)
4. S/A. We could be an “angel” by being God's messenger—speaking God's eternal truths to men—by telling the lost how to be saved. (*p. 17*)
5. His highest priority is for souls to be saved, so we should make it our priority to reach the lost while we can. Each time I pray this, I need to recognize that it's actually my responsibility to accomplish His will on earth by doing what He said to do—to share my faith with as many nonbelievers as I can. (*p. 17*)
6. The role of evangelists is to equip the saints for the work of ministry. So it is actually the job of the saints—each believer—to share the gospel and evangelize the lost. (*p. 18*)
7. Each believer is given the Holy Spirit to help us witness. Some people may be naturally more outgoing, but very likely they've all had to get out of their comfort zones to begin speaking to the lost. They became better with practice—they same way we all will. (*p. 18*)
8. They may seem to contradict, but they actually complement one another. The Holy Spirit doesn't just put words in our head with no effort on our part, but He helps us to remember the words of Jesus. It's our responsibility to study God's Word, to know doctrine, and to be ready and able to preach the gospel. When we are faithful to begin witnessing conversations, God will help us to recall Scriptures and give us the words to say. (*p. 20*)



Chapter 2: GET To!

1. S/A. (*p. 22–26*)
2. S/A. (*p. 22*)
3. S/A. (*p. 23*)
4. S/A. To truly worship God we need to do more than just honor Him with our lips; to show our love and adoration for Him, we need to obey Him—to tell others that He's our God. (*p. 25–26*)

5. S/A. Knowing that mankind was made in God's image, and that every soul is of infinite value to God, should make us willing to do anything to help them hear the truth about Jesus. (p. 26–27)
6. S/A. (p. 28)
7. S/A. (p. 28)



Chapter 3: Winning, Winning, Winning

1. When we're witnessing, the person can accept Christ—which is a winning situation; we can plant a seed of the gospel for others to water later—which is a winning situation; or the person can reject Christ (and us)—which is still a winning situation, according to Scripture. (p. 32–35)
2. Negatives: You could be reproached (rebuked), hated, excluded, reviled, and rejected as being evil. S/A. Positives: You will be blessed, you will have God's glory rest on you, your actions will glorify God; you will have cause for rejoicing and will have a great reward in heaven. (p. 32–33)
3. S/A. E.g., because we have an earthly mindset; we think about the here and now, what we can see. If we get rejected, we feel the effects now. It's harder to have an eternal mindset because we can't see the future; heaven seems so far away. (p. 32–34)
4. S/A. (p. 32–35)
5. At malls, sports events, coffee shops, schools, festivals, parks, beaches, bar areas, laundromats, bus stations, parking lots, concerts, etc. They're great places to witness because Satan has drawn people together (crowds are gathered for worldly pursuits) so we can easily find lots of opportunities to share the gospel or distribute tracts. Many times people are just killing time and are interested in talking. (p. 36–37)
6. S/A. (p. 37–40)
7. S/A. (p. 37, 39)
8. Since it's a winning situation every time we witness, the only time we lose is when we don't share our faith. Although we'll lose potential rewards in heaven, the lost will lose their souls for all eternity, because they don't hear eternal truths that can save them from hell. To be a "winner," I need to share my faith! (p. 46)



Chapter 4: Excuses, Excuses

1. S/A. (p. 48)
2. S/A.
3. The worst thing that could happen is that someone could kill you—but then you'd just go to heaven to be with the Lord for all eternity, so the "worst" thing isn't even bad. More likely you will just be rebuffed or ignored. (p. 48)
4. They just went and told others that they found the Messiah foretold by the Scriptures; no training was needed. Yes, since we know the basis for our own salvation, we are able to explain to others how they can be saved. (p. 49)
5. S/A. If we really care about them as friends, we'll be more concerned about losing them for all of eternity than about losing their friendship for a few years on earth. To be a true friend, we need to share the gospel with them. (p. 51–53)

6. We should be trying to spread the gospel to everyone in the world, but most people are not ready to understand it and come to Christ the first time they hear it. They usually need to hear it several times before it fully sinks in why they need a Savior. So we need to faithfully continue speaking to the lost, planting seeds and watering the seeds that others have planted. (p. 53–54)
7. S/A. (p. 53–54)
8. S/A. Most likely, no one has asked you how to be saved. Since only 1–3% of us have shared our faith recently, apparently very few non-Christians are asking. As followers of Christ, we are not called to share our faith “rarely,” so this approach is not what God had in mind. We should be proclaiming the good news daily to all who will listen. (p. 55)
9. We can’t know everything, and if we get asked a question that we don’t know the answer to, we can simply admit it, get the person’s contact information, and let him know the answer when we find out. Our willingness to follow-up shows we really care. Also, encountering questions when witnessing is actually the best way for us to learn more about our faith, as it drives us to seek answers for the lost. (p. 58–60)



Chapter 5: Did You Get One of These?

