

BRINGING PEOPLE FOR DECISION

International Institute of Christian Ministries Syllabus

PEv 103 – Principles and Methods of Obtaining Decisions

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Witnessing to Gain Decisions

An often overlooked sign of the nearness of Christ's return is the great number of men and women who are in the valley of decision. It is not uncommon to hear people say, "If I ever join a church, it will be the Seventh-day Adventist Church." Often, these are people who have had Bible studies or some other favorable contact with our teachings. They believe our message, but have not made a personal decision to accept it and the Christ of the message. The prophet Joel said indecision would be one of the signs of the last days.

- **Joel 3:14**

"Multitudes, multitudes in the valley of decision!"

I. We Can Expect Decisions!

A. His promise, "When we give ourselves wholly to God, and in our work follow His directions, He makes Himself responsible for its accomplishment" *COL*, p. 363.

B. Helping people decide to do something about the truths they have been studying and accepting is often the most difficult part of soul winning. Many individuals are led to study God's Word, believe the truths that are presented, but never take any action to bring their lives into conformity to these teachings.

C. Leading people to decide for something that is often unpopular, out of step with society, and threatening to their financial well-being, is not an easy task. It is, indeed, a science and a most vital part of soul winning. The principles and techniques of this science are discussed in this section.

D. Some Directions:

1. "There is need of coming close to the people by personal effort."

If less time were given to sermonizing and more time were spent in personal ministry, greater results would be seen...

— accompanied by the power of persuasion, the power of prayer, the power of the love of God, this work will not, cannot, be without fruit" *MH.*, pp. 143, 144.

2. "There are great laws that govern the world of nature, and spiritual things are

controlled by principles equally certain. The means for an end must be employed if the desired results are to be attained.” *9T*, p. 221.

E. We Should Do as Christ Did

1. He loved people, mingled with them as one who desired their good.
2. “He reached the hearts of the people by going among them as one who desired their good. He sought them in the public streets, in private homes, on the boats, in the synagogue, by the shores of the lake, and at the marriage feast. He met them at their daily vocations, and manifested ar, interest in the secular affairs ... His strong personal sympathy helped to win hearts.” *DA.*, p. 151.

F. The Soul Winner Must Have the Right Experience Himself

1. He must know Christ in order to introduce Him to others. Acts 3:6; Ps. 51:10-13.
2. Live the Christlike life.
 - a. Read the Bible for strength. Read John 5:39.
 - b. Commune with God in prayer. 1 Thess. 5:17 — “Pray without ceasing.”
 - c. Obey His will. 1 John 3:21, 22.

(1) David said, “I made haste... to keep thy commandments.” Ps. 119:60

II. Techniques and Approaches that Are Helpful In Leading People to a Decision

A. Tips for gaining decisions

1. Be agreeable. Discuss those features of truth on which you can agree.

“If the worker keeps his heart uplifted in prayer, God will help him to speak the right word at the right time.” *GW*, p. 120.

“Agree with the people on every point where you can consistently do so.” *Ev.*, p. 141.

2. Be alert. Watch for indications that reveal the trend of the thoughts. Help the individual to build up his own conclusions. Remember you are building a bridge, and so drive down one pile at a time.”

“The sacred responsibility rests upon the minister to watch for souls as one that must give an account He must interest himself in the souls for whom he labors, finding out all that perplexes and troubles them and hinders them from walking in the light of the truth.” *G. W.*, Pp. 190,191.

3. Be direct. Move straight on to your objective. Avoid any circumlocution. Keep the person’s thought progression toward the goal. But do not go too fast.

“The secret of our success and power as a people advocating advanced truth will be found in making direct personal appeals to the interested.” *EDW.*, *Review & Herald*, August, 1892.

“Many times minds are impressed with tenfold more force by personal appeals than by any other kind of labor.” *EGW.*, *Letter 95*, 1896.

4. Be kind and courteous. Remember that Jesus was always courteous. He never spoke an unkind word. Every morning He was given the tongue of the learned (Is 50:4).

“He knew ‘how to speak a word in season to him that is weary’; for grace was poured upon His lips, that He might convey to men in the most attractive way the treasures of truth.” *DA.*, p. 254.

“Into what you say put the spirit and life of Christ.” *Ev.*, p.175

“Put all the Christlike tenderness and love possible into the voice.” *Ev.*, p. 174.

5. Never argue. It is possible to win the argument and lose the man. A good salesman never argues. And the evangelist must be a good salesman.

