

ENGLISH
A GUIDE
TO
SOUL WINNING

*“The fruit of the righteous is a tree of life;
and he that winneth souls is wise.”*

Proverbs 11:30



THE GOSPEL

to **E**very **C**reature under **H**eaven

2024

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INTRODUCTION

I was sitting in the pews at First Baptist Church of Hammond, Indiana. The date was March 22, 2006. I was at my wit's end. I had hit bottom in my ministry, and I was very desperate for God to do something supernatural in my life. I had promised God that I would do whatever He said to change things in my ministry.

Dr. David Gibbs stood to preach a sermon that I had heard about twenty times over the previous 5 years. That still, small voice started speaking to me again. I knew what God was asking. Was I ready to take the plunge? Could a miracle ministry really be for me? Did I dare step out in faith like Peter did when he stepped out of the boat in a storm?

Many times, I wonder now, why did I wait so long? What a fool I have been. How many souls will die and go to Hell because I waited to surrender to the Holy Spirit's prompting. Like Jonah of old, I am running as fast as I can to make up the ground I have wasted because I rejected God's voice.

God, please forgive me for waiting and please help me to see somebody saved every day for the rest of my life.

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SECTION I

Winning Lost Souls To Christ

CHAPTER 1

Showing Others The Way To Heaven

John 4:7 There cometh a woman of Samaria to draw water: Jesus saith unto her, Give me to drink.

8 (For his disciples were gone away unto the city to buy meat.)

9 Then saith the woman of Samaria unto him, How is it that thou, being a Jew, askest drink of me, which am a woman of Samaria? for the Jews have no dealings with the Samaritans.

10 Jesus answered and said unto her, If thou knewest the gift of God, and who it is that saith to thee, Give me to drink; thou wouldest have asked of him, and he would have given thee living water.

11 The woman saith unto him, Sir, thou hast nothing to draw with, and the well is deep: from whence then hast thou that living water?

12 Art thou greater than our father Jacob, which gave us the well, and drank thereof himself, and his children, and his cattle?

13 Jesus answered and said unto her, Whosoever drinketh of this water shall thirst again:

14 But whosoever drinketh of the water that I shall give him shall never thirst; but the water that I shall give him shall be in him a well of water springing up into everlasting life.

15 The woman saith unto him, Sir, give me this water, that I thirst not, neither come hither to draw.

16 Jesus saith unto her, Go, call thy husband, and come hither.

17 The woman answered and said, I have no husband. Jesus said unto her, Thou hast well said, I have no husband:

18 For thou hast had five husbands; and he whom thou now hast is not thy husband: in that saidst thou truly.

19 The woman saith unto him, Sir, I perceive that thou art a prophet.

20 Our fathers worshipped in this mountain; and ye say, that in Jerusalem is the place where men ought to worship.

21 Jesus saith unto her, Woman, believe me, the hour cometh, when ye shall neither in this mountain, nor yet at Jerusalem, worship the Father.

22 Ye worship ye know not what: we know what we worship: for salvation is of the Jews.

23 But the hour cometh, and now is, when the true worshippers shall worship the Father in spirit and in truth: for the Father seeketh such to worship him.

24 God is a Spirit: and they that worship him must worship him in spirit and in truth.

25 The woman saith unto him, I know that Messiah cometh, which is called Christ: when he is come, he will tell us all things.

26 Jesus saith unto her, I that speak unto thee am he.

27 And upon this came his disciples, and marvelled that he talked with the woman: yet no man said, What seekest thou? or, Why talkest thou with her?

28 The woman then left her waterpot, and went her way into the city, and saith to the men,

29 Come, see a man, which told me all things that ever I did: is not this the Christ?

30 And many of the Samaritans of that city believed on him for the saying of the woman, which testified, He told me all that ever I did.

What an inspiration this “woman at the well” was for all of us. You, too, can show people the way to Heaven. This is the most rewarding thing that you can do in life.

1) YOU MUST FIRST KNOW THAT YOU ARE GOING TO HEAVEN YOURSELF.

