


Objections and Decision Making



Objective:



At the end of the presentations of the 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 make.

Do you believe this?

Very few people make up their minds to unite with the SDA Church without a struggle.

Why is there in most cases a
struggle?

Because of the message we
preach calls for radical
transformation.

And because it does objections are
inevitable.

I believe that the soul winner should welcome an objection as a wonderful opportunity to help his prospect make a decision to join the ranks of the SDA Church.

Why?

- A prospect will not make a favorable decision until his/her objections are answered.

You get more decisions when you
answer objections.

It is important therefore, that you preach sermons that answer people's objections before preaching decisions sermons.

Objections versus Excuses

🌈 What is an objection?

➡ It is an honest block to a strong decision.

🌈 How do you therefore, secure a decision knowing that the block is there?

➡ You cannot until the block is removed.

Most if the all objections are based
on the following:

- Failure of the person to see the need for the decision.
- Dislike of certain characteristics of the SDA Church.
- Social, economic or family problems.
- Insufficient motivation.