“Satan is constantly seeking to produce effects by Wc1 and violent thrusts; but Jesus found access to minds by the pathway of their most familiar associations. He disturbed as little as possible their accustomed train of thought” *Ev.*, p. 140

6. Meet objections with Scriptures. Jesus met arguments to the Pharisees, and the temptations of the devil, by quoting from the Word of God. To every fresh challenge He could reply, “It is written.” And we will find our strength where the Saviour found His. “Objections can each be met with a ‘Thus saith the Lord.’” *EGW.*, *Letter 95*, 1896.

7. Bible stories form a wonderful basis for an appeal to the heart. When Rebekah faced her real decision, she was hearing the call of God on one hand and feeling the natural pull of home on the other, It was a crisis in her life and not an easy decision to make. But at last she bravely said, “I will go.” That decision put her in the royal line.

- B. Follow the sequence used by the farmer

1. Prepare the soil.
2. Add fertilizer and the seed.
3. Cultivate the soil.
4. God will then send the sunshine and the rain - the Holy Spirit.
5. Then comes the harvest. Don't try to pick green fruit!

C. Principles in Obtaining Decision

How can we become more successful in leading men and women to make a favorable decision for Christ and His message? Here are some principles to keep in mind:

1. Ask for a decision on the material presented at the end of every study. It is unrealistic to expect a favorable decision at the conclusion of the studies if you have not obtained progressive decisions at each step along the way.
2. Encourage your student to put into practice each new duty as it unfolds. Light that is not followed turns to darkness.
3. Do not ask for a major decision until your prospect has sufficient information to enable them to make an intelligent decision.
4. Call for a decision when you see evidence of conviction. Learn to recognize decision signals like the following:
 - a. Would I have to quit going to the movies?
 - b. What if my husband wouldn't let me tithe?
 - c. What if I can't get Sabbaths off?
 - d. What would my neighbors say?

Each one of these questions reveals that the person has been contemplating a decision and is already considering the consequences of that decision. This is the time to ask for a decision.

5. Ask for a decision on the basis of a choice between two alternatives: "We are planning a baptism on the 15th and one on the 29th. Which would be better for you?"

6. Expect a favorable decision.
7. Determine the specific obstacles to decision.
8. Clear away the obstacles
9. Ask for a decision

III. Secure a Surrender to Christ Before Presenting Doctrines and The Testing Truth

- A. Ask the right questions at the right time. May be compared to a marriage
- B. Spirit of Prophecy Counsel:
 1. “Bring them to the point to decide. Show them the importance of the truth; it is life or death. With becoming zeal pull souls out of the fire.” *LT*, p. 152.
 2. “Many are convicted of sin, and feel their need of a sin-pardoning Saviour ... If words are not spoken at the right moment, calling for decision from the weight of evidence presented, the convicted one passes on without identifying themselves with Christ, golden opportunity passes, and they have not yielded, and they go farther away from the truth.” *Evangelism*, page 283.
 - a. ‘Ye have not because ye ask not’ James 4:2.
- C. Salvation is in the present tense.

“Today if ye will hear His voice harden not your hearts. Hebrews 3:15.

“Behold now is the accepted time; behold, now is the day of salvation.” II Cor. 6:2.

“Many will be lost while hoping and desiring to be Christians. They do not come to the point of yielding the will of God. They do not now choose to be Christians.” *Steps to Christ*, p. 48.

IV. Basic Principles

- A. Understand the mechanics of decision making which come in three stages.

1. Interest - must be awakened, deepened, and sustained throughout each study. (Sequence of studies vital).
 2. Conviction - is accomplished by the Holy Spirit as the Word of God is presented.
 - a. Truth is to be presented in a dear, convincing manner making known God's will in love.
 - b. Sensitivity to signs of conviction is necessary to know when to call.
 3. Decision - must be the personal choice of the individual assisted by the worker.
 - a. Pressure must not be applied by the worker - do not push, argue - lead.
 - b. Much prayer and personal attention is necessary during this critical period.
- B. Make decisions progressive by making an appeal at each study.
1. Make responding to truth a habit by calling for simple decisions.
 2. Ask questions as a means of getting a response to the presentation of truth.
 3. Make up order of subjects with progressive decision in mind, and appropriate action to be taken clear from Scripture.
 4. "I saw that when the truth is presented, it should be in the power and Spirit. Bring the people to the point to decide. Show them the importance of truth - it is life or death. With becoming zeal, pull souls out of the fire." *I T*, p. 152.
- C. Recognize the time factor involved in decision.
1. Decisions must be called for when conviction comes.
 2. "When persons who are under conviction are not brought to make a decision at the earliest period possible, there is danger that the conviction will gradually wear away." *Evangelism*, page 298.
 3. It is the work of the Holy Spirit to convince the soul of its need of Christ. Many are convicted of sin and feel their need of a sin-pardoning Saviour; but they are merely satisfied with their pursuits and aims, and if there is not a ~ a decided application of

