Jesus discussed the Pharisees idea of obtaining eternal life.

Keeping the law - commandments - this to them was righteous-

Your group says keep the law have you tried this?

Jesus quotes 5 of the last 6 laws - leaving out covetousness.

Interest increased - kept commandments - felt lacking!

Law makes obvious man's inadequacy.

Good Prospect (v. 17) other 2 - Lac & Woman not so gover -

Vivid story - most interesting man. ... et al. ...

Matt. 19:16-22 - Luke 18:18-23

Luke 18:18 - a certain ruler

ness.

Matt. 19:20 - the young man, and department and warm

(All) mention his wealth) this is main point of the story.

He had high estimate of Jesus. People of his class were hostile to Jesus. Did not share their feelings. Took the iniatative and went to Jesus. Many lost people think highly of Jesus. Not a convenient place where others would not notice.

Moved by teachings of Jesus - Account of the children proceed this account.

Taken his religion seriously. Not kept all commandments in the rank managed of the rank area of their deeper spiritual meaning, still he is very outstanding person.

LOVE THAT MAKES DEMANDS - Mark 10:17-22

John 4:5-42 Where Luke 19:1-10 Zacobarra

Read: Mark 10:17-22 (Three interviews)

- 1. What contrast could be made of the people?

 Background understanding interest
- 2. What difference is seen in the way in which Jesus dealt with each of these?
- 3. What seems to be the same in each of these?
- (John 9). Demoniac (Mark 5). Man Born Blind

Discuss: How a Christian might use one of the interviews in a withessing situation.

What are some of the appeals:)

- 1. People are interested in a story
- 2. Individuals can easily project themselves into one of these incidents
- 3. The accounts have built-in illustrations
- 4. It represents sharing testimony

The Approach: Same Way or Variety?

What (method) shall I use in witnessing?

Shall we work out (ne plan) and always use that plan?

What about (salesmen) selling in the world?

Would a plan give confidence?

1The (Pattern) Approach: Dress pattern -

Tends to lose sight of the individuality of person to be witnessed to.

Jesus took into consideration: the person's background, understanding, interest, circumstances under which they had met. Learn to ask Questions Necessary to maintain a constant interest in the individuals with whom he deals.

The Rigid Approach: Same-Exact

Soul winner says the same thing in the same way to each prospect. . (c. domin) patricipal (c. (4) vide a)

Sounds like it could happed to no one in particular. No room for personality and faith to come through. Same advocate the same techniques for everyone. Others suggest no thought be given at all to method.

This is a mistake in the other direction.

In every case the Gospel is the same - a Christian can learn better how to explain and illustrate what it means to become a Christian.

Each person is unique - there are certain areas of sameness in their response. The area I Ileda Control to the

Good rule Let variety come as considertaion is given to the person - the understanding he has - the interest which he manifests.

Rich young ruler - variety

(Special interest because he rejects Christ's claim and goes away)

v. 18) Why callest thou me good?

Words the young man spoke sounded good, but Jesus wanted to know the meaning behind them.

Witnessing is not getting people to use the right words must be meaning back of them - understanding.

Saying words can become a substitute for experience.

RelRgious Background: Learned by Questions

Knowing more about a person makes it easier to love him, pray for him, talk with him.

Questions do not need to be complex: First, ask. Then listen carefully to the answer. It will not tell you everything but it will tell you a lot. (People do not mind sharing with people who love them?

Don't Do All the Talking - Feel things out of control if you are not talking. Some of best time spend is letting others talk - answer important questions.

What are some areas relating to becoming a Christian that are misunderstood? What questions might we use to help one understand?

erligelis of of rut - ring or soil; and revers to

Question about eternal life - interest existence. He believed in the resurrection (Pharisee Doctrine).

Interested in type of life with God's approval upon it.

He was Gincere.

Today - such a person - background, interest, tempermament,

come into the class - seem to be easy - yet most difficult
to bring to faith.

Coming to the Point (V. 21-22)

Tenderest Phrase - V. 21 - Love

Surprising Demands - Go -

Jesus is trying to get the young man to come face to face with one issue - His attitude toward his material possessions.

Was Jesus suggesting that heaven can be bought with good deeds?

Pover whas some special virtue?

Jesus wanted to be master of his life - he already had a master Jesus wanted to have the supreme allegiance of his life.

All Jesus was asking him to do was to take care of that one

hindrance / Things stood in his way.

Secret found in two words: Go . . . Come

Two things in helping the lost: (1) face sinfulness of self

(2) face claims of Christ

Woman - her husband - awakened to her condition

Play a 7th/ 63 May enthuting -

Temptation: Side step main issue. This is a standard technique in selling) out of place in witnessing.

Bring to the tension of the cross. To talk of baptism when repentance has not been discussed. To speak of money when faith has not been made clear and concentrate on church membership when the key decision has not been faced is premature.

Surrender: Not just open up the heart to the benefits which God makes possible in Christ but to surrender.

Presend the claims in love and conviction will come to the lost.

The Questions are not hard: Romans 10:9-10 summarizes it.

Do you believe that Jesus is the Son of God and that God raised him from the dead?

- 2 Are you willing by faith to make the profession of your life that Jesus is Lord?
- If you are then Christ is willing to bring your salvation right now.

The Decision was the man's: Jesus did not beg him to return.

He did not offer him an easier way. He knew what he needed to do.

Hard part) - may want to decide for him. But once we have loved him shared the gospel with him, invited him - there comes a time when it is between him and God alone.

List helpful principles and techniques from the interviews.

Time of Prayer for Specific requests - try to be effective winner.

Time appointed for witnessing.