

Lead People to Jesus

Leading someone to Jesus is the most precious act of obedience to be offered up to the Lord. The mentoring process can be a prime opportunity to lead someone to Jesus. The following guidelines will help you discover when and how to use powerful questions that can lead someone to Jesus.

First, understand what God's role is and what your role is:

God's role: Prepare the soil!

John 6:65 (NIV) Jesus went on to say, "This is why I told you that *no one* can come to me unless the *Father* has *enabled* him."

Our role: Plant the seed, in the right place, at the right time!

Matthew 13:18-23 (NIV) "Listen then to what the parable of the sower means: ¹⁹When anyone hears the message about the kingdom and does not understand it, the evil one comes and snatches away what was sown in his heart. *This is the seed sown along the path.* ²⁰The one who received the *seed that fell on rocky places* is the man who hears the word and at once receives it with joy. ²¹But since he has no root, he lasts only a short time. When trouble or persecution comes because of the word, he quickly falls away. ²²The one who received the *seed that fell among the thorns* is the man who hears the word, but the worries of this life and the deceitfulness of wealth choke it, making it unfruitful. ²³But the one who received the *seed that fell on good soil* is the man who hears the word and understands it. He produces a crop, yielding a hundred, sixty or thirty times what was sown."

There are four places to plant the seeds:

1. Along the path
2. On rocky places
3. Among the thorns
4. On good soil

The mentoring process will help you plant the seed at the right time and in the right place, or as the scriptures say, "*on good soil!*"

All Christians can plant seeds on “good soil” by following three simple steps.

1st Step: Build a level of trust (This may take 1-4 weeks of mentoring)

- Let the relationship develop.
- Get to know the heart of the person you are trying to help.
- *VERY IMPORTANT: Identify the person’s history with God. Discover if they have ever accepted Jesus into their heart by carefully asking questions.*

Ask:

“Do you attend a church now? If not, have you ever?”
“Are there people in your life that have a close relationship with God?
Explain.
“How do you think a person gets to heaven?
“Explain a time in your life you felt closest to God?”

- Simply ask these questions to learn about them. Their answers will tell you everything you need to know.
- Wait a few weeks to respond to the answers. The mentoring process automatically navigates you deeper into their life. They will begin to trust you.
- The level of *trust* that has been established will equal the level of *influence* you will have on their life. One cannot be present without the other!
- Pray that God will allow their hearts to be receptive.

2nd Step: Build a vision of need

- *Before* you offer Jesus as a solution to their problems, try to get them to create a *vision of need* on their own.

Ask:

“What are some solutions you have tried that didn’t help?”
“Do you think you have tried everything?”
“List all your options.”
“What does your heart need in order to heal?”

It is much easier for people to accept the truth when their hearts are open to it. The answers to these questions stimulate conversation, but more importantly they generate a vision, a clear vision of need.

3rd Step: Build a solution to the need

- A seed cannot grow if it has not been planted on fertile soil. God is the one that cultivates the hearts of people.
- This process can give God a chance to cultivate their hearts to be ready for a solution they never considered before. (Jesus)
- When you feel like they are ready for the solution to their needs:

Ask:

“Have you ever considered letting God help you?”

“Would you like God to take control of your life and situation?”

“Would you like God to be at the helm of your marriage?”

“Would you let me help you invite Jesus into your life?”

Salvation Scripture References (NIV)

Romans 3:10 ...There is no one righteous, not even one.

Romans 3:23 For all have sinned and fall short of the glory of God.

Romans 4:25 Jesus was delivered up for our sins; raised from the dead for our justification. (Also refer to 1 Corinthians 15:1-5)

Romans 5:12 Therefore just as sin entered the world through one man, and death through sin, and in this way death came to all men, because all sinned.

Romans 5:8 But God demonstrates his own love for us in this: While we were still sinners, Christ died for us.

Romans 10:9-10 ⁹That if you confess with your mouth, “Jesus is Lord,” and believe in your heart that God raised Him from the dead, you will be saved. ¹⁰For it is with your heart that you believe and are justified, and it is with your mouth that you confess and are saved.

If the answer is yes:

Then take them by the hand and say “Repeat after me,
Dear Lord Jesus.....I believe that you are the Son of God and that you came to be my Savior. Thank you for dying on the cross for me to provide for my forgiveness. Please forgive me of my sins. Come into my heart and live within me. Please take control of my life and my situation. Take me as I am and make me what you want me to be. Amen.”

Angels will rejoice!

If the answer is no:

Tell them that it's "okay" and you will be praying for them. Gently move on to your agenda.

General Notes:

- Follow these steps in order. Do not skip any steps.
- Not every person will respond with a yes, but most will.
- Practice this technique on each other to gain confidence.
- Once they receive Christ, encourage them to find a church to get plugged into, so they can cultivate their faith.
- Refer them to a Bible that is good for beginners.
- Continue mentoring them on the remaining issues from the survey.
- Encourage, Encourage, Encourage.