the truth to their hearts. if words are not spoken at the right moment. calling for decision from the weight of evidence already presented, the convicted ones pass on without identifying themselves with Christ, the golden opportunity passes, and they have not yielded, and they go farther and farther away from the truth, farther away from Jesus and never take their stand on the Lord's side." Ev.:283.

4. Not everyone comes under conviction at the same point.

D. Present Jesus as the One who is calling for their decision.

1. "Talk to souls in peril and get them to behold Jesus upon the cross dying to make it possible for Him to pardon us." *6T*, p.67.
2. Acceptance of Christ is essential to all other major decisions.
3. Avoid presenting the church or yourself as calling for decision.

E. Employ Scripture as a basis for all appeals.

1. Be very careful how you handle the Word, because that Word is to make the decision with the people. Let the Word cut and not your words." Ev.:300.
2. Clear Scripture appeals carry tremendous force.
3. Be careful not to make unwarranted applications from Scripture.

F. Never close the door on a soul's salvation.

1. The Holy Spirit may wait to bring conviction under more favorable circumstances.
2. The individual may not understand the point at issue.
3. Make friends for God, not enemies.

G. Exhibit understanding of a person's struggle and help them along with personal attention.

H. . Basis of Appeals for Decision

- 1) Show that this is a life and death matter.
- 2) Picture the love of God.

- 3) Show the danger of delay.
- 4) Emphasize the individual's decision to assure salvation.
- 5) Stress their influence on loved ones and friends.
- 6) Point out that there will be only two classes of people at the end.
- 7) Emphasize that Christ is our example.
- 8) Assure of God's care and interest.
- 9) Emphasize the need for Christ's approval.
- 10) Relate your own experiences.
- 11) Vividly portray the triumph of truth.
- 12) Stress that it takes courage to be a Christian
- 13) Inquire, "Where are you planning to spend eternity?"
- 14). Do not give up easily. You may not get an affirmative decision the first time you ask for it. Ask again. It is like proposing marriage. The decision grows out of a love relationship

I. AREAS OF DECISION

There are *four basic areas* of decision in leading a person to full surrender:

- 1) CHRIST - the decision to accept Christ as a personal Saviour.
- 2) SABBATH - the decision to keep all of God's commandments.
- 3) REFORMS -- the decision in favor of health principles, Christian standards, etc.
- 4) MEMBERSHIP - the decision to come all the way out of Babylon and unite with the remnant church.

J. Helps in Decision Making.

- 1) PRAYER : Pray with and for the individual. Teach him to pray, for how can they be expected to make right decisions if they don't know how to pray?

- 2) **BIBL.E PROMISES** : Lead them to claim the promises of God to meet their needs in a personal way. Teach them to search for these promises in the Bible.
- 3) **PERSONAL TESTIMONY** : If someone is battling cigarettes, invite one of your members who used to smoke to give a personal testimony.

Testimonies will be helpful in other areas also, such as Sabbath work problems, tithing, opposition from loved ones, etc.

V. How to Prepare a Candidate for Baptism.

Lay members usually feel that only a minister could actually prepare a person for baptism. This is not true. Any lay member with an experience in Christ, a knowledge of a few basic principles, and access to baptismal preparation materials can prepare a candidate for baptism and church membership.

In preparing an individual for baptism keep in mind the following:

- A) Make sure that the individual has in fact accepted Christ as their personal Saviour, and that they know:
 1. That Christ is in their life
 2. That their sins are forgiven.
- B) Make sure that you have covered as carefully as possible the major teachings of the Seventh-day Adventist Church. This can be accomplished through the Gift Bible plan or other methods of Bible study, through a Bible correspondence course, or through evangelistic meetings.
- C) Make sure that the person has the victory over alcohol, tobacco, or other addicting habits. Question them gently and kindly but directly:
 1. When did you have your last smoke?
 2. Do you use tobacco in any other form?

- D) Review the teachings of the church. In the case of one who has had a complete series of studies this can be done in two or three brief study sessions.

