**ANSWERING OBJECTIONS**

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**INTRODUCTION**

A. There is a great need to **understand objections** (Matthew 10:16).

1. Many souls ar**e lost right here** because of poor judgment or a lack of understanding of how to answer objections.

a. Sad to lead someone to the door of salvation, have him turn the knob, begin to walk in and then change his mind. b. It is frightening to have a "*soul in your fingers*" and lose it!

2. Whether we are sharing the gospel out of "*duty*" or out of sincere love and concern for the person's soul is determined by the way we answer objections.

 3. Our attitude here is especially important (Ephesians 4:2).

B. We need to understand objections are a **good indication the prospect is interested.**

1.*"Buy the truth and sell it not*" (Proverbs 23:23).

a. With any big *"purchase*" or major step an individual will do a lot of investigating; ask a lot of questions; ponder (etc.) before making the decision. b. How much more so with a *"priceless soul*" when the most important decision of his life is under consideration? c. One often has to give up (change) beliefs of 20 to 30 years. Be patient ... d. You should hope ... **expect objections**. This shows the prospect is **serious.**

2. Prospects are interested but reluctant to change. It is always easy to find excuses (objections) why **not** to do the things you find difficult to do.

 C. We need to understand **the purpose of answering objections.**

 1. It is not to make decisions for him, but to help him make the right decision (follow his "*oughta*" rather than his "*wanta*").

2. The devil often throws up barriers to prevent people from obeying.

a. Barrier #1 - **PRIDE** b. Barrier #2 - **RESISTANT TO CHANGE** c. Barrier #3 - **WHAT WILL PEOPLE SAY?** (etc.)

3. We need to make it as easy to change and for the person to swallow his/her pride as possible.

a. Psychology does not convert the person - the gospel does, but we need to share the gospel in the most effective way possible (Colossians 4:6).

b. Each objection you hear will make you better able to answer the next one! (Illust: Life is an emotional key ring. Each emotional experience (objection) you encounter and overcome gives you another key to put on your key ring to help you unlock future emotional problems, or to answer future objections.)

**I. THE BEST WAY TO HANDLE OBJECTIONS**

A. Remember that even though most prospects that you are able to get this far with are "*sincere*," 99% of their objections are rationalizations or excuses. They are actually heeding the voice of the devil!

* + 1. The reason we know this to be so is that when you agree or merely say, "*I know what you mean*," and ask the prospect again to obey the gospel, he will usually give you a different objection, the first objection not being the real reason.
		2. People usually don't give real reasons first - but a reason that sounds better than the real one! (Don't get caught wasting time discussing false reasons!)

a. Example: Rarely will a prospect say: "*I'm not going to change - too old*," or "*I have too much pride to admit I'm wrong.*"

b. More likely to switch to nobler statements like "*I don't know enough yet*" or "*Not now*."

1). Illust: The enemies of Christ claimed to be concerned about the fact that Jesus was not a friend of Caesar. Pilate correctly perceived the real motive - envy (Matthew 27:18).

2). Understand this: People seldom give the real reason first, but they seldom will give the wrong reason twice!

 B. Therefore the best way to handle an objection is to initially *deflect it.*

1. Assume prospect is saying, "*Tell me more - I need more information to make a proper decision*."

2. Teach a little more and then ask for a decision again (See Asking For a Decision, requests 1, 2 and 3).

* + 1. Continue the process until prospect gives you the same objection twice, then you must answer it because you probably have gotten to the real reason.
		2. In order not to become "*pushy*," I suggest not ever asking for a decision more than three times in one study, after the real objection(s) are discovered.
		3. Now that we understand objections better and how to handle them, let's look at how some common objections can be answered effectively in order to help the lost person overcome the barrier and make the right decision.

**II. "I WILL LATER ... BUT NOT NOW. LET ME WAIT AWHILE."** THE DEVIL LOVES TO GET PEOPLE TO PROCRASTINATE. IT IS ONE OF HIS GREATEST WEAPONS.

A. Remind the person that he/she may think he/she has three possibilities at this time (to decide to obey and say "*yes*" to the Lord, to decide to refuse to obey and say "*yes*" to Satan, or simply "*to decide not to decide*").

1. Jesus said, "*You are either for me or against me*." There is no middle ground.

2. You have only two choices to make - to decide to enter God's kingdom or to remain in Satan's kingdom.

3. Your salvation is not left up to chance but to your choice. God votes for you, the devil votes against you, and you cast the deciding vote. What will it be?

B. Illust: Assume a caller at this moment informed you that you had a time bomb underneath your house that might go off at any minute. Now you don't know when it is set to go off. What would you do?

1. Why, you would get out immediately. Here eternity is at stake!

2. In the language of the Bible, "*what doth hinder you?*"

C. Delay can be a very dangerous thing.

1. Illust: If a doctor informed you that your appendix needed to come out, would you "*wait and do it later*," or would you do it immediately with a sense of urgency?

a. Why so with the body and not the soul?

b. See Matthew 10:28.

2. Illust: A dentist shoots Novocain into the gum so that, after a time, there will be no feeling. Paul speaks of a person's heart becoming "*past feeling*" too (Ephesians 4:29). Satan shoots Novocain into the hearts of those who delay so that it becomes easier and easier to not obey.

3. "*I'm not trying to hurry you into obeying the truth, but if it's the truth, you had better hurry*."

4. The Bible example is to obey immediately. (Ex: the jailor in Acts 16:33). *Immediacy was the rule rather than the exception.*

5. Use ONE or MORE of these answers - whichever you feel the most comfortable with.

**III. "I DON'T KNOW ENOUGH YET!"**

A. Compliment his desire to know more. Tell him that you don't know all you would like to know yourself. Christianity is a constant *growth process.*

B. The best way to learn more is to practice what you do know.

C. Obeying the gospel means you are merely to take the first step to begin learning more. Are you willing to do that?

D. After one is baptized, he is merely a babe and is expected "*to desire the sincere milk of the word*" (1 Peter 2:2).

E. The great commission (Matthew 28:19-20) shows teaching comes before and after baptism.

F. Go back to Bible conversions and see how much they knew before they obeyed. Let the Bible decide how much you need to know! Consider these examples:

1. The day of Pentecost (Acts 2)

2. The Eunuch (Acts 8)

3. The Jailor (Acts 16) The first two knew a lot from their Jewish backgrounds. But the Jailor was a raw pagan and knew next to nothing. Yet after one night's study, he knew enough to make the decision.

4. How many lessons did each of these hear? How many times have you heard? Don't you think you know now as much or more than they did?

**IV. "I WANT TO WAIT UNTIL I CAN LIVE THE CHRISTIAN LIFE" or "I'M NOT GOOD ENOUGH YET ... I WANT TO IMPROVE MY LIFE."**

A. These are often just other ways of saying, "*I feel unworthy to be a Christian*."

1. Often they are picturing some person who has been a Christian for twenty years and trying to be like him/her overnight.

a. They envision trying to change everything at once (perhaps foul language, drinking, smoking, entire lifestyle).

b. They psychologically are trying to take too big a step at once.

2. Jesus, the Master teacher, knew that people grow and learn in stages (John 16:12).

a. We must not expect too much too fast, but be patient.

b. Encourage them to live one day at a time and take one step at a time.

B. One is not supposed to be full grown or *totally mature,* the day one is born.

1. Same in the spiritual realm. We start out as babes (1 Peter 2:2; II Peter 3:18).

2. When a child first learns to walk, it falls down, needs help, but eventually it learns.

a. Babies crawl before they walk and walk before they run.

b. Mothers give birth to babies, not toddlers, teenagers or adults. The same is true spiritually!