1. They enable people who wouldn’t read the Bible to hear biblical truths; they’re a compact presentation of the gospel that covers all the main points; tracts are an easy way to begin sharing your faith—by letting the tract speak for you if you’re shy; and they can fill in any missing details after you witness to someone. (p. 62)
2. Giving them to people in a mall, using a “survey” approach, handing them to individuals going in to a sporting event or concert, placing them on parked cars, handing them to people in airports and at beaches, placing them in beer and soda cases, etc. (p. 63, 64, 68)
3. “Did you get one of these?” It makes people feel like they’re missing out on something—and they are. It’s an effective way of getting eternal truths into their hands. Otherwise, if you ask, “Would you like one?” they’ll either say no or they’ll first ask what it is and then probably not take one. (p. 64)
4. S/A. (p. 65, 67)
5. It would get their attention, help them see your faith in action, and make them more inclined to listen to you and consider what you say.
6. S/A.



Chapter 6: If They’re Breathing, They Need Jesus

1. Because when they stand before God on Judgment Day, they will have to face the punishment for their sin—eternity in hell. Only Jesus can save them from hell as their eternal destination. So if they’re not thinking about their fate after death, they won’t see their need for a Savior. (p. 73)
2. 1) Ask them to name what’s on a tombstone, and point out that they’ll be dead a whole lot longer than they’ll be alive on earth, so they should search out what will happen to them when they die. 2) Ask them to think about what will matter 150 years from now; the only thing that will matter then is whether they’re in heaven or hell for eternity. 3) Talk about plans for their life, and keep asking, “What then?” to help them think about their death—and what will happen then. 4) Help people think about the conse-

quences of their beliefs and how long an unending eternity is by saying, “Eternity is a long time. Make sure you have the right answer.”

5) Remind them that there’s a 100% chance that they’ll die, or say that 10 out of 10 people die. 6) Point out that they can’t guarantee that they’ll wake up tomorrow, so they should make sure they know where they’re spending eternity before they go to sleep tonight. 7) State that the acronym “BIBLE” stands for Basic Information Before Leaving Earth,” and that if they have the right information and act on it, they’ll end up in the right place. (p. 74–78)

3. S/A. (p. 79)
4. S/A. (p. 80)
5. S/A. We are obligated to pray for their salvation and share the gospel with them. If we don’t, there may be no one else in their lives who will witness to them and they will end up in hell for all eternity. (p. 81)
6. Most lost people don’t come to Christ because they want to be in charge in their life and don’t want to give up their sins. To help them see the seriousness of their decision, we can describe the reality of hell, what the Bible says about it and what people have reported after near-death experiences. We should warn them that they’ll be without excuse when they stand before God on Judgment Day. (p. 82–83)
7. Mark didn’t think what he said was the best thing and wished he’d said something else; Michael quickly diverted the conversation and walked away; he ignored Mark when they saw each other the following day. The right perspective is to rejoice that a seed was planted, knowing that God can use it, and to not worry about any temporary “rejection.” (p. 88)
8. S/A. Knowing that people can step off this planet at any time, and then be irreversibly in the torments of hell for all eternity, gives us a greater sense of compassion and urgency to help others understand what awaits them. (p. 90–91)



Chapter 7: Say What?

1. Begin by asking, “Can I ask you an interesting question?” or, “Can I ask you a tough question?” It grabs their attention and gets them thinking before you ask the main question. It also flatters people when you want their opinion. (p. 94)
2. You can approach anyone, say that you’re working on a project, and ask if they could help you out. (Don’t say “survey,” because that sometimes has a negative connotation.) Ask a question like, “If you died tonight, are you 100% sure that you would go to heaven?” Bring a small notepad, instead of a clipboard, so you can jot down their answers, give them the name of a book to read, or share contact information with them. (p. 96–97)
3. S/A. (p. 98)
4. Nike shoe example: Imagine that someone gives you an expensive gift for your birthday, but instead of accepting it with gratitude, you try to pay the person for it. The giver will be very insulted. In the same way, Jesus shed His blood on the cross to give you the free gift of forgiveness, and you’re trying to pay for it with your good works. All you can do is accept it gratefully.