1 John 5:11 And this is the record, that God hath given to us eternal life, and this life is in his Son.

12 He that hath the Son hath life; and he that hath not the Son of God hath not life.

13 These things have I written unto you that believe on the name of the Son of God; that ye may know that ye have eternal life, and that ye may believe on the name of the Son of God.

It is difficult to show someone the way to Heaven while you yourself are living in doubt. Always have on the helmet of salvation and you will have confidence in leading others to Heaven.

Ephesians 6:17 And take the helmet of salvation, and the sword of the Spirit, which is the word of God:

2) BE ABLE TO SHOW SOMEONE FROM THE BIBLE HOW TO GO TO HEAVEN.

John 5:39 Search the scriptures; for in them ye think ye have eternal life: and they are they which testify of me.

40 And ye will not come to me, that ye might have life.

Know your Bible, especially when it comes to how to get to Heaven. Memorize the Scriptures in God's plan of salvation. Take the time to learn the verses.

3) USE YOUR PERSONAL TESTIMONY OF SALVATION.

John 4:28 The woman then left her waterpot, and went her way into the city, and saith to the men,

29 Come, see a man, which told me all things that ever I did: is not this the Christ?

39 And many of the Samaritans of that city believed on him for the saying of the woman, which testified, He told me all that ever I did.

This woman led people to Jesus by primarily telling them how she came to Christ and was saved. Your testimony of salvation is one of the best tools you have in pointing people to the Saviour!

4) YOU DO NOT HAVE TO WAIT A LONG TIME AFTER GETTING SAVED IN ORDER TO BE A SOUL WINNER.

Notice that immediately after this woman got saved, she started telling everyone about Jesus. To grow in the Lord and to become a dedicated Christian will help you to win more people to Christ; but as long as you have been saved, you can start soul winning right away.

5) PEOPLE ALL AROUND US WANT TO GO TO HEAVEN WHEN THEY DIE BUT THEY JUST DON'T KNOW HOW.

Acts 8:26 And the angel of the Lord spake unto Philip, saying, Arise, and go toward the south unto the way that goeth down from Jerusalem unto Gaza, which is desert.

27 And he arose and went: and, behold, a man of Ethiopia, an eunuch of great authority under Candace queen of the Ethiopians, who had the charge of all her treasure, and had come to Jerusalem for to worship,

28 Was returning, and sitting in his chariot read Esaias the prophet.

29 Then the Spirit said unto Philip, Go near, and join thyself to this chariot.

30 And Philip ran thither to him, and heard him read the prophet Esaias, and said, Understandest thou what thou readest?

31 And he said, How can I, except some man should guide me? And he desired Philip that he would come up and sit with him.

32 The place of the scripture which he read was this, He was led as a sheep to the slaughter; and like a lamb dumb before his shearer, so opened he not his mouth:

33 In his humiliation his judgment was taken away: and who shall declare his generation? for his life is taken from the earth.

34 And the eunuch answered Philip, and said, I pray thee, of whom speaketh the prophet this? of himself, or of some other man?

35 Then Philip opened his mouth, and began at the same scripture, and preached unto him Jesus.

You are not supposed to argue with people or try to twist their arms. Just look for someone who is interested in knowing how to get to Heaven.

6) GOD WILL REWARD YOU IF YOU LIVE TO SHOW PEOPLE HOW TO GET TO HEAVEN.

Daniel 12:3 And they that be wise shall shine as the brightness of the firmament; and they that turn many to righteousness as the stars for ever and ever.

CHAPTER 2

The Need Of Winning The Lost

1 Samuel 17:20 And David rose up early in the morning, and left the sheep with a keeper, and took, and went, as Jesse had commanded him; and he came to the trench, as the host was going forth to the fight, and shouted for the battle.

21 For Israel and the Philistines had put the battle in array, army against army.

22 And David left his carriage in the hand of the keeper of the carriage, and ran into the army, and came and saluted his brethren.

