

The Funnel is available in these languages: [Czech](#) [Slovak](#) [Polish](#) [Ukrainan](#) [Russian](#) [English](#)

Here is the full text of the Funnel on this site.

When you reach out to a non-believer with your smile, greeting and you show interest, the **vast majority** of people will readily accept it and also respond with a smile, greeting, or even a thank you or other initiative.

For many people, it is very well accepted if, on the basis of the need they have expressed to you in response to your question „how are they doing“, in one sentence you utter a short situational prayer for the need they have mentioned – with eyes wide open and without „amen“ at the end! It’s rare that I get cut off when I tell my fifteen-second lightning story. On the other hand, those who hear some form of Bridge Over the gap tend to be a bit fewer in number.

Now, you probably understand why we perceive this **tool kit** as a **FUNNEL**. The vast majority of people respond to the initial contact elements, and the more we get to living Jesus and the personal challenge, the less they are open to it.

The Lord Jesus sends us among people who are still unbelievers. But He Himself is already at work in their lives! We go to them knowing that some will take more and some less. We confidently assume that out there, there are some who will actually receive His Good News! These are the ones we are looking for! And some – as „people of peace“ – will even go to others with it then.

So far, we have not found a way to discover these open and seeking people other than by reaching out to the many we meet. We unroll our offer in front of them, known to us as the „Funnel“, and observe how far they will go with us.

Just for your information... Occasionally we reach out to complete strangers on the street. We’ve learned to be pretty natural at it, because usually with **over 40%** of the people we get even to the Good News. Sometimes **nearly 60%!** Those who subsequently pronounce the „little prayer“ in the bridge over the gap are somewhere around 7% so far; sometimes more, sometimes less.

Sure, just saying a „little prayer“ doesn’t mean a holistic conversion, but for many people it is an important step in their journey of approaching Jesus. That is why we try to stay in touch with them and continue to minister to them as best as we can.



This funnel is a time-tested set of tools as the **basic skeleton** of our conversation with unbelieving people as we reach out to them on various occasions, blessing them and sharing the Good News of Jesus.

Practicing the entire funnel wouldn't take you more than **5 minutes**! If you memorize the whole thing and recite it to yourself **every day** before leaving the house or on the car ride, you'll suddenly feel that people are more interested than ever before! That's our experience! I estimate that after about **two weeks of practicing** it daily just „for yourself“ you will effectively reach out to your acquaintances and strangers and have conversations with them directly about Jesus. You might even invite some to your new Discovery. And in the near future, you may even lead someone to the Lord Jesus! I'm looking forward to it!

As a reminder, there's a summary graphic on this site with the beginnings of each tool. Keep them **simple**, as **concise** as possible. **Simplicity** is very important. Especially when you will then teach it to other believing friends or brand new disciples who have just come to know the living Jesus with you. And in another separate lesson, here's an example and a sample text of how you can say it all together.

Lord Jesus, thank You for Your example of putting the first words in Your disciples' mouths, so that they would not hesitate about what to say to different people in different situations.