Burnt cake example: A burnt cake can look delicious with pretty, white icing on it, but when you bite into it you find it tastes horrible. In the same way, we try to look good on the outside with our good works, but inside we’re dead in our sins; we must be changed from the inside out. (p. 101)

5. Talking with people first will help you know what their spiritual beliefs are, so you will know how to direct the conversation and how to counter the lies Satan has fed them. Listening to them also lets you build a rapport with people, so they'll feel more comfortable and will listen to you when you share eternal truths. (p. 102–103)
6. You could start a conversation about a cross necklace or other jewelry, tattoo, printed T-shirt, etc. You could ask, "Why do you wear that cross?" If they're wearing something that says "#1" you could ask who will be #1 on the day they die. You could ask what a rainbow ribbon stands for, or what a tattoo means. (p. 103–106)
7. You can ask a person what he considers to be the most important thing in the world to him, and then ask what will be the most important thing to him on the day he dies. If he values tangible things, you can explain that they'll have no meaning when he's dead. If he values family, you can point out that spending eternity together should be his greatest concern. (p. 107–108)
8. You could compare sin to a security tag that triggers the alarm as you exit a store. In the same way, our sin would set off an "alarm" if we tried to enter heaven, unless we've been cleansed of our sin by the blood of Jesus.

We could ask people if they're interested in discounts of 50% or 99% off their favorite items. If they are, why wouldn't they be interested in the very best deal available—100% off of their sin, which only Jesus Christ can give them? (p. 108–109)



Chapter 8: Guilty!

1. We should always try to talk about sin, repentance, and the cross. Individuals can't be saved unless they repent of their sin, and they can't repent if they don't know what sin is. They won't understand why they need a Savior unless they understand the penalty of their sin and that Jesus paid it all on the cross. (p. 111)
2. Sin is transgression of the Law. So in order to know what sin is, they need to know the Law, the Ten Commandments. (p. 112)
3. The Law converts the soul (Psa. 19:7); it shows us our guilt before God, stops us from trying to justify ourselves, and brings the knowledge of sin (Rom. 3:19,20); it's the only way we know what sin is (Rom. 7:7). (p. 112)
4.
 - 1) You shall have no other gods before Me. God should be first in our life, the focal point of our affections.
 - 2) Don't bow down to any idol. People make an idol in their minds whenever they create a god that suits their image.
 - 3) Don't take the name of the Lord in vain. We blaspheme any time we use God's holy name as a curse word or even flippantly, without due reverence.
 - 4) Remember the Sabbath day, to keep it holy. We should set aside one day a week to rest and remember God.
 - 5) Honor your father and mother. We should respect and obey our parents, not because they're worthy, but because they are our parents.
 - 6) Don't murder. Jesus said that even hating or being angry with someone is the same as committing murder.

- 7) Don't commit adultery. Jesus said that if we even look with lust at someone who's not our spouse, we've already committed adultery in our heart.
- 8) Don't steal. Taking anything that doesn't belong to us, regardless of its value, is theft in God's eyes.
- 9) Don't lie. Fibs and white lies are still lies to God.
- 10) Don't covet. We should be content with what we have and not jealously desire anything that belongs to someone else. (*p. 113–115*)
5. It points sinners to the Savior. When people recognize that they're guilty of breaking God's Laws and that they can't do anything to earn their salvation, they understand why they need a Savior to pay for their sins. The Law acts as a schoolmaster, leading them right to the cross of Jesus Christ where they can be justified by faith. (*p. 116*)
6. God has written His Law in our hearts, and given us a conscience that lets us know right from wrong. "Conscience" means "with knowledge," so each time we sin we know what we're doing is wrong, and our conscience convicts us of our guilt. (*p. 117*)
7. Unlike in other witnessing methods, we never have to get to the uncomfortable point of telling people that they're "sinners." People often take offense at our accusation and react by self-righteously claiming that they're better than most people (and Christians) that they know. Instead, we simply ask them questions and their own conscience convicts them as we go through the Commandments; by their own admission they tell us that they're guilty of sin by breaking God's Laws. (*p. 122*)
8. S/A.
9. S/A. (*p. 132*)
10. Jesus said that unless we repent we will perish; if we don't repent, we're not converted and our sins are not blotted out. We need to help people count the cost, and be sure they know what the decision to trust Christ really means. If God is drawing them to Him, He will also be drawing them away from their sin, so to be truly saved they must be willing to turn from their sin and surrender their life to Christ. (*p. 133–136*)



