

# PEV 128

## Principles and Methods of Obtaining Decisions

### Methods of Appeal

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# Objective:

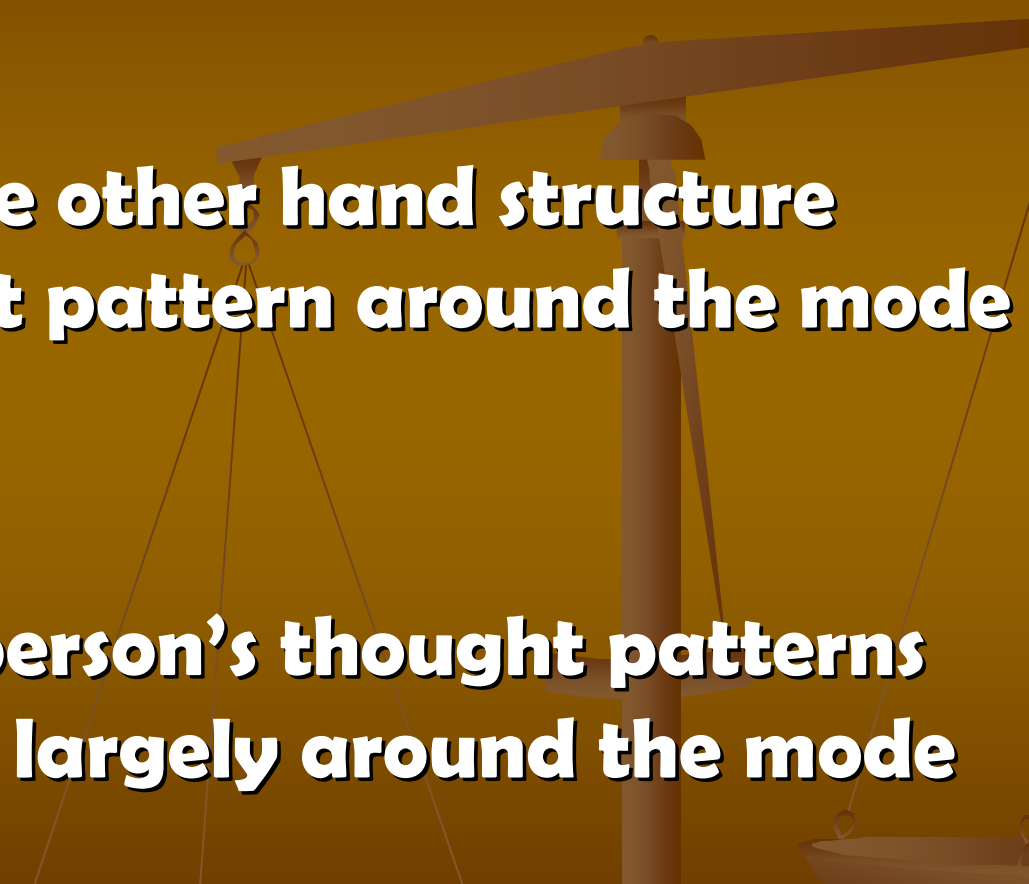
*At the end of the presentations of the four modules listed under the course PEV 128, you should understand the importance of using the appeal and know how and when to use the different kinds of appeals. In short, you should be able to get decisions for Christ and eliminate objections people will use.*



# The language of Appeal

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- Students of human behaviour placed men and women into three classes:
  - Visual
  - Auditory
  - Kinesthetics

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- **Visual people solve problems by seeing the solution in the forms of pictures.**
  - **Audios on the other hand structure their thought pattern around the mode of sound.**
  - **Kinesthetic person's thought patterns are centered largely around the mode of touch.**

# **Do you believe that Jesus reached all three sets of personalities?**

- The story of the prodigal son the prodigal father reaches which one of the three sets of personalities?



Which appeal did He use in speaking to Nicodemus?

Jesus said to Nicodemus, "The wind bloweth where it listeth but you cannot see it. You hear the sound thereof

# How did Jesus appeal to the woman at the well?

He appealed to her on the basis of her feelings. “Give me a drink”

# Appealing to the Visual:

- Picture Jesus dying on the cross for you with nails through His hands and blood trickling down His cheeks.
- Imagine the smile on Jesus' face as you are baptized on Sabbath.
- Visualize what it will be like when you walk through those heavenly gates and down the streets of gold.
- Think of the splendor of heaven, bright flowers, crystals stream, gates of pearl.



## Appealing to the Auditory:

- Don't you hear Christ calling you today.
- Listen to the voice of Jesus as He says, "Well done good and faithful servant..."

# Appealing to the Kinesthetic:

- When you accept Christ, you will feel His hand in yours and sense His leading, step by step.
- As the waters cover you in baptism you will experience the wonderful sense of sins covered, of cleanness, a removal of all guilt.
- As you surrender to Christ you will receive a peace that passeth all understanding.