23 And as he talked with them, behold, there came up the champion, the Philistine of Gath, Goliath by name, out of the armies of the Philistines, and spake according to the same words: and David heard them.

24 And all the men of Israel, when they saw the man, fled from him, and were sore afraid.

25 And the men of Israel said, Have ye seen this man that is come up? surely to defy Israel is he come up: and it shall be, that the man who killeth him, the king will enrich him with great riches, and will give him his daughter, and make his father's house free in Israel.

26 And David spake to the men that stood by him, saying, What shall be done to the man that killeth this Philistine, and taketh away the reproach from Israel? for who is this uncircumcised Philistine, that he should defy the armies of the living God?

27 And the people answered him after this manner, saying, So shall it be done to the man that killeth him.

28 And Eliab his eldest brother heard when he spake unto the men; and Eliab's anger was kindled against David, and he said, Why camest thou down hither? and with whom hast thou left those few sheep in the wilderness? I know thy pride, and the naughtiness of thine heart; for thou art come down that thou mightest see the battle.

29 And David said, What have I now done? Is there not a cause?

30 And he turned from him toward another, and spake after the same manner: and the people answered him again after the former manner.

Yes, there is a cause! There is a great “cause” to spread the Gospel of Jesus Christ to a lost and dying world. Today, I hope to help you understand how important it is that you are a soul winner.

1) MANY WHO LIVE AROUND US DO NOT KNOW HOW TO GET TO HEAVEN.

1 Corinthians 15:34 Awake to righteousness, and sin not; for some have not the knowledge of God: I speak this to your shame.

There are many factors to why people who are in the world do not know how to get to Heaven.

- a) Those who are saved are not going soul winning.**
- b) Churches who preach the correct Gospel are not going out to the lost but rather are waiting for the lost to come to them.**
- c) Christians are living in sin and therefore do not feel like they can be effective in soul winning.**
- d) Christians have not been properly taught how to win souls.**
- e) Some Christians rely on the pastors to be the ones who “soul win”- after all, that is what they are paid to do.**
- f) Christians are so busy with all the “cares of this life” that they simply do not schedule time to go soul winning.**

2) WHEN WE STAND BEFORE GOD, OUR EXCUSES WILL NOT MATTER MUCH TO HIM.

Proverbs 24:11 If thou forbear to deliver them that are drawn unto death, and those that are ready to be slain;

12 If thou sayest, Behold, we knew it not; doth not he that pondereth the heart consider it? and he that keepeth thy soul, doth not he know it? and shall not he render to every man according to his works?

3) THERE ARE MANY NEEDS OR REASONS FOR US TO GO SOUL WINNING.

1. God wants Heaven full.

Luke 14:16 Then said he unto him, A certain man made a great supper, and bade many:

17 And sent his servant at supper time to say to them that were bidden, Come; for all things are now ready.

18 And they all with one consent began to make excuse. The first said unto him, I have bought a piece of ground, and I must needs go and see it: I pray thee have me excused.

19 And another said, I have bought five yoke of oxen, and I go to prove them: I pray thee have me excused.

20 And another said, I have married a wife, and therefore I cannot come.

21 So that servant came, and shewed his lord these things. Then the master of the house being angry said to his servant, Go out quickly into the streets and lanes of the city, and bring in hither the poor, and the maimed, and the halt, and the blind.

22 And the servant said, Lord, it is done as thou hast commanded, and yet there is room.

23 And the lord said unto the servant, Go out into the highways and hedges, and compel them to come in, that my house may be filled.

2. Hell is real.

Revelation 20:11 And I saw a great white throne, and him that sat on it, from whose face the earth and the heaven fled away; and there was found no place for them.

12 And I saw the dead, small and great, stand before God; and the books were opened: and another book was opened, which is the book of life: and the dead were judged out of those things which were written in the books, according to their works.

13 And the sea gave up the dead which were in it; and death and hell delivered up the dead which were in them: and they were judged every man according to their works.

