

ONE ON ONE

# WITNESSING STRATEGY

HELP THEM TO WANT WHAT THEY NEED

99% of the people are satisfied now.

The missionary makes the lost soul dissatisfied.

The missionary's attitude and sincerity are the key...

Get their attention

Show appreciation :

Care for others as you would like to be cared for...Give attention like you would like to receive — your love is not lost.

## SHOW BENEFITS

Benefits vs. features; features sometimes bring benefits...

## ASK QUESTIONS TO SEE WANTS AND NEEDS

What aspect of spiritual life interests them the most?

Physical, mental

Emotional, social

Look for interest areas

Listen enthusiastically

Be eager to help...

"Once they have heard the true gospel of Jesus, it spoils them for anything else." Henry Schafer

You won't baptize them unless you would be willing to invite them home for lunch...

## PRESENTATION

Speak of their interest more than features

Open their mind to get their decision

Compare: their other options, spiritually — are they happy now?

Contrast: Security — Zion possible

Describe: World-wide friends

Loving fellowship, caring

REEMPHASIZE BENEFITS: Gains, peace of mind,

Free of guilt, friends, faith truth, spiritual growth, prayers answered, guidance, happiness, etc.

Which interests them the most.

Share them all.

Don't pound on cold metal  
Use their interested benefits to open the door to the kingdom — it will all be theirs.

## APPEAL TO THE EMOTIONS. USE WORD PICTURES.

Use illustrations —

Know: what, why, how, etc.

Give them a choice.

see web sites

[www.personal-spiritual-growth.com](http://www.personal-spiritual-growth.com)

and

<http://personal.graceland.edu/~gknotts>

*Knotts*