This will help you to know if there are any problems, questions, or misunderstandings. If a subject is not understood, explain it at the moment or set aside a special study time to make it clear. You may use any of the following to help you in your baptismal review:

1. The regular denominational baptismal certificate. Ask your pastor for a copy. As you go over each point, ask whether the subject is clear and whether the individual believes it.
 2. "In His Steps," a guide in preparing candidates for baptism, is available from your Adventist Book Center.
- E. When it has been determined that the candidate has accepted Christ and is fully in harmony with the teachings of the church, proceed as follows: "*There really isn't anything now that stand in your way if being baptized and uniting with the church, is there? We have a baptism planned for the fifteenth anti one on the twenty-ninth. Which would he better for you?*" Wait for the reply and then say, "*Let's kneel together and thank the Lord for the way He has led you to this happy decision.*"
- F. At this point you may wish to have the prospective member sign the baptismal vow on the back of the certificate -- after they have read and agreed to the vow.
- G. And now, with a prayer of thanksgiving, call the pastor and invite him to visit the candidate with you. What a thrill will be yours!
a thai! will be yours!
- H. Baptism is a serious matter

"The preparation for baptism is a matter that needs to be carefully considered. The new converts to the truth should be faithfully instructed in the plain 'Thus saith the Lord.' The Word of the Lord is to be read and explained to them point by point." The test of discipleship is not brought to bear as closely as it should be upon those who present themselves for baptism. When they give evidence that they fully understand

their position, they are to be accepted. *Evangelism, p. 308*

VI. The Science of Securing Decisions

A. The science of securing decisions consists in properly applying those divinely appointed laws, or principles, that govern the action of the mind and heart in responding to the call of God for obedience.

B. The need of the right words

“The Lord God hath given me the tongue of the learner, that I should know how (*method*) to speak a word (*what is said*) in season (*when it is to be said*) to him that is weary: he wakeneth morning by morning, he wakeneth mine ear to hear as the learned. The Lord God hath opened mine ear, and I was not rebellious, neither turned away back (the kind of person Jesus was). Isaiah 50: 4, 5.

C. A Study of How the Mind Works.

1. Every gospel worker needs to understand dearly how the human mind works in making a favorable decision. This is basic in securing decisions. This has been pointed out in the instructions from the Spirit of Prophecy:

2. “in order to win souls to Jesus there must be ... a study of the human mind.” *4T:67*.

3. There are great laws that govern the world of nature, and spiritual things are controlled by principles equally certain. The means for an end must be employed, if the desired results are to be attained.” *9T221*

D. Steps in making decisions

1. Information
2. Conviction
3. Desire
4. Action

E. Knowledge, Conviction, Desire Lead to Decisions.

1. Decisions stem out of the interplay of knowledge, conviction and desire in a person’s mind. This is true according to Scripture and science. When a person’s knowledge, conviction and desire in reference to a given subject reach a certain intensity, the mind moves into decision and action in regard to it.

2. Since knowledge, conviction and desire lead to decision, the sermons, the Bible studies and the personal talks, should be an artful inter-weaving of the factors of desire and conviction in respect to the given subject. This is needed for bringing about the requisite interplay of knowledge, conviction and desire for acceptance, decision and action.

3. As we analyze certain texts, we discover that some are especially designed to bring knowledge, others to bring conviction and still others to bring desire. And often the same text has in it the elements of all three. We need to focus on these texts that will implant conviction and at the same time arouse desire for accepting and following God's great principles as we present them in our Bible studies to the student.

F. How the mind works

Information: Accumulate facts about the decision to be made. Adequate information is necessary, but there are two problems:

1. Information overload
2. Programmed non-response

“What you need to understand is the true force of the will. This is the governing power in the nature of man, the power of decision, or of choice. Everything depends on the right action of the will” (*Steps to Christ*, p. 47).

G. Overcoming the problem of information overload

1. Present testing truths gradually. If possible do not present three or four new truths back to back in the same week.
2. Visit people in their homes immediately after presentation of testing truths to clear up any major questions.

H. Two ways to avoid programmed non-response

1. Make regular systematic appeals including hand-raising, kneeling, standing and altar calls.
2. Use response cards often.

I. The Direct Personal Appeal in Conjunction with Knowledge, Conviction and Desire.

1. Effective personal work is based on an adherence to a cluster of God-ordained principles, or spiritual laws.

One of the most important is the use of the direct, personal appeal. It is the secret of success in dealing with the interested people.

2. ‘The secret of our success and power as a People advocating advanced truth will be found in making direct, personal appeals to those who are interested, having unwavering reliance upon the Most High.’ *R.H.*, Aug. 10, 1892.