14 And death and hell were cast into the lake of fire. This is the second death.

15 And whosoever was not found written in the book of life was cast into the lake of fire.

3. Heaven is so wonderful.

Revelation 21:1 And I saw a new heaven and a new earth: for the first heaven and the first earth were passed away; and there was no more sea.

2 And I John saw the holy city, new Jerusalem, coming down from God out of heaven, prepared as a bride adorned for her husband.

3 And I heard a great voice out of heaven saying, Behold, the tabernacle of God is with men, and he will dwell with them, and they shall be his people, and God himself shall be with them, and be their God.

4 And God shall wipe away all tears from their eyes; and there shall be no more death, neither sorrow, nor crying, neither shall there be any more pain: for the former things are passed away.

5 And he that sat upon the throne said, Behold, I make all things new. And he said unto me, Write: for these words are true and faithful.

4. We are commanded by God to win the lost to Christ.

Matthew 28:18 And Jesus came and spake unto them, saying, All power is given unto me in heaven and in earth.

19 Go ye therefore, and teach all nations, baptizing them in the name of the Father, and of the Son, and of the Holy Ghost:

20 Teaching them to observe all things whatsoever I have commanded you: and, lo, I am with you always, even unto the end of the world. Amen.

Mark 16:15 And he said unto them, Go ye into all the world, and preach the gospel to every creature.

CHAPTER 3

The Complete Objective In Soul Winning

Proverbs 11:30 The fruit of the righteous is a tree of life; and he that winneth souls is wise.

Winning lost souls is so much more than just praying with somebody about their soul. The Bible is very clear when it comes to what God expects from our soul winning efforts. Don't make the mistake of stopping short of the goal when it comes to soul winning!

1) The goal in soul winning is to see everyone who is lost saved.

Luke 19:10 For the Son of man is come to seek and to save that which was lost.

2 Peter 3:9 The Lord is not slack concerning his promise, as some men count slackness; but is longsuffering to us-ward, not willing that any should perish, but that all should come to repentance.

John 6:37 All that the Father giveth me shall come to me; and him that cometh to me I will in no wise cast out.

It is very clear that God wants everybody saved!

2) We should work at the goal in its entirety.

In other words, we should not simply be satisfied with one person who gets saved.

3) God gave us a plan to achieve this goal.

Matthew 28:18 And Jesus came and spake unto them, saying, All power is given unto me in heaven and in earth.

19 Go ye therefore, and teach all nations, baptizing them in the name of the Father, and of the Son, and of the Holy Ghost:

20 Teaching them to observe all things whatsoever I have commanded you: and, lo, I am with you always, even unto the end of the world. Amen.

This is a 5-part plan, that if followed, will produce the most results.

- a. **Go-** We must go to the lost, not wait for the lost to come to us.
- b. **Teach-** All nations need to be taught how to be saved. Don't be selective.
- c. **Baptize-** This is a very important step. People need to be willing to identify with Christ by baptism. This is similar to a married person wearing a wedding ring. This is the first step of obedience for believers. If one will not get baptized, he will not be dedicated to God!
- d. **Teaching to observe all things that are commanded-** This is training our converts to become dedicated Christians. This is the most neglected part of soul winning.
- e. **Keep repeating all the way to the end-** This means that we should keep the soul winning process going until the last person is saved.

4) The goal is to produce trees of life not just souls being saved.

Proverbs 11:30 The fruit of the righteous is a tree of life; and he that winneth souls is wise.

We should want everyone in the entire world saved. But we cannot witness to everyone by ourselves. So, we need to win the lost and then train them to win the lost until everyone in the world is saved. This can happen if we produce trees, not just a single fruit!

5) Are you seeing people saved and then seeing your converts become soul winners?

This should always be our goal. Here is what it will take to win the world to Christ one person at a time.

