

This Isn't a Sales Pitch

2026-05-04 • PASTOR MATT ROSE



Matthew 8:18-22

FOR THE LEADER

These questions help you run the conversation. They are not your study. Get into the passage yourself first, because your group needs what God taught you, not just a list of questions. These also lean on Sunday's message, so a few will not land for anyone who missed it. Watch it before you lead.

WHAT THE MESSAGE WAS ABOUT

In Matthew 8, two men approach Jesus. The first promises to follow him anywhere. The second wants to follow, but asks to settle something at home first. Jesus gives both of them a reality check instead of a sales pitch. To the first: the Son of Man has nowhere to lay his head. To the second: follow me now. Pastor Matt pointed out what happens in the very next scene. Jesus gets in a boat and calms a storm, and the man who went home first was not there to see it. The conditions we keep in place before following are exactly what keep us from seeing anything happen.

To get started

- What is something you agreed to enthusiastically before you understood what it involved?

Looking back at the message

Pastor Matt was open about being wary of over-promisers. Do not turn that into cynicism about anyone here.

- 1 Pastor Matt said the church plant taught him to be wary of the over-promiser, the person who commits big and delivers small. Why is over-promising so easy to do?
- 2 Jesus gave both men the plain truth about the road instead of a pitch. What does it tell you that Jesus recruits with honesty instead of hype?
- 3 The man who asked to go home first missed seeing Jesus calm a storm in the very next scene. What did that detail add to the message for you? OPTIONAL

Looking at the passage

Read Matthew 8:18-27 aloud so the calming of the storm sits right beside the two conversations.

- 4 Read Matthew 8:18-22. What does each man call Jesus, and what does each one say to him?
- 5 Jesus answers the first man by describing his own homelessness rather than questioning the man's sincerity. Why do you think he answers that way?
- 6 The second man says: first let me go bury my father. What is the word first doing in that sentence?
- 7 Right after this, verses 23-27, Jesus calms the storm. How does that placement change the way you read the two conversations?

Bringing it home

Everyone has a 'first'. Let the group name theirs without ranking them.

- 8 Everybody has a first, the thing that has to be settled before following. What is yours right now?
- 9 Pastor Matt said Jesus offers no sales pitch, only a cross and rest for your soul. Which half of that offer do you find easier to believe?
- 10 Some responsibilities are legitimate and some are cover. How do you tell the difference in your own life?
- 11 Have you ever stepped into something before you felt ready and watched God do something because of it? OPTIONAL

The group together

The two men are commonly judged. Resist that; each of them is recognisable.

- 12 Which of the two men do you find more sympathetic, the over-promiser or the delayer, and why?
- 13 How could this group help someone follow through on a commitment without shaming them?
- 14 What is one thing this group has said it would do that is still waiting on a first?

BEFORE YOU FINISH

What condition would you have to set down to take the next step you already know about?

You might pray about

- For honesty about the conditions we have quietly attached
- For those who promised more than they could carry and feel it
- For rest for the soul rather than an easier life
- For courage to get in the boat before the weather is clear

