

<u>RECEPTIVITY</u>	<u>COMMON CHARACTERISTICS</u>	<u>HOW TO INVEST</u>	<u>ADDITIONAL INVESTMENT TOOLS</u>
CYNICAL	<ol style="list-style-type: none"> <li>1. Not open to spiritual influence</li> <li>2. May respond with animosity, sarcasm or anger</li> <li>3. May have a negative religious experience in their background</li> </ol>	<ol style="list-style-type: none"> <li>1. Pray</li> <li>2. Example</li> <li>3. Time</li> <li>4. Serve</li> <li>5. Ask them to identify the source of their cynicism</li> <li>6. Listen with empathy</li> </ol>	<ol style="list-style-type: none"> <li>1. Strobel, Lee and Leslie. <u>The Case for Christ</u>. Zondervan Publishing (1999).</li> <li>2. Keep focused on Jesus. People rarely have a problem with Him.</li> <li>3. Patience - people in the Cynical mode may push you away.</li> </ol>
SKEPTICAL	<ol style="list-style-type: none"> <li>a. Somewhat open to spiritual influences, but plagued with doubts</li> <li>b. May respond with, "Maybe it's true. Maybe it's not. There's no way of knowing for sure."</li> <li>c. May avoid the issue by changing the subject or delaying consideration – "I'll think about that later."</li> </ol>	<ol style="list-style-type: none"> <li>1. Pray</li> <li>2. Example</li> <li>3. Time</li> <li>4. Serve</li> <li>5. Ask them to identify the specific doubts</li> <li>6. Listen with empathy</li> </ol>	<ol style="list-style-type: none"> <li>1. Strobel, Lee and Leslie. <u>The Case for Christ</u>. Zondervan Publishing (1999).</li> <li>2. Strobel, Lee. <u>The Case For Easter</u>. Zondervan Publishing (2003).</li> <li>3. McDowell, Josh. <u>Reasons</u>. Here's Life Publishers (1981).</li> <li>4. Johnson, Phillip E. <u>Darwin On Trial</u>, InterVarsity Press (1991).</li> <li>5. Remember, you don't have to have the answers to every question a skeptic may ask. It's O.K. to say, "I don't know. I'll get back to you."</li> </ol>
SPECTATOR	<ol style="list-style-type: none"> <li>a. Indifferent toward spiritual influence</li> <li>b. May respond with "I'm too busy to think about that right now."</li> <li>c. May respond with, "There's nothing wrong with religion. In fact, it's been a good thing for some people. But I do not feel a need for it in my not feel a need for it in my life right now."</li> </ol>	<ol style="list-style-type: none"> <li>1. Pray</li> <li>2. Example</li> <li>3. Time</li> <li>4. Serve</li> <li>5. Ask them to identify what really matters to them</li> <li>6. Listen with empathy</li> </ol>	<ol style="list-style-type: none"> <li>1. Strobel, Lee. <u>God's Outrageous Claims</u>. Zondervan Publishing (1997).</li> <li>2. Patience - people in the Spectator mode may require a life altering event (death of a loved one, illness, pain, etc.) before they seriously consider life's larger issues.</li> <li>3. INFORM</li> <li>4. INVITE</li> </ol>
SEEKER	<ol style="list-style-type: none"> <li>a. Open to exploring Christianity</li> <li>b. May respond with a desire to seek out information, evidence and answers</li> <li>c. May be willing to read the Bible, but will probably need direction</li> </ol>	<ol style="list-style-type: none"> <li>1. Pray</li> <li>2. Example</li> <li>3. Time</li> <li>4. Serve</li> <li>5. Ask them about barriers standing between them and Christ</li> <li>6. Listen with empathy</li> </ol>	<ol style="list-style-type: none"> <li>1. Bible <ol style="list-style-type: none"> <li>a. Easy to read versions: New Living Translations New Century Version New International Version</li> <li>b. Books to suggest: Mark, John, Luke, Matthew life of Christ), Acts (history of the Early church)</li> </ol> </li> <li>2. INFORM</li> <li>3. INVITE</li> </ol>