<u>Year</u>	<u>People saved in a year</u>	<u>People trained in a year</u>	<u>Total saved</u>
1.	1	1	2
2.	2	2	4
3.	4	4	8
4.	8	8	16
5.	16	16	32
6.	32	32	64
7.	64	64	128
8.	128	128	256
9.	256	256	512
10.	512	512	1024
11.	1024	1024	2048
12.	2048	2048	4096
13.	4096	4096	8192
14.	8192	8192	16,384
15.	16,384	16,384	32,768
16.	32,768	32,768	65,536
17.	65,536	65,536	131,072
18.	131,072	131,072	262,144
19.	262,144	262,144	524,288
20.	524,288	524,288	1,048,576
21.	1,048,576	1,048,576	2,097,152
22.	2,097,152	2,097,152	4,194,304
23.	4,194,304	4,194,304	8,388,608
24.	8,388,608	8,388,608	16,777,216
25.	16,777,216	16,777,216	33,554,432
26.	33,554,432	33,554,432	67,108,864
27.	67,108,864	67,108,864	134,217,728
28.	134,217,728	134,217,728	268,435,456
29.	268,435,456	268,435,456	536,870,912
30.	536,870,912	536,870,912	1,073,741,824
31.	1,073,741,824	1,073,741,824	2,147,483,648
32.	2,147,483,648	2,147,483,648	4,294,967,296
33.	4,294,967,296	4,294,967,296	8,589,934,592

As you can see by this chart, the whole world could be won to Christ within 33-34 years if we practice the plan that God gave to us for soul winning. Some observations ...

- This starts with only one person winning one person to the Lord and training one person to live for God.
- This chart means that each one would have to win one and train one every year.
- This chart depends on each convert continuing to be a soul winner for 33 years.
- This chart does not take into account people who will die over the next 33 years.
- This chart is simple and yet doable if we all dedicate ourselves to soul winning and continue all throughout our lives.

John 15:16 Ye have not chosen me, but I have chosen you, and ordained you, that ye should go and bring forth fruit, and that your fruit should remain: that whatsoever ye shall ask of the Father in my name, he may give it you.

John 8:31 Then said Jesus to those Jews which believed on him, If ye continue in my word, then are ye my disciples indeed;

32 And ye shall know the truth, and the truth shall make you free.

CHAPTER 4

The Last Words Of Jesus

Acts 1:6 When they therefore were come together, they asked of him, saying, Lord, wilt thou at this time restore again the kingdom to Israel?

7 And he said unto them, It is not for you to know the times or the seasons, which the Father hath put in his own power.

8 But ye shall receive power, after that the Holy Ghost is come upon you: and ye shall be witnesses unto me both in Jerusalem, and in all Judaea, and in Samaria, and unto the uttermost part of the earth.

9 And when he had spoken these things, while they beheld, he was taken up; and a cloud received him out of their sight.

10 And while they looked stedfastly toward heaven as he went up, behold, two men stood by them in white apparel;

11 Which also said, Ye men of Galilee, why stand ye gazing up into heaven? this same Jesus, which is taken up from you into heaven, shall so come in like manner as ye have seen him go into heaven.

There is no doubt that the last words that Jesus spoke to His disciples should be very important to us. We need to take heed to what He said and do what He said diligently!

1) Notice what He did not say to us in His farewell speech.

These are simply some observations about what Jesus did not say to us before He left.

- a) Be good while I am gone.
- b) Be sure and work hard at your job until I get back.
- c) Spend time with your family because you never know when I will return.
- d) Build that dream home before it is too late.
- e) Invest your money wisely so that you will be able to retire and take it easy at the end of your life.
- f) Do your best to live right.
- g) Stay out of trouble.

These things may be good things in and of themselves, but they were not on the mind of Jesus as He left us and went back to Heaven. What He did say to us then was the most important thing about life!

2) The Bible records the “Great Commission” in five different passages.

Matthew 28:18 And Jesus came and spake unto them, saying, All power is given unto me in heaven and in earth.

19 Go ye therefore, and teach all nations, baptizing them in the name of the Father, and of the Son, and of the Holy Ghost:

20 Teaching them to observe all things whatsoever I have commanded you: and, lo, I am with you always, even unto the end of the world. Amen.

Mark 16:15 And he said unto them, Go ye into all the world, and preach the gospel to every creature.