J. Paul Used the Direct Personal Appeal.

1. One of the best illustrations of the principles involved in this direct, personal appeal is Paul’s appeal to Agrippa, as recorded in Acts 26:22-28.

2. Use of the Word - Knowledge

- a. He prepared the way for making the personal appeal by an effective use of the Word. His appeal was based on the teaching of the Scriptures. Acts 26:22,23.

3. Personal Experience - Creating Desire.

- a. The appeal should be connected with, or grow out of the person’s own experience and knowledge. Paul used his own Testimony as to how he found Christ and what He was to him. What was the reaction to Paul’s testimony?

- b. “The whole company had listened spellbound to Paul’s account of his wonderful experiences. The apostle was dwelling upon his favorite theme. None who heard him could doubt his sincerity.” *AA: 437.*

4. Appeal Directed to Agrippa’s Convictions.

- a. Paul directed his appeal to Agrippa’s convictions, taking the form of a question. He designed to bring home to Agrippa a realization of his personal responsibility. Acts 26:27 (first part).

5. Bringing the Mind to the Desired Conclusion.

- a. Paul’s appeal is concluded by expressing that Agrippa will respond. Acts 26:27 (last part.) It was an appeal at an opportune moment. Was Agrippa moved?

- b. “Deeply affected, Agrippa for the moment lost sight of his surroundings and the dignity of his position. Conscious only of the truths which he had heard, seeing only the

humble prisoner standing before him as God's ambassador, he answered involuntarily, 'Almost thou persuaded me to be a Christian.' AA:438

K. Implanting conviction

1. Clear information—Is it clear to you?

2. Fanning the flame of desire:

- a. The inner peace as opposed to inner turmoil (John 14:27; Psalms 119:165)
- b. Receiving the Holy Spirit (Acts 5:32)
- c. True happiness (John 13:17)
- d. Heavenly home (Hebrew 11:24)
- e. Forgiveness of sins and freedom from guilt (Acts 2:37–39)

L. Important points in getting decisions

1. Ask, "Is it clear that....?"
2. Help student to make a decision in every lesson
3. Show the benefits of the right action
4. Always stress the blessing over the requirements of God
5. Show the consequences of wrong action
6. Show the expectation of the God who loves us
7. Lead students into a relationship with God

M. Reasons for asking for prompt decisions

1. Truth is most clear when it is fresh in the memory
2. Satan is working to lead the thoughts away
3. Conviction may completely disappear if one is not brought to decision at the earliest period possible
4. A decision may be turned in another direction or toward another church

5. Relatives or members of other churches may confuse the issues or the truth in the mind
 6. Circumstances may place the student beyond your reach in a very short time
- N. Importance of prayer in bringing people to a decision
1. “Prayer and faith will do what no power on earth can accomplish” *MH*, p. 509.
 2. “It is a part of God’s plan to grant us, in answer to the prayer of faith, that which He would bestow did we not thus ask” *GC*, 525
 3. Prayer does four things:
 - a. Prayer puts us in touch with divine wisdom—James 1:5
 - b. Prayer enables God to work more powerfully than He could if we did not pray—Daniel 10
 - c. Prayer enables God to speak to us about sins in our lives which are the hindrance to successful soul winning
 - d. Prayer deepens our desire concerning the thing for which we are praying
 4. The need for prayer:

“God forbid that I should sin against the Lord in ceasing to pray for you.” 1 Samuel 12:23.
 5. Prayer in groups

“Why do not two or three meet together and plead with God for the salvation of some special one, and then still another.” *7 T*, p. 21.
- O. Using Texts as Directed Personal Appeals
1. We should use those texts that are best designed for securing the desired results. We

are to become scientific workers in the matter of reaching people with the truth of God. See *4T:93*.

2.Examples of how certain texts can be used in direct personal appeals.

a. FOR DECISION TO BECOME A CHRISTIAN:

- (1) “I would like to have you notice what Jesus says to you in Revelation 3:20 - ‘Behold, I stand at the door and knock: if any man hear my voice, and open the door, I will come in to him, and will sup with him, and he with me.’ Jesus wants to come into your heart and make your life what it ought to be.

You want Him to do this, don’t you? You are ready now to open the door and let Him in, aren’t you?”

- (2) Texts for desire to accept Christ: Isa 1 :18; Matt 11:28; Heb. 7:25; Ps. 34:8; Rom. 5:1; John 1:12; 2 Cor. 5 : 21

- (3) Texts for conviction to accept Christ:
Acts 16:30,31; John 3:16; Isa. 53:6; Matt. 16:26; John 8:24; Acts 4:12.

b. FOR DECISION TO KEEP THE SABBATH:

- (1) Is your objective decision for keeping the Sabbath? Then focus what you present from the Bible on implanting under God the conviction that the 7th day should be kept holy, and at the same time, arouse desire for doing it.

