



The **pilgrimage question** is a spiritual litmus test. The **opportunity statement** is seed planting at its best (never underestimate the power of suggestion). It rouses curiosity and suggests a future course of action, a potential solution to some personal problems. The **interest question** is your way of determining whether or not your friend is open to and interested in pursuing conversation about those "four spiritual principles" (the gospel). Assuming he is, the **schedule question** puts a definite time frame into the decision making process. "Sometime" becomes next Tuesday at 8:00am! Then comes the gospel explanation, the decision questions and the commitment to Christ.