Chapter 9: Four Deadly Questions

1. S/A. (*p. 140*)
2. S/A. In asking questions, it's beneficial to learn what people believe—and why they believe it. The risk in talking is that you might be asked something you don't know the answer to, or be challenged to give evidence for what you believe. (*p. 140*)
3. Our attitude should be gentle and loving, so we come across as curious, not challenging. We should be just asking, not attacking, or trying to make people look foolish. Otherwise, they'll be defensive and won't listen to our message. (*p. 141*)
4. You can ask, "What do you mean by that?" Asking people to define words they're using helps you to understand what they believe, so you can better direct the conversation. It also ensures you're not using the same vocabulary but with different meanings, since other religious groups often redefine biblical terms. (*p. 141–142*)
5. You can ask, "How do you know that to be true?" This question will help them to think through their statements and consider the reasons for their belief—and realize that they likely don't have any evidence to show it's true. (*p. 142–143*)

6. You can ask, “Where do you get your information?” Many people simply parrot the beliefs of others, or believe something because “it feels right,” but they don’t have any real basis for their belief. They haven’t taken the time to investigate whether what they believe is factual. (*p. 144*)
7. We can reason with them that we can’t all be right in our opinions about eternity. If we think there is nothing when we die but there is something, then we’re 100% wrong. If there can be a wrong answer for eternity, then there has to be a right one. (*p. 145*)
8. S/A. (*p. 146–147*)



Chapter 10: Good Answer!

1. You can respond by saying, “It doesn’t matter what you believe, it matters what is true.” If people think that whatever they believe in their heart is true, you can ask them, “If Adolf Hitler believed in his heart that killing 6 million people was right, does that mean it was definitely right?”

You can also ask, “In what situation is rape okay?” Since it’s wrong for all people in all places at all times, then the statement “rape is wrong” is an absolute truth, and if there’s one absolute truth, there can be more. (*p. 150–152*)

2. Every time you see something created, you know there is a creator. Every time you see something designed, you know there is a designer. Every time you see art, you know there is an artist. Every time you see order, you know there is an orderer. When you look around the universe, you see creation, design, art, and order, so why wouldn’t you think there is a Creator, Designer, Artist, and Orderer behind this universe?

Since atheists have no evidence to back up their belief that there is no God, what they have is blind faith, whereas Christians have calculated faith based on the evidence. (*p. 152–153*)

3. 1) The Bible is the world’s best-selling book; this doesn’t mean that it’s true, but people should at least read it to see if it is. 2) Throughout the Bible, it consistently claims to be written by God, through the hand of man. 3) No one has ever been able to identify a single historical error in the Bible, among all its historical facts. 4) With over 25,000 archaeological finds relating to biblical people, places, and events, not one has ever contradicted the Bible. 5) The Bible is the only book that contains hundreds of detailed prophecies, and every single one of them has come true. Only God can know the future with 100% accuracy. If people can trust the Bible’s statements on history, archaeology, and prophecy, they can trust its spiritual statements too. (*p. 154–158*)
4. 1) The mathematical probability of the human body being assembled is astronomical—far beyond “absolutely impossible.” 2) The fossil record should contain millions of transitional forms, but there isn’t a single one; instead, it shows only complete kinds, fully formed. 3) Every supposed “missing link” between animals and man has been disproved. 4) There are no half creatures that are currently evolving from one kind to another; we see only whole animal kinds. (*p. 158–159*)
5. Matthew 13:50: The wicked will be thrown into a furnace of fire, where there will be wailing and gnashing of teeth.

Matthew 25:46: They will face everlasting punishment.

Luke 16:23–28: Hell is a place of conscious torment, where there’s no relief from the flames, all their physical senses will be working, they’ll be stuck there for all eternity, and they’ll want to plead for their loved ones not to come there. (*p. 161*)

6. The Bible tells us that death is caused by sin, and that sin was originally caused by Satan when he tempted man to sin. So it's ultimately Satan, not God, that we should be blaming for death. (Satan came to steal, kill, and destroy.) The same is true for all other sources of suffering. There was no suffering or death before man chose to sin, and there will be no more suffering or death in heaven where there will be no sin. (*p. 164–165*)
7. God gives everyone knowledge of Him and offers His grace to all, so each of us will be without excuse on Judgment Day. But when you stand in front of God, will you be able to say you've never heard about Jesus—the only one who can save you from your sins? (*p. 165–166*)
8. The fact that there are hypocrites (pretenders) in a church building has no bearing on God's character. His supposed followers can be wrong, but that doesn't make God wrong at all. We encounter hypocrites everywhere we go—malls, restaurants, etc.—but that doesn't keep us from going to those places. We shouldn't let hypocrites keep us from learning about the one true God either. (*p. 166*)