- (2) Texts for conviction to keep the Sabbath:
Ex. 20:8-11; James 2:10; Luke 6:46; Mail. 15:9; John 15:14; Rev. 22:14; Isa. 48:18; 58:13,14; Isa. 56:1-6; Eze. 20:12; Ps. 40:8.

c. EXAMPLE:

- (1) ‘When you think how Jesus gave Himself for you on the cross, you can’t help loving Him. I know that you love Jesus. Here in John 14:15, Jesus says to you, ‘If you love Me, keep My commandments.’ Now that you see that one of His commandments is to keep the seventh day of the week, or Saturday, you are going to start keeping it because you love Him, aren’t you?”
- (2) “Do you know what two qualities the Lord is looking for in you and me? Notice

what He says in Isa. 1:19, 'If ye be willing and obedient, ye shall eat the good of the land.' You want to be willing and obedient, don't you?

Since the Lord has made it plain to you that the seventh day is the only day He ever sanctified for you. to keep, you are willing to begin to keep it, aren't you?

d. FOR DECISION TO UNITE WITH GOD'S REMNANT:

- (1) "The Bible foretold that In the last days the Lord will gather out a special people to keep His commandments. In Isa 27:1Z God declares He will gather them one by one. Don't you want to be one of those whom the Lord is gathering for His kingdom?
- (2) Texts for decision to unite with God's Remnant: Rev. 18:4; John 10:26, 27; 2 Cor. 8:12; Luke 14:33.

O. Failure to Use the Direct Personal Appeal.

1. "General invitations are given; but not enough definite and personal invitations. If more personal calls were made, more decided movements would be made to follow Christ." *RH.*, Aug. 15, 1899.

P. Know how to respond to objections—Use the FFF technique

1. I understand exactly how you *feel*.
2. Many others in your present situation have *felt* the same way.
3. But they have *found*...

Q. Build on Their Responses

1. Watch for the opportunity to build on the responses and admissions of your student as you study from the Bible. We should endeavor to turn their admissions and acknowledgments into steps which will lead them into a decision. This is a case of utilizing the principle of bringing a person's mind to the desired conclusion, by building successively on his own responses and admissions, as you and hetalk back and forth.

Often while studying with a person, he will of his own accord, state that the teaching is true. That it is right

2. Example:

- a. He may say, "You folks have certainly got the Bible on your side for keeping the seventh day." This is your opportunity to reply, "I am glad you see the truth about the right day to keep. It's fine to know the real truth. Do you know what Is the next thing the Lord wants you to do?" Then turn to Luke 11:28. "But he said, Yes rather, blessed are they that hear the Word of God, and keep it." Then say, "Notice Jesus pronounces His pleading on those who hear His word and keep it or obey it. So now that you see that the seventh day is Christ's day, the next thing is to keep it for Jesus.

Use Illustrations, Incidents and Narratives from the Bible for Decisions.

1. The Bible contains many illustrations, incidents and narratives which can be made the basis for powerful direct appeals to interested people whose cases or situations are parallel to the experiences set forth in the Bible.
2. Some illustrations of this principle:
 - a. Israelites crossing the Jordan (Joshua 3). Use in relation to the person who is willing to begin to keep the Sabbath if God will open the way in his home or work.
 - b. The two builders. (Luke 6:46-49). Use in relation to those who admit that the Sabbath is right, but make no move to keep it.
 - c. The prodigal. (Luke 15) Use in relation to the backslider who feel she has gone too far for the Lord to receive him back.

Removing Obstacles to Decision.

A. "One sentence of Scripture is of more value than ten thousand of man's ideas or arguments." *7T:71*

B. What can be done if a person:

1. Can not or will not decide.
 - a. The person must not be left offended or unapproachable.
 - b. We must remember that we are only instruments, the Holy Spirit leads people to make decisions.
2. Is indifferent and seems to have no convictions.
 - a. We must be in earnest and make Scriptural calls for a decision.

