

HOW DO I SET UP A GOSPEL APPOINTMENT?

Gospel appointments help us connect more new people to our ministry. In four years, we have never had anyone offended by this method! We have heard many people thank us for taking time to meet with them. I believe that if you attempt to set up a gospel appointments with all the new people who come to your ministry you will lead a lot more people to Jesus and see a higher percentage of visitors getting connected. If you are at a spiritually neutral setting such as on campus or at a party...

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

Use FIRE

- Find Common Ground
- Interests
- Relationships
- Experience with Spiritual Things

2 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.

3 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.

4 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.

5 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....

6 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. The fact that they are present shows they are already interested in, or at least open to, spiritual things. The phrase "I can tell you more about what our group is about" is great because our groups are all about the gospel!

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.

"In four years, we have never had anyone offended by this method! We have heard many people thank us for taking time to meet with them." - Paul Worcester

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.