Chapter 11: A Pocket Full of Tickets

1. S/A. (*p. 169–170*)
2. God has given us the ministry of reconciliation and has committed to us the word of reconciliation. It's as though God were pleading through us, so we're silencing God Himself, preventing His word of reconciliation from being heard. (*p. 170*)
3. S/A. (*p. 170–171*)
4. S/A. To talk more about Jesus, we need to make Him the overflow of our hearts. The more we are in love with Him and are filled with gratitude for our salvation, the more we will naturally want to tell others about Him. (*p. 171*)
5. S/A. (*p. 171–173*)
6. S/A. (*p. 173–174*)
7. S/A. (*p. 178*)
8. S/A. (*p. 179*)
9. To be a disciple costs us everything. Jesus said that we cannot be His disciple unless we love Him more than we love our family and even our own life (verse 26), unless we bear our cross and follow Him (verse 27), and unless we forsake all that we have (verse 33). S/A. (*p. 178*)



Chapter 12: Is There Not a Cause?

1. The greatest tragedy would be to not care enough to tell the lost the good news of the Savior, because the consequence is that they will spend all eternity in hell. S/A. (*p. 183*)
2. S/A. We all should expect to be facing some kind of persecution or hardship if we're living for the Lord. The Bible says that we will go through many tribulations to enter the kingdom of God, and that all who desire to live godly lives will suffer persecution. Suffering for His sake comes with the territory when we believe in Christ—and is just as much a privilege as our salvation. (*p. 185–186*)

3. S/A. You can prevent this by meditating on Psalm 91. Remember that God is all-powerful, and make Him your refuge. Keep envisioning God on the throne! (*p. 186*)
4. S/A. Most of us would have to say no, because we don't take the many opportunities we've been given to speak out for the Lord as He tells us to. If we truly trusted God to guide us, we would be sharing the gospel much more than we do. (*p. 187*)
5. Many people think they're Christians when they're not. We should still go through the Law with someone who says he's a Christian, to make sure he's not trusting in his own goodness, but knows he's saved only by the blood of Christ. If the person seems to be truly saved, we should encourage him to be out sharing his faith with others, and offer to pray with him for boldness. (*p. 189–190*)
6. S/A. (*p. 190*)
7. S/A. (*p. 190–195*)
8. S/A. (*p. 199*)

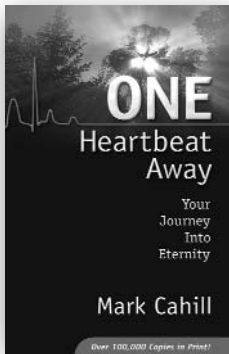


Chapter 13: Hit List

1. Yes, something's definitely wrong because it's not doing the job it was created to do. S/A. (*p. 201–202*)
2. We should always be sure to go through the Ten Commandments, so the lost understand what sin is and why they need a Savior. They have to recognize their total depravity before an all-holy God. (*p. 204*)
3. S/A. It's the opposite of what usually happens! Most Christians try to "close the deal" as quickly as possible so potential converts don't get away. Although this is what churches typically teach, the Bible tells us that no one can come to Christ unless God draws him, so it's actually more biblical to try to ensure that the person is sincere in his commitment. If God has given the person understanding of his need and he wants to surrender his life to Christ, nothing we say can talk him out of it! (*p. 204*)
4. The Holy Spirit convicts individuals of sin, righteousness, and judgment, convincing them of their need for the Savior. If we trust the Holy Spirit, He will guide the person to confess his sin against God and his need for Christ, so we don't need to pray with him. When David acknowledged his sin with Bathsheba, Nathan didn't have to lead him, line-by-line, in a prayer of confession; David just poured out his heart to God. Although it's become a tradition in today's church, there are no examples in Scripture of believers asking the lost to repeat a prayer after them. In fact, there are no examples of people praying to become saved at all. Salvation is a matter of the person crying out to God from their heart. (*p. 205*)
5. S/A. (*p. 205–206*)
6. We're here to make God well known, and to make Him look good. When we have a walk that glorifies the Lord (make Him look good), it will help draw people to Him and give us greater credibility in our witness. When we share the gospel (make Him well known), it makes Him look good because we show He's worthy of our obedience. (*p. 210–211*)
7. It seems radical because it's so uncomfortable and so few people are doing it. Rather than Jesus thanking us and patting us on the back for witnessing, He considers that we have done only what was our duty to do. If we witness we aren't "radical," we're just obedient servants. (*p. 213*)
8. S/A. It's tough enough to get the boldness to speak at all, but when we encounter any kind of rejection it's just that much harder to stick with it and speak out the next time. Jeremiah spoke the word of the Lord for 23 years and nobody listened, so most of us have a very long way to go! (*p. 216–217*)

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