





1




The Don Snider Story



- Lady asked him to do interview on someone with humility.
- Then suggested to interview herself.
- *Pray that's never me*
- *Pray that's never you*
- *True success is never proud nor insecure*
- *Successful people link "human effort with divine power"*



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Helping people With Decisions

- Making Appeals** 
- Recognizing Conviction** 
- Internal Motivation** 



3





How to help people with Decisions?

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Don't I have to be a Super Spiritual person to get decisions?

- Decisions are not just for trained evangelist.
- Pastor/Bible workers can get decisions.
- We can train our lay people to get decisions




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You need Four Things

- A passionate love for souls
- A "little" knowledge of human nature
- An enduring relationship with Jesus
- The **WILLINGNESS** to **ASK** for a decision.



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Many Opportunities for Getting Decisions

- Preaching
- Visiting someone at their home
- Bible Study
- At Potluck
- Recreational Activities
- Anywhere/Any Time



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Why make Appeals

- People don't make decisions out of the blue, appeals should/need to be **INTENTIONAL**.
- People need guidance
- Appeals plant seeds in people's minds.
- The Holy Spirit uses people to assist others to make decisions.

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Objections some give when making appeals

- We can't or shouldn't do the work of the Holy Spirit.
 - Getting decisions means pressuring people.
 - People will make decisions when they are ready.

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Here is why we should make Appeals





- Expression deepens Impression
- Expressing your decision in an action strengthens the decision
- Decisions of the heart must be acted upon.
- We do the same with baptisms, weddings, and communion
- The outward act solidifies the decision

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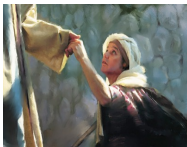
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Appeals are IMPORTANT

Remember... Expression deepens Impression




- If God knows the heart, why express decision?
- Jesus made the bleeding woman express her faith in action. He knew who touched Him.
- Story of Danna and Bob



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Three Key things to Remember





- 1. We must expect people to make decisions
-----Illustration-L.E./believe and expectation.
- 2. We must **ASK** them to respond. Asking is key,----- "no one asked ---me"
- 3. You can help accentuate the voice of the Holy Spirit by making appeals. Increase conviction--

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Obstacles to Making Decisions
Information Overload



- Too much information at one time overwhelms people. It paralyzes them.
- Decisions should be made in increments. (ladder)
- Do not ask people to accept the whole package at once. (eating an watermelon)
- Appeal for decisions in small steps. (walking vs jumping)

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Significant Points in the Process



- Accepting Christ
- Readiness for second coming
- The Sabbath
- Yielding our bodies to Christ
- Baptism
- Uniting with the remnant
- Sharing truth with others (witnessing)
- Tithing
- Every lesson/sermon/opportunity !

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Obstacles to making Decisions
When given, No Opportunities to Respond

- Preaching or studying without asking for a decision/action leads to a negative decision.(no decision is a "NO" decision)
- It conditions people to listen and not respond
- It lessens the importance of what you are saying. How important can it be if you haven't asked them to follow it? (why even talk?)
- When the heart is aroused, if there is no outlet to respond, the heart hardens.






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Obstacles to Making Decisions

Lack of Clarity and Understanding




- The subject must be clear. People do not make decisions on what they do not understand.
- Invite them to ask questions / Ask them if the subject is clear.
- Help them with their obstacles.
- Relate a new truth to something they are familiar with.
- Example: Sabbath to a date with your spouse

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Clear and Set Principle



- Q – Have you ever studied the Sabbath before? Or is it new to you?
- A – Yes, this is new to me. I never knew all of this.

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Clear and Set Principles



- Q – Is it clear to you? Or do you have any questions?
- A – Yes, it's clear. I'm surprised I didn't see this before.
- Q -- Would you like to start keeping the Sabbath and experiencing its blessings?

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Respond to Objections – USE FFF Technique




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



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Decisions Questions

- Is everything clear?
- What do you think you should do?
- What's keeping you from doing it?
- Why not do it now?
- Are you willing to move forward and trust Jesus?
- The Appeal of the Cross. "Christ Crucified" Talk it, pray it, sing it, and it will break and win hearts.



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How to make Public Appeals

Are they just for evangelistic series?