Luke 24:45 Then opened he their understanding, that they might understand the scriptures,

46 And said unto them, Thus it is written, and thus it behoved Christ to suffer, and to rise from the dead the third day:

47 And that repentance and remission of sins should be preached in his name among all nations, beginning at Jerusalem.

48 And ye are witnesses of these things.

49 And, behold, I send the promise of my Father upon you: but tarry ye in the city of Jerusalem, until ye be endued with power from on high.

John 20:19 Then the same day at evening, being the first day of the week, when the doors were shut where the disciples were assembled for fear of the Jews, came Jesus and stood in the midst, and saith unto them, Peace be unto you.

20 And when he had so said, he shewed unto them his hands and his side. Then were the disciples glad, when they saw the Lord.

21 Then said Jesus to them again, Peace be unto you: as my Father hath sent me, even so send I you.

22 And when he had said this, he breathed on them, and saith unto them, Receive ye the Holy Ghost:

Acts 1:8 But ye shall receive power, after that the Holy Ghost is come upon you: and ye shall be witnesses unto me both in Jerusalem, and in all Judaea, and in Samaria, and unto the uttermost part of the earth.

The rule of thumb is, if God put something in the Bible, it is important. If God repeatedly mentions the same thing, He is adding emphasis on it and it should be emphasized in our lives.

3) Keep the main thing the main thing.

Are you emphasizing what Jesus emphasized? You can tell by asking yourself some very thought provoking questions.

1. When was the last time you saw somebody saved?
2. When was the last time you went soul winning?
3. Do you carry Gospel tracts with you?
4. When did you last hand somebody a Gospel tract?
5. Do you have the plan of salvation memorized?
6. Could you show somebody how to get to Heaven if they asked you?
7. When was the last time you brought a visitor to church?
8. Do you help at the altar during the invitation if needed?
9. Do you get excited when somebody gets saved?
10. Do you have a scheduled time to go soul winning?
11. Do you regularly make excuses for not going soul winning?
12. Do you do all the other things first and then if you have time, you go soul winning?

We simply need to keep the main thing the main thing. Jesus gave us our marching orders before He left. The thing He mentioned is what He expects us to be doing while he is gone. Remember He will come back one day, and He will ask us if we did what we were supposed to do while He was gone. How will he find us?

Luke 12:31 But rather seek ye the kingdom of God; and all these things shall be added unto you.

32 Fear not, little flock; for it is your Father's good pleasure to give you the kingdom.

33 Sell that ye have, and give alms; provide yourselves bags which wax not old, a treasure in the heavens that faileth not, where no thief approacheth, neither moth corrupteth.

34 For where your treasure is, there will your heart be also.

35 Let your loins be girded about, and your lights burning;

36 And ye yourselves like unto men that wait for their lord, when he will return from the wedding; that when he cometh and knocketh, they may open unto him immediately.

37 Blessed are those servants, whom the lord when he cometh shall find watching: verily I say unto you, that he shall gird himself, and make them to sit down to meat, and will come forth and serve them.

38 And if he shall come in the second watch, or come in the third watch, and find them so, blessed are those servants.

39 And this know, that if the goodman of the house had known what hour the thief would come, he would have watched, and not have suffered his house to be broken through.

40 Be ye therefore ready also: for the Son of man cometh at an hour when ye think not.

CHAPTER 5

Preparation Is A Key To Winning The Lost

Romans 1:15 So, as much as in me is, I am ready to preach the gospel to you that are at Rome also.

16 For I am not ashamed of the gospel of Christ: for it is the power of God unto salvation to every one that believeth; to the Jew first, and also to the Greek.

1 Peter 3:15 But sanctify the Lord God in your hearts: and be ready always to give an answer to every man that asketh you a reason of the hope that is in you with meekness and fear:

Being prepared to win souls is vital to having any success at all in the matter of winning the lost. There are some things that you can do to be “ready to win the lost.”

1) Be prepared physically.