You should agree with this statement:

**Jesus has created each individual to be different. Each has grown out of an environment uniquely his own. This variety of backgrounds necessitates a variety of approaches.**

# Various Methods of Appeals:

1. Show that this is a Life or Death matter.  
A decision for truth or error.
2. Picture the love of God
3. The greatest of all appeals is the appeal of the cross.
4. Show the dangers of delay. Matt. 25:10  
“And the door was shut”

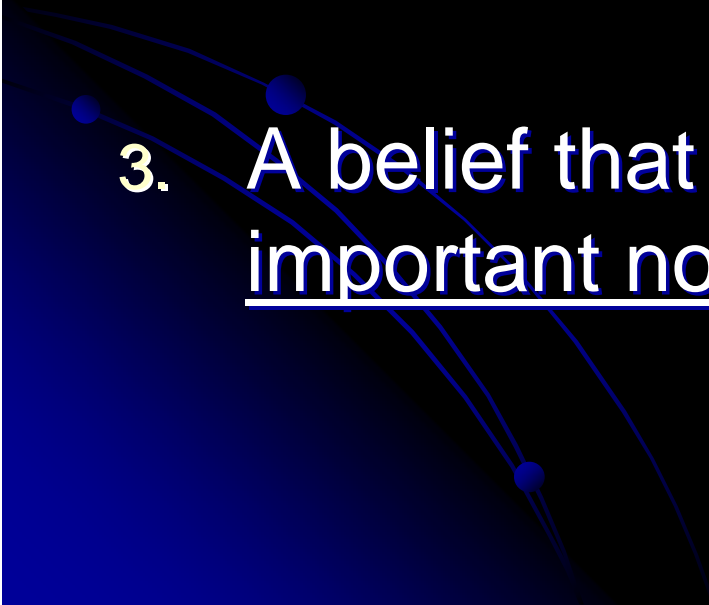
# Various Methods of Appeals:

- Stress the person's influence on love ones and friends.
- Point out that there are two classes of people at the end the saved and the unsaved.
- Emphasize that Christ is our example.
- Use the Word to remove objections.
- Stress that it takes courage to become a Christian

# The importance of motivating Decisions

- Motivation has a three element structure, and unless all three elements are present, a person does not feel motivated, and people will not make decisions that they are not motivated to make.

# Three elements of motivation:

1. An awareness of something the person wants.
  2. A belief that it is possible to get it soon.
  3. A belief that the thing wanted is important now.
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# For Example:

- If you want your audience to feel motivated to keep the Sabbath, you need to demonstrate that Sabbath-keeping will give them something they want, that it is possible for them to get it soon, and that what they want is important enough for them to act immediately to get it.



# An appeal to keep the Sabbath:

- Do you believe that you will get the blessings the Sabbath gives if you keep it? (raise hands)
- Do you believe that receiving the blessings of the Sabbath important? (stand)
- Do you believe that it important enough for you to be baptized in the remnant church? (come to the altar as we sing)

**To motivate people to keep the Sabbath, the Bible uses certain criteria. We must use them as well.**

# Examples of Criteria

- **Love**
- **Faith**
- **Gratitude**
- **Putting God First**

If you want a prospect to keep the Sabbath based on the criterion – LOVE. What should be done before asking for the decision?

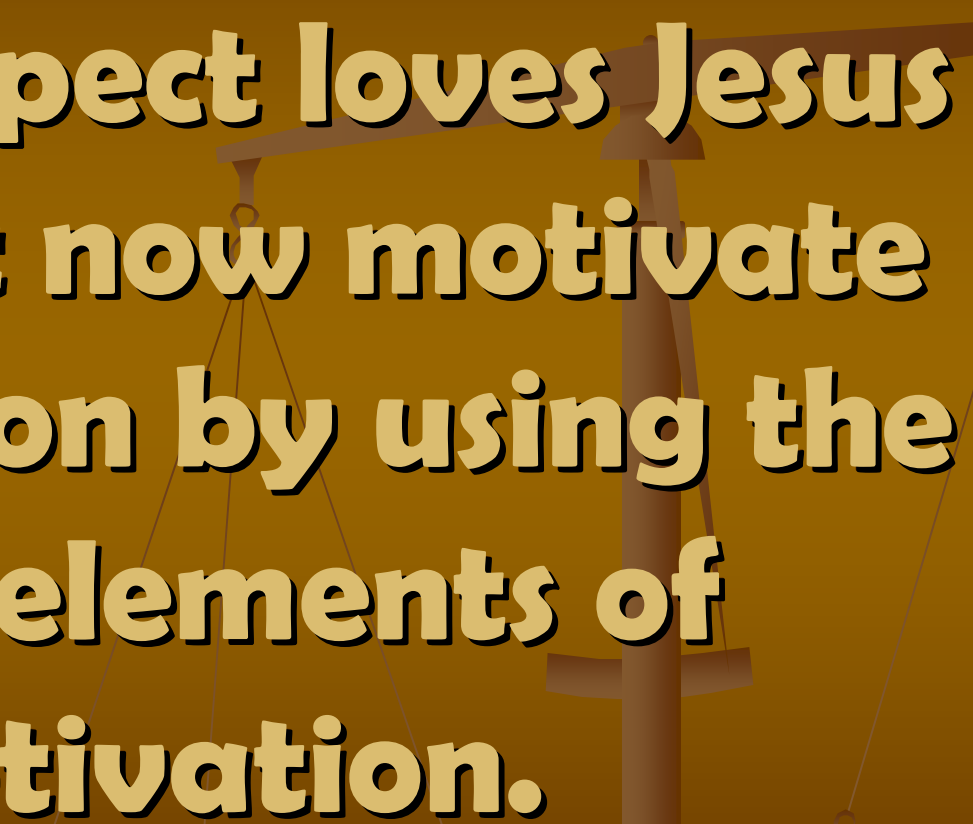
**You must give a reference  
source, to support the  
criterion before asking for a  
decision.**



# Reference source:

- John 14:15 If ye love me, keep my commandments.

**When you are sure that  
your prospect loves Jesus  
you must now motivate  
the decision by using the  
three elements of  
motivation.**



# Example:

- **Jesus says: 'If you love me keep my commandments' Do you love Jesus?**
- **Do you really love him?**
- **Do you love Him enough to keep His commandments including the fourth?**