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Public Appeals for Sabbath Worship



- Why not on Sabbath mornings?
- Creates an atmosphere of evangelism
- Gives people a chance to respond to the sermon and act
- Keeps people from being a spectator
- Gives you interests to work with
- Increases baptisms
- Gives the Holy Spirit opportunity to move



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Types of Appeals for Getting Decisions



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Raising Hands or Standing



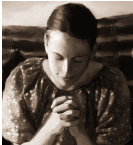
- This is very general appeal
- Helps people become comfortable with responding.
- Good appeal to start with in a series of if you're not used to making appeals
- Most people respond to this





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Time of Silent Prayer in Pew

- This is very general appeal
- More of a private decision. Requires little action.
- Could be used for sensitive subjects. Ex: unforgiveness, sexual purity, etc.
- Music could be playing softly during this time










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Alter Call

- Requires a major step of action
- This really deepens the decision
- Encourages others to respond when they see people coming forward
- Don't worry if no comes forward
- People can come forward during closing song
- This method could be used a lot more









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Decisions Cards

- This requires a major step of action
- This really deepens the impression
- Gives people who wouldn't go forward a chance to respond
- A little more private
- Gives you a chance to respond with a personal visit. This is key.
- Go over the card with them







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Language of the Appeal



- Be specific in your appeal
- Be positive, not negative or belittling.
- Make they understand what you are asking them to do.
- If they come forward, when and where?
- Repeat the appeal



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Example of Appeal to be a Witness

- God is looking for people who will say, *"Here I am Lord, you can use me."* Would you like to be used by Jesus this week to touch someone's heart? Would you like to tell God that you're available for service?
- Are you willing to say, *"Lord, if there's someone who needs to feel the love of Jesus this week, then bring them across my path. I'm available if you want to use me this week."*




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Combining Personal and Public Appeals




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Alter call and Group Prayer




- Make an altar call and have people come forward
- Invite people to join you in a corner of the sanctuary or another room after the service
- Have special prayer with those who came forward. Invite others to pray.
- Let anyone who wants share a testimony.




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Have a Special Prayer Room




- Make a public appeal (ex raising of hands)
- But let people know there is a special prayer room where they can go for someone to pray with them.
- This gives them opportunity for personal interaction




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Question's



- What is the MOST important thing to remember in the helping people process to make decisions?



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Remember the Main Point

TO GET DECISIONS,
YOU MUST **ASK** FOR THEM.



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Recognizing Conviction



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Recognizing Convictions

“The most significant element necessary for a person to make a true spiritual decision is the element of conviction.”





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“Christ is the source of every right impulse. He is the only One that can implant in the heart enmity against sin. Every desire for truth and purity, every conviction of our own sinfulness, is an evidence that His Spirit is moving upon our hearts.”



Steps to Christ p. 26

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Indicators of Conviction



- ▶ Joy in the face
- ▶ Sharing with others
- ▶ Asking questions
- ▶ Positive attitude
- ▶ Absolute attention
- ▶ Tears
- ▶ Avoidance
- ▶ Anger
- ▶ Restlessness
- ▶ Irritability

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Indicators of Disinterest



- No eye contact
- Not responsive
- Body language
- Changing the subject

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Internal Motivation
For you and I to want to gain decisions

How is this Obtained?





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Morris Vanden

How many members have CONSISTENT devotions?

How many members have CONSISTENT devotions?

- Answer- one in four.
25%





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Morris Vanden

How many Pastors have CONSISTENT devotions?



25%



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My time in Gods Word makes a difference

It motivates me!
It empowers me!



43

Ready to hit a home run.....




44


Want your heart on FIRE for Jesus.....
Want your heart on FIRE for Jesus.....



45




So spend time Dailey with God!!!!!!!!!!!!!!!!!!!!!!





46

What is Your Attitude

Question










47

To some it may look like we are headed on the wrong course, but in reality we are right on track.









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Appeal #1

Will you commit to ASK ?





49

Appeal #2

What is your "attitude"? (Where are you headed)



Will you adjust and stay the course!
.....to reach Gods potential for and through, YOU



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References

- ▶ *Persuasion, by Mark Finley*
- ▶ *Light Your World by Mark & Ernestine Finley*
- ▶ *Gaining Decisions for Christ by Louis Torres*
- ▶ *Seeking His Lost Sheep by Fardyce Detamore*



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