A. Always carry a New Testament with you.

There are some things in life that we should never leave home without. Some of these things are our keys, I.D., wallets or purses, etc. The Christian who wants to win souls and live the life of a soul winner should never leave home without his New Testament.

B. Always have Gospel tracts with you.

You may not always have an opportunity to share the Gospel from beginning to end with someone, but you can give someone the Gospel by way of a tract. Our church tracts have a complete presentation of the Gospel in them, and someone could read it and understand enough of the Gospel to get saved. Many people will no doubt be in Heaven because someone handed them a Gospel tract. What would have happened if that soul winner left home those days without Gospel tracts?

2) Be prepared mentally.

To be ready, not only should you be ready physically, but you should also be ready mentally. Know where to find the verses in the Bible and if possible, commit those verses to memory. The verses that I recommend that you underline, and mark are:

1 John 5:13

Romans 3:23

Romans 6:23

Revelation 20:14-15

Romans 10:9-10, 13

As you talk with more people about salvation, you will come across questions and a need for other verses. In a future lesson, we will deal with verses to answer specific questions while out soul winning.

3) Be prepared spiritually.

You should do certain things to be ready spiritually to be a soul winner.

- a) Read your Bible daily.**
- b) Pray daily.**
- c) Meditate on God's Word daily.**
- d) Attend every church service possible.**
- e) Confess your sins to God.**

- f) Ask God for the Holy Spirit to empower you to win souls.**
- g) Ask God daily to let you see someone saved.**
- h) Put on the whole armor of God.**

Ephesians 6:10 Finally, my brethren, be strong in the Lord, and in the power of his might.

11 Put on the whole armour of God, that ye may be able to stand against the wiles of the devil.

12 For we wrestle not against flesh and blood, but against principalities, against powers, against the rulers of the darkness of this world, against spiritual wickedness in high places.

13 Wherefore take unto you the whole armour of God, that ye may be able to withstand in the evil day, and having done all, to stand.

*14 Stand therefore, having your **loins girt about with truth**, and having on the **breastplate of righteousness**;*

*15 And your **feet shod with the preparation of the gospel of peace**;*

*16 Above all, taking the **shield of faith**, wherewith ye shall be able to quench all the fiery darts of the wicked.*

*17 And take the **helmet of salvation**, and the **sword of the Spirit**, which is the word of God:*

*18 **Praying always** with all prayer and supplication in the Spirit, and **watching thereunto with all perseverance** and supplication for all saints;*

The armor of God listed in the passage is:

- 1. Loins girt about with truth - WAIST DOWN TO YOUR KNEES**
- 2. Breastplate of righteousness - SHOULDERS DOWN TO YOUR WAIST**
- 3. Feet shod with the preparation of the gospel of peace - FEET**
- 4. Shield of faith - FRONT SIDE**
- 5. Helmet of salvation - HEAD**
- 6. Sword of the Spirit - HANDS**
- 7. Praying always - MOUTHPIECE**
- 8. Watching thereunto with all perseverance - VISOR**

The more prepared we are, the more we will win souls. Are you prepared?

CHAPTER 6

Use The Right Source

1 Peter 1:23 Being born again, not of corruptible seed, but of incorruptible, by the word of God, which liveth and abideth for ever.

25 But the word of the Lord endureth for ever. And this is the word which by the gospel is preached unto you.

When it comes to soul winning, it is vital that one uses the right source to lead the lost to Christ. Today we will discuss this source and different aspects surrounding this truth.

1) Being saved is being “born again.”

1 Peter 1:23 Being born again, not of corruptible seed, but of incorruptible, by the word of God, which liveth and abideth for ever.

John 3:3 Jesus answered and said unto him, Verily, verily, I say unto thee, Except a man be born again, he cannot see the kingdom of God.

4 Nicodemus saith unto him, How can a man be born when he is old? can he enter the second time into his mother's womb, and be born?

5 Jesus answered, Verily, verily, I say unto thee, Except a man be born of water and of the Spirit, he cannot enter into the kingdom of God.

