KMI
Kingdom Missions Int.



FOR SOUL WINNERS

SOUL WINNER TOOLS · THE EVANGELISM NETWORK BY KMI

Questions That Open Hearts

Ask before you tell. Listen before you preach. Love opens the door.

Don Clipper
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Jesus asked question after question in the Gospels. *"Who do you say that I am?" "Do you want to be made well?" "What do you want Me to do for you?"* A good question lets a person discover the truth for themselves. Here is a five-step path of questions.

> *"Always be ready to give a defense to everyone who asks you a reason for the hope that is in you, with meekness and fear."*
>
> **1 PETER 3:15**

1 Prepare your heart

The conversation starts inside you before it starts with them. Ask yourself:

- "Lord, who are You sending me to today?"
- "Do I believe this person can be saved today?"
- "Am I here to win an argument or to win a soul?"

2 Connect: earn the right to be heard

Be genuinely interested. Give first. Listen more than you talk.

- "What's your name? Where are you from?"
- "What's keeping you busy these days?"
- "What's the best thing happening in your life right now?"

3 Discover: find the hurt

Everybody is carrying something. Ask gently, then be quiet and listen.

- "What's the hardest thing you're dealing with right now?"

- “If God could fix one thing in your life today, what would it be?”
- “Where do you turn when life gets heavy?”

SOUL WINNER TIP

Listen for the pain under the answer. That is where Jesus wants to meet them.

4 Bring hope: meet the fear with Jesus

Under every hurt is a fear. Jesus answers every one of them.

WHEN YOU HEAR…	THE FEAR	WHAT JESUS GIVES
“I could lose everything.”	**Loss**	Security that can’t be taken. *John 10:28*
“Nobody really wants me.”	**Rejection**	A Father and a family. *John 1:12*
“I don’t know what happens when I die.”	**The unknown**	Assurance of eternal life. *1 John 5:13*
“My life is a mess.”	**Chaos**	Peace and a new start. *2 Cor. 5:17*
“My life doesn’t matter.”	**Being forgotten**	Purpose and a calling. *Ephesians 2:10*

Then share the Good News: God loves you, sin separates, Jesus paid for it, receive Him.

Build hope in four short lines

1. Say the promise	"Jesus can give you peace."
2. Give the reason	"Because He already paid for everything that stands between you and God."
3. Make it personal	"That means you can sleep tonight knowing you are forgiven."
4. Show the proof	"Here's what He did for me..." or "Let me read you what God promised."

5 Invite: help them say yes

- "Does that make sense to you?"
- "Is that something you want?"
- "What would it mean for you to have that today?"
- "Is there any reason you wouldn't want to give your life to Jesus right now?"
- "Can I pray with you right now?"

SAY IT LIKE THIS

"You've told me you're tired of carrying this. Jesus said, 'Come to Me, and I will give you rest.' Why keep carrying it one more day?"

If they say yes, lead them in prayer. If they say no, ask, "Can I pray for you anyway?" and leave the door open.

Five rules for great questions

1. Ask one question at a time.
2. Let silence work. Don’t rush to fill it.
3. Repeat back what you heard: “So what you’re saying is…”
4. Never argue. Ask another question instead.
5. Love the person in front of you more than the outcome.

KMI
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Go win souls.

"Go into all the world and preach the gospel to every creature." *Mark 16:15*. Every conversation counts. Log it, follow up, and keep going. We are cheering you on and praying for you.

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DC

From Don

Don Clipper, Founder & President, Kingdom Missions International

I didn't grow up in church. I was lost, bound and without hope, until someone told me about Jesus. Now I'm free. Your story is powerful too. If He did it for me, He will do it for them. Go tell it!

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