

## APPLYING THE PRINCIPLES

1. What is the first steppingstone? What does that letter stand for? Take turns asking that question as the Christian and letting your “non-Christian” partner answer.
2. What is the second steppingstone? Ask your partner the “W” question again, and then follow it up with the “D” question: “Do you think you’ve kept the Ten Commandments?” This is not an offensive question because most people think that they are good and have more or less kept the Commandments.
3. Now open up the Commandments and ask the questions,

“Have you ever told a lie?”

“Have you ever stolen something?”

“Have you ever looked with lust?”

Remember, you’re not judging anyone; you’re just asking questions, like a doctor asking his patients questions to discover whether they have symptoms of a disease.

4. What is the third steppingstone? Ask your partner this question, being sure you allow plenty of time for the answer. Urge the person to think carefully because it is such an important issue, and ask him to be honest.
5. What is the fourth steppingstone? Ask this question with a serious attitude. If the person says, “Hell,” it shows that he sees his terrible plight.

If he answers, “Heaven,” help him see the error of his thinking by reminding him that he has already admitted to lying, stealing, adultery, etc. Explain that because God is good, it makes sense that He will punish sin, hell is God’s place of punishment.

*“But the cowardly, the unbelieving, the vile, the murderers, the sexually immoral, those who practice magic arts, the idolaters and all liars--their place will be in the fiery lake of burning sulfur. This is the second death.” Revelation 21:8*

*“Do you not know that the wicked will not inherit the kingdom of God? Do not be deceived: Neither the sexually immoral nor idolaters nor adulterers nor male prostitutes*

*nor homosexual offenders”* 1 Corinthians 6:9

*“For the wages of sin is death, but the gift of God is eternal life in Christ Jesus our Lord.”*  
Romans 6:23

6. When speaking with an unsaved person, what should you wait for before you share the “good news” of the gospel? What are you trying to detect in the person?
  
7. What do the letters CRAFT stand for? Practice using the CRAFT phrases, one by one, just as you did with WDJD.

Remember, these phrases are simply a structure, not a script.

Memorize the phrases during this course, and when you are confident, use your own words, inject your own personality, and be *yourself*.

**IMPORTANT:**

Keep the Quick Reference Card with you at all times, reviewing it daily until you have these acronyms memorized. You will need to refer to it in the remaining sessions.