



Being S.A.L.T.Y. – How to have a conversation about Jesus

"You are the salt of the earth. But if the salt loses its saltiness, how can it be made salty again? It is no longer good for anything, except to be thrown out and trampled underfoot. "You are the light of the world. A town built on a hill cannot be hidden. Neither do people light a lamp and put it under a bowl. Instead they put it on its stand, and it gives light to everyone in the house. In the same way, let your light shine before others, that they may see your good deeds and glorify your Father in heaven. – Matthew 5:13-16

- We GET to share the GOOD NEWS!
- Share the GOSPEL Not religion, morality, or experience.
- Many "CHRISTIANS" are not Christians.
- GOD saves people; WE don't save people
- Always try to FOLLOW-UP; have a plan!
- We GET to share, but we HAVE to pray.

S – Start Conversations

- There are LOTS of ways to start a spiritual conversation:
 - BSM Postcards, Surveys, Soularium Cards, Casually talking with classmates...
 - "Hi, my name is _____ and this is _____. We're part of the Baptist Student Ministry on campus and are out today meeting people and asking about their religious background. Do you have a minute to talk?"
- "Hi, we're from the BSM and we're out inviting people to our Bible study called _____. Have you thought about joining a Bible study? What is your religious background? ..."

A – Ask Questions

Get to know you questions:

- What's your name, major and year?
- Where are you from?
- What high school did you go to?
What was it like?
- What are you involved with on campus?

Top Questions for Gospel Conversations

1. Do you have a religious background? What did that look like growing up? What does it look like now?
2. Oh, you said you're a Christian, what makes you a Christian?
3. What do you think about Jesus?
4. What does it take to go to heaven? How sure are you, on a percentage that you'll go to heaven?
5. Suppose you were to stand before God today and he asked you, why should I let you into heaven? What would you think to say?
6. Do you know what the Gospel is? (the heart of Christianity, the central message of the Bible, the overall reason that Jesus came, what it means to be a Christian) Can I share it with you in about 4 or 5 minutes?

L – Listen to Answers

T – Tell them the Good News about Jesus

- Did you know that what you just shared with me; the reason for how you can get into heaven isn't exactly what the Bible teaches? The Gospel tells us that we can't earn heaven by our own efforts. I can share the gospel with you in about four minutes right now if you would like me to. *(Make sure to give them an approximate time frame and be prepared to give a clear presentation. Tools are encouraged.)*
- Can I tell you my story of how I became a Christian?
- Can I share with you the basic Christian message (or the Gospel)? It will only take 4 or 5 minutes.
- Have you ever seen this booklet that simply explains how to have a personal relationship with God? Can I share it with you? It will only take about four minutes.
- Learn several ways to simply share the Good news.
 - * DO versus DONE
 - * Ladder Illustration
 - * Bridge Illustration
 - * Personal Testimony
 - * One Verse Presentation
 - * Gospel booklets
 - * Many others...

Y – Yes or No

- Ask them, what do you think about this? How interested are you (scale 1-10) in having a relationship with Jesus?