**Actual Gospel Appointment**

*A great deal of this content has been directly copied or adapted for CSF and can be found at gospel appointments.com*

So you got a gospel appointment! Praise God. Here’s what you do.

1. Pray like crazy! Set aside some time to pray for your friend. Text, GroupMe, or Facebook your fellow CSF’ers and ask them to pray for you before and during the gospel appointment. Remember, it’s our job to share and it’s God’s job to save, we need the Holy Spirit to move in our gospel appointment for it to be powerful.
2. Make sure to confirm the meeting time and location the same day through a phone call or text message.
3. Be prepared to share and bring whatever you need. Probably having the Gospel card and a Bible would be good for starters.
4. Start by getting to know the person a bit more. Catch up a little and get to know them better. The adage is true: *“People don’t care how much you know until they know how much you care.”* After you’ve built some rapport, jump into talking about deeper things such as family and upbringing. Remember, they agreed to meet expecting to talk about spiritual things so don’t skip that part!
5. Use the three story method.
	* Their Story: Ask them to share their story about their experience with spiritual things and really listen. You could ask, “So what’s your background when it comes to spiritual things?”
	* Your Story: Share your story briefly. Try and do a one-minute version. It could be about how you became a Christian or how your faith came alive in college.
	* God’s Story: Introduce the Gospel. Say “The ministry I am a part of does Bible lessons that teach the basics about having a relationship with God. “I’ve got a short explanation that gives an awesome summary of what I believe is the main point of the Bible and what I believe and what we believe in CSF. Can I share it with you?”
6. Begin discussing the gospel presentation.
7. *Make the invitation clear for them to process what you’ve shared. “Have you ever thought about this message before?” “Do you have any questions?” “Was there a part of that that resonated with you?” “Did you know anyone at any point can make a confession of faith in Jesus and this message?”*
8. If they don’t receive Christ, don’t pressure them, but keep investing in them. It’s not a failure if they don’t instantaneously receive Christ. It’s actually a personal win because you have obeyed Jesus. Now they know where you stand and have a better idea of what you believe. Often in our secular culture it takes people a while and several times of hearing the gospel before they will be ready to really give their lives to Christ.
9. If they say yes to Christ, show your excitement and lead them to pray to God. Mark 16:16 is a simple confession of faith you can share. You can even begin the prayer yourself by thanking God for your time together and then ask them to pray.
10. Celebrate and set up a follow up meeting! Tell them that this is the most important decision of their lives! Then say “It was fun talking to you today! There are some other things like this that we could look at if you want to start meeting. Does this same time next week work for you?” Make sure you have a time to meet again before you leave! Also invite them to come to CSF - small group or Monday Night Worship this week and encourage them to start reading the Gospel of John on their own. Thank and Praise God for what he is doing!

*Don’t let the simplicity of this method dissuade you from giving it an honest try!*

Don’t look at gospel appointments as a one-time event but a way to initiate a long term relationship with the person. If you boldly and relationally share Jesus, you will lead many students to Christ and see them plugged into Christian community.

**HOW DO I SET UP A GOSPEL APPOINTMENT?**

Gospel appointments help us connect more new people to our ministry.

Remember: What we’re all about is not events. What we’re all about is the Gospel.

*Scenario 1: If you are at a spiritually neutral setting such as on campus or at a party…*

1. Start a conversation and guide the conversation to determine where they are spiritually. **Use FIRE**
	* Find Common Ground
	* Interests
	* Relationships
	* Experience with Spiritual Things
2. Take advantage of any opportunity to identify with Christ.This can be something like, “Yeah, I am involved in this campus ministry called \_\_\_\_,” or “On Sundays, I’ve been going to church at \_\_\_\_\_\_,” or “ We just got back from a fun trip that helped my relationship with God.” Just find a way to indicate that you are active spiritually.
3. Ask them a quick spiritual question. Ask, “Did you grow up going to church or anything like that?” The idea is to listen for their spiritual background.
4. Try and set up a meeting. No matter what they answer you can follow it up with something like “That’s interesting. Hey, I have been learning some pretty helpful things about having a relationship with God. Maybe we could get together sometime for lunch or coffee and talk more about this?” Wait for their response. If they say yes, then do your best to schedule a time as soon as possible.
5. Go back to a casual conversation and just hangout with them. Maybe something like “so what are your plans for this weekend?”

*Scenario 2: If you are at your ministry’s large group meeting, small group or a social event:*

1. Start a conversation about any topic.
2. No need to transition. Simply try and set up a meeting. Say, “It would be great to get lunch or coffee sometime and we could get to know each other and I can tell you more about what our group is about?” Consider trying to set up gospel appointments with EVERYONE who comes to your large group meeting, small groups, and socials. The fact that they are present shows they are already interested in, or at least open to, spiritual things. The phrase “I can tell you more about what our group is about” is great because our groups are all about the gospel!

*In four years, we have never had anyone offended by this method! We have heard many people thank us for taking the time to meet with them. I believe that if you attempt to set up gospel appointments with all the new people who come to your ministry you will lead a lot more people to Jesus and see a higher percentage of visitors getting connected. - Paul Worcester*