**Questioning Evangelism for the 21st Century**

Description: The gospel never changes but our audiences do—in seemingly limitless ways. How to proclaim good news, so people actually hear it, has always been a challenge for God’s people. For starters, evangelism needs to be more dialogical and conversational and less confrontational and presentational. This seminar flows out of decades of evangelistic ministry and extensive research about how people are actually coming to faith today.

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In addition to my bio, I’ll simply add that my PhD dissertation focused on lengthy interviews with recent converts. Their stories made their way into my book Unlikely Converts. After this conference, I would be available for follow up conversations by email, which you can find in the chat for this session.

**Introduction: Why Evangelism Seems to Be Getting More Difficult**

1. **The Role Questions Can Play in Evangelism**
2. What do questions do that statements don’t?
3. Jesus’s examples
4. Paul’s examples
5. Like Paul’s our evangelism might be more ongoing process than one-time proclamation.
6. Like Paul’s our evangelism might be more dialogue than declaration.
7. Like Paul’s our evangelism might get mixed reviews.
8. Like Paul’s our evangelism might be bad news before it’s good news.
9. **Principles to Remember and Questions to Ask**
10. Some people aren’t awake.
11. Some things can’t be true.
12. Some questions aren’t sincere.
13. Sometimes a partial victory is best.