

ASKING THE FINAL QUESTION

There comes a time in the process of personal evangelism when it is fitting to ask the prospect to make a decision to become a Christian. The timing for such a question is a matter of judgment. It can be asked too soon. This is not a critical mistake, because the prospective convert will simply answer, “No,” if he feels that he has not been completely convinced, or if there may be other hindrances. The solution is to politely probe the reason for the “No” answer, in order to determine how to continue the instruction. The reason given by the prospect might not be the real one, but the teacher has not lost any significant ground by asking the closing question too soon.

If a teacher waits too long to ask the question (either from fear of a “No” answer, or from inexperience in reading the readiness of the student), he may have caused the student to lose interest. There is not much more that needs to be taught beyond the presentation of the gospel, and the study of the scriptures which show how to “obey the gospel.” It is often fruitless to discuss religious errors practiced by the prospect (other than the errors which pervert the conversion process). In any case, the teacher should stick to what he is trained to do, in order to reach that ultimate goal, the saving of a soul.

The greatest failure that can be made by a teacher is the failure to ask the closing question! It is nearly impossible for the prospect to make a sound decision, if he is never asked to do so. There are some eager souls who may anticipate the question, like the