- b. If unable to get response, leave in the Lord's hands.
- 3. Feels self-righteous and that he treats his neighbors right.
 - a. Use mainly Scriptural appeals waiting for his response before you proceed.
 - b. Isa 6:1-5; Romans 3:10; Romans 5:19.
- 4. Think it unnecessary to join a church.
 - a. God's purpose in ordaining the church on earth.
 - (1) Heb. 12:23 - general assembly - church of the first born.
 - (2) 1 Tim. 3:15 - church of the living God. (Duty of church to protect truth).
 - (3) Malachi 3:10 - bring the tithe into the storehouse.
- b. Advantages of church membership.
 - (1) 1 Cor. 1:2, 10-brings out unity.
 - (2) 1 Cor. 11:18 - speaks about coming together in church.
 - (3) Acts 12:1-5 - strength in unity.
 - (4) Eph. 1:22,23 - Christ is the head of the Church. Col. 1:18
 - (5) 1 Cor. 12:18,25 - body is a unit of many parts, that are concerned for each other
 - (6) 1 Cor. 12:12,13 - baptized into one body.
 - (7) Mark 16:15, 16 - membership very essential
 - (8) Matt. 18:17,18 - what we bind on earth.
 - (9) John 15:4- Ye abide in Me.
 - (10) Rev. 22:16 Jesus speaks to the churches
 - (11) Acts 2: 37.38.47 Added to the church daily

Four Basic Appeals:

- A. Picture the love of God and the death of Christ for the individual.
(Love) *Romans 5 : 6,7*
- B. Stress the influence of a decision on loved ones and friends.
(Example) *Romans 14:7*
- C. Impress the thought that there will be only two classes at the end of the world - the saved and the unsaved. (Choice - Life or Death) *Matthew 7:13,14*
- D. Show the danger of delay and the missing of opportunity to be saved. (Don't delay)

R. Meeting Objections with Bible Verses

1. Economic and Sabbath Problems

Matthew 6:33	Seek ye first the Kingdom of God...
Psalms 37:3	Thou shalt be feed
Psalms 37:25	The righteous will not be begging bread
Mark 8:35, 36	What profit the man if he gains the whole
Philippians 4:19	God shall supply all your needs
Deut. 28:1-6	God will bless your livelihood
Deut. 8:18	God gives you power to get wealth
Isaiah 58:13, 14	The Lord shall feed them

2. Social and Family Pressures

Luke 6:22	Blessed are ye when man shall separate from you
Matthew 11, 12	Blessed are you when persecuted.
Matthew 10:34-38	Man's enemy is in his own house
Psalms 27:10	When your parents forsake you, God will take you up.
Hebrews 11 : 25	Moses choose rather affliction with the the people of God
John 15:19	I have chosen you, therefore the world hateth you

3. Difficulty in attending the true Church

Matthew 24:1, 2	Jesus left his Jewish temple.
Matthew 16:18	Jesus built a new Church.
2 Cor. 6:14, 18	Come out from among them be ye separate
Rev. 18:4	Come out of her my people
John 10:16, 26,27	Jesus calls His sheep out from other folds

Acts 2;47

God added to the Church all who should be saved

Micah 2:10

Arise and depart this is not your rest

4. Difficulty in living up to the teachings

John 1:12

Jesus will give you power.

1 Peter 5:10

Jesus will make you perfect

Philippians 1:6

Those who began a good work will perform unto the coming of Jesus.

Matthews 15:5

Without me you can do nothing

Philippians 4:13

I can do all things through Christ

Matthew 7:13, 14

Narrow is the way to eternal life

5. I can't stop eating pork

1 Corinthians 3:16-17

Your body is a temple of God

1 Timothy 5:6

He that liveth in pleasures is dead while he liveth

James 5:5

Ye lived in pleasures for the day of slaughter

1 John 2:15, 16

Love not the world

2 Corinthians 6:17,18

Be ye separate, touch not the unclean, and I will receive you

Matthew 14:33

He that forsaketh not all what he hath cannot be my disciple

1 Corinthians 6:12, 13

God shall destroy both meals and the belly

1 Corinthians 10:31

Do all to glory of God

1 Corinthians 8:13

I will eat no meat as long as the world standeth

Philippians 3:13, 14,17

This is one thing I do, forgetting those things

Matthew 6:24

No man can serve two masters

Eccl. 2:1
Eccl. 11:9
Psalm 16:11

Pleasure is vanity
Rejoice in the youth but remember
God will bring you to judgment
There is pleasure in God

6. Hypocrites in the church

Matthew 13:24-30

(Parable of the wheat and tares) God's true Church is not composed of perfect people

Matthew 25:1-13

(The ten virgins) the Church is composed of truly connected and not truly connected Christians

Isaiah 45:22
Hebrews 12:2

Look unto Jesus for salvation
Looking unto Jesus the finishes of our faith

Matthew 7:1-5

Why behold thou the mote that is in thy brother's eye?

