

# Gospel Appointments

1. Read Mark 16:15-16 and discuss the importance of sharing the gospel.
2. Read through “How To Set Up a Gospel Appointment” and “How to do a Gospel Appointment.”
3. Show your mentee the specific method or tool you use to share “God’s Story.” (Connection Meeting Card, Bridge, Booklet etc.)
4. Apply: Encourage them to set up a gospel appointment this week.

## How To Set Up A Gospel Appointment

If you are at a spiritually neutral setting such as on campus or at a party..

### **START A CONVERSATION AND GUIDE THE CONVERSATION TO DETERMINE WHERE THEY ARE SPIRITUALLY.**

Use FIRE: Find Common Ground, Interests, Relationships, Experience with Spiritual Things

### **TAKE ADVANTAGE OF ANY OPPORTUNITY TO IDENTIFY WITH CHRIST.**

This can be something like, “Yeah, I am involved in this campus ministry called \_\_\_\_\_,” or “On Sundays, I’ve been going to church at \_\_\_\_\_,” or “ We just got back from a fun trip that helped my relationship with God.” Just find a way to indicate that you are active spiritually.

**ASK THEM A QUICK SPIRITUAL QUESTION.** Ask, “Did you grow up going to church or anything like that?” The idea is to listen for their spiritual background.

**TRY AND SET UP A MEETING.** No matter what they answer you can follow it up with something like “That’s interesting. Hey, I have been learning some pretty helpful things about having a relationship with God. Maybe we could get together sometime for lunch or coffee and talk more about this?” Wait for their response. If they say yes, then do your best to schedule a time as soon as possible.

### **GO BACK TO A CASUAL CONVERSATION AND JUST HANGOUT WITH THEM.**

Maybe something like “so what are your plans for this weekend?”

If you are at your ministry's large group meeting, small group or a social event.

### **START A CONVERSATION ABOUT ANY TOPIC.**

### **NO NEED TO TRANSITION. SIMPLY TRY AND SET UP A MEETING.**

Say, “It would be great to get lunch or coffee sometime and we could get to know each other and I can tell you more about what our group is about?”

Consider trying to set up gospel appointments with *EVERYONE* who comes to your large group meeting, small groups, and socials. Training students and staff to set up meetings with all visitors (whether you know if they are a believer or not) will make your ministry much more “sticky.” It will help you connect to more new people.

An attempt to set up a gospel appointment with all the new people who come to your ministry will result in more opportunities to share the gospel. And sharing the gospel more leads to more people following Christ.

# How To Do A Gospel Appointment

**1. PRAY LIKE CRAZY!** Set aside some time to pray for your friend. Text, GroupMe, or Facebook your fellow leaders and ask them to pray for you before and during the gospel appointment. Remember, it's our job to share and it's God's job to save, we need the Holy Spirit to move in our gospel appointment for it to be powerful.

**2. MAKE SURE TO CONFIRM THE MEETING TIME AND LOCATION THE SAME DAY THROUGH A PHONE CALL OR TEXT MESSAGE. BE PREPARED TO SHARE AND BRING WHATEVER YOU NEED.**

A great thing about gospel appointments is that they work with any gospel presentation. If you use The Bridge model, bring a pen, paper and Bible. If you use a gospel booklet like "Gospel Lessons" don't forget it!

**3. START BY GETTING TO KNOW THE PERSON A BIT MORE.** Catch up a little and get to know them better. The adage is true: "People don't care how much you know until they know how much you care." After you've built some rapport, jump into talking about deeper things such as family and upbringing. Remember, they agreed to meet expecting to talk about spiritual things so don't skip that part!

**4. USE THE THREE STORY METHOD.**

**THEIR STORY:**

Ask them to share their story about their experience with spiritual things and really listen. You could ask, "So what's your background when it comes to spiritual things?"

**YOUR STORY:**

Share your story briefly. Try and do a one-minute version. It could be about how you became a Christian or how your faith came alive in college.

**GOD'S STORY:**

Introduce the Bible lesson or gospel presentation. Say "The ministry I am a part of does Bible lessons that teach the basics about having a relationship with God. Do you want to read it together?" or "I have this short booklet that explains how to start a relationship with God. Do you want to read it together? Another example could be, "I know a short illustration that gives an awesome summary of what I believe is the main point of the Bible. Can I share it with you?"

**5. BEGIN DISCUSSING THE GOSPEL PRESENTATION.**

Make sure to sit close enough that both of you can comfortably see it or have one for each of you. You don't need to add a lot to it. Simply take them through it. Try not to get too sidetracked with too many side comments and questions. Many questions will be answered by the booklet or forgotten about once they understand the entire message. We tell our students "If you can read then you can lead people to Christ!"

**6. MAKE THE INVITATION CLEAR.**

Ask them if they want to become a Christian. Give them time to read it and think about it. Then ask "Would you like to commit your life to Christ right now?" Be prepared for a few moments of silence as they ponder such a heavy decision. It probably means they are really considering it. Don't answer for them.

## **7. IF THEY DON'T RECEIVE CHRIST, DON'T PRESSURE THEM, BUT KEEP INVESTING IN THEM.**

It's not a failure if they don't instantaneously receive Christ. It's actually a personal win because you have obeyed Jesus. Now they know where you stand and have a better idea of what you believe. Often in our secular culture it takes people a while and several times of hearing the gospel before they will be ready to really give their lives to Christ.

## **8. IF THEY SAY YES TO CHRIST, SHOW YOUR EXCITEMENT AND LEAD THEM TO PRAY TO GOD.**

You can have them read the prayer, or they can pray in their own words. Since there are no magic words, encourage them to make the prayer their own as an attitude of their heart. You can even begin the prayer yourself by thanking God for your time together and then ask them to pray.

## **9. CELEBRATE AND SET UP A FOLLOW UP MEETING!**

Tell them that this is the most important decision of their lives! Then say "This was fun! There are some other things like this that we could look at if you want to start meeting. Does this same time next week work for you?" Make sure you have a time to meet again before you leave! Also invite them to come to your college ministry or church with you this week and encourage them to start reading the Gospel of John on their own. Thank and Praise God for what he is doing!

## **10. DON'T LET THE SIMPLICITY OF THIS METHOD DISSUADE YOU FROM GIVING IT AN HONEST TRY!**

Don't look at gospel appointments as a one-time event but a way to initiate a long term relationship with the person. If you boldly and relationally share Jesus I believe you will lead many students to Christ and see them plugged into your ministry.