7. Feelings of being a Great Sinner

Romans 3:23
Isaiah 44:22
Proverbs 28:13

All have sinned
I have blotted out thy transgressions
Whose confesseth and forsaketh shall have mercy

Isaiah 1:16, 18, 20
1 John 1:9
Hebrews 7:25

Come let us season together
Jesus will forgive all confessed sins
Jesus able to save us

John 8:3, 10, 11

Jesus forgave Mary Magdalene, "Go and sin no more."

8. Church attending is unimportant. In every church God is worshipped

Proverbs 14:12

There is a way which seems right but the end is death

Matthew 7:21,22

Not all that call upon Jesus will be saved

Matthew 15:8,9
Revelation 1:7-11

In vain they do worship me
Worship Him that made heaven and

Acts 5:29
James 4:17

2 Peter 2:20, 21

earth
We ought to obey God rather than man
It is sin to continue doing wrong after
knowing the truth
It been better for them not to know the
truth than to know and turn away.
The latter end is worse than the first

9. Decision dependent on Husband or Parents

Ezekiel 14:20

Philippians 2:12
Matthew 10:37-38

Salvation is an individual decision.
Parents cannot save their children
Work out your own salvation
He that loveth father and mother more
than me is not worthy of me.

10. Baptism Decision

Acts 2:38

Acts 22:16

Acts 16:30-33

Acts 8:38

Matthew 22:14
John 15:16

Deut. 30 : 19

Joshua 24:15

Mark 16:15, 16

Repent ye and be baptized everyone of
you.
Why tarriest thou, arise and be
baptized
The jailer and his family were baptized
on the same evening.
Philips batized the Eunuch along the
way to Gaza.
Many are called but few are chosen.
You have not chosen me but I have
chosen you.
I set before your life and death
therefore choose life
As for me and my house we will serve
the Lord.
He that believeth and is baptized shall
be saved

11. Few Believers

Luke 12:32
Matthew 22:14
Matthew 7:13, 14

Fear not little flock
Many are called but few are chosen
Only few will enter into the gate of
eternal life.

12. I am afraid

Isaiah 41:10
Matthew 28:19,20

Fear thou not for I am with thee.
I am with you always even unto the
end of the world

Matthew 10:32,33

Whosoever shall confess God publicly
will also be confessed before God in
heaven

13. Not all men wise in Church

1 Corinthians 1:27

God hath chosen the weak to confound
the wise

14. No one can keep the law

Genesis 26:5
Genesis 5:24
Genesis 5:29

Abraham obeyed my commandments
Enoch walked with God
Noah was found righteous in his
generation

2 John 6

To walk with God is to walk in his
commandments

Daniel 6:4,5,10,11
Matthew 19:16

They found no fault on Daniel
(Jesus) if thou wilt enter into life, keep
the commandments

1 John 3:4
Revelation 21:8

Sin is the transgression of the law
Transgressors of the law will be cast
into the lake of fire

Psalms 119:60

— I will hasten and not delay to keep thy
commandments

1 John 5:3

His commandments are not grievous

15. Cannot keep the Sabbath

John 14:15
Isaiah 56:2

If ye love me keep my commandments
Blessed are those that keep the
Sabbath

Isaiah 58:13,14

There is a promised blessing in
Sabbath keeping

Hebrew 5:9

Christ is the author of our salvation to
them that obey Him

Isaiah 56: 5,6

God will give an everlasting name to
those who keep the Sabbath

Revelation 14:12
2 Peter 2:20, 21

The saints are law keepers
It would have been better for them not
to know the truth.

James 4 : 17
Ezekiel 46:3

Not to do right is sin

Romans 12:1,2

The people shall worship on the
Sabbath day
Offer your body a living sacrifice
which is your reasonable service

16. Not now, probably some other time

1 Kings 18:21

How long halt ye between two
opinions

Acts 22:16

Arise and be baptized

Hebrews 4:7

Harden not your heart

Ephesians 4:30

Grieve not the Holy Spirit

Hebrews 6:4-6

Those who knew and fall away crucify
Christ

Psalms 119:60

I haste and delayed not to keep thy
commandments

17. "I am not a truly wicked person."

James 2:10

To break one law is to break all

Luke 16:15

You justify yourselves but God
knoweth your heart

18. God is love. He is not going to destroy me.

Isaiah 1:16-20

If ye refused ye shall be devoured by
the sword