6 That which is born of the flesh is flesh; and that which is born of the Spirit is spirit.

7 Marvel not that I said unto thee, Ye must be born again.

Just like a physical birth is necessary to have life, a spiritual birth is also necessary to have eternal life. This “second birth” takes place on a specific day.

2 Corinthians 6:2 (For he saith, I have heard thee in a time accepted, and in the day of salvation have I succoured thee: behold, now is the accepted time; behold, now is the day of salvation.)

2) The right source is necessary to produce the right birth.

1 Peter 1:23 Being born again, not of corruptible seed, but of incorruptible, by the word of God, which liveth and abideth for ever.

25 But the word of the Lord endureth for ever. And this is the word which by the gospel is preached unto you.

The right source is the Word of God. One must use the Word of God and stay true to the Word of God in order to win a soul to Christ. If you use a corruptible source to lead others to Christ, you will fail at what you are trying to accomplish.

John 8:38 I speak that which I have seen with my Father: and ye do that which ye have seen with your father.

39 They answered and said unto him, Abraham is our father. Jesus saith unto them, If ye were Abraham's children, ye would do the works of Abraham.

40 But now ye seek to kill me, a man that hath told you the truth, which I have heard of God: this did not Abraham.

41 Ye do the deeds of your father. Then said they to him, We be not born of fornication; we have one Father, even God.

42 Jesus said unto them, If God were your Father, ye would love me: for I proceeded forth and came from God; neither came I of myself, but he sent me.

43 Why do ye not understand my speech? even because ye cannot hear my word.

44 Ye are of your father the devil, and the lusts of your father ye will do. He was a murderer from the beginning, and abode not in the truth, because there is no truth in him. When he speaketh a lie, he speaketh of his own: for he is a liar, and the father of it.

45 And because I tell you the truth, ye believe me not.

WHAT ARE SOME CORRUPTIBLE SOURCES?

- a) Religion**
- b) Ecumenical teachings**
- c) What makes sense to an individual**
- d) Family traditions**
- e) Ideas that are built upon lies and error**
- f) Anything that contradicts the Word of God**

3) Use the correct Bible when leading people to Christ.

Luke 4:4 And Jesus answered him, saying, It is written, That man shall not live by bread alone, but by every word of God.

*Psalms 12:6 The words of the LORD are pure words: as silver tried in a furnace of earth, purified seven times.
7 Thou shalt keep them, O LORD, thou shalt preserve them from this generation for ever.*

*Proverbs 30:5 Every word of God is pure: he is a shield unto them that put their trust in him.
6 Add thou not unto his words, lest he reprove thee, and thou be found a liar.*

*2 Timothy 3:15 And that from a child thou hast known the holy scriptures, which are able to make thee wise unto salvation through faith which is in Christ Jesus.
16 All scripture is given by inspiration of God, and is profitable for doctrine, for reproof, for correction, for instruction in righteousness:
17 That the man of God may be perfect, thoroughly furnished unto all good works.*

*Revelation 22:18 For I testify unto every man that heareth the words of the prophecy of this book, If any man shall add unto these things, God shall add unto him the plagues that are written in this book:
19 And if any man shall take away from the words of the book of this prophecy, God shall take away his part out of the book of life, and out of the holy city, and from the things which are written in this book.*

Always use the right source, **King James Version translated in 1611 for the English language**, to see people get born again- saved. Always show people how to be saved based on what the Bible says not on what sounds good. Without using the right source, one cannot truly see people born again.

CHAPTER 7

Properly Represent Jesus

2 Corinthians 5:17 Therefore if any man be in Christ, he is a new creature: old things are passed away; behold, all things are become new.

18 And all things are of God, who hath reconciled us to himself by Jesus Christ, and hath given to us the ministry of reconciliation;

19 To wit, that God was in Christ, reconciling the world unto himself, not imputing their trespasses unto them; and hath committed unto us the word of reconciliation.

20 Now then we are ambassadors for Christ, as though God did beseech you by us: we pray you in Christ's stead, be ye reconciled to God.

To be a soul winner is to be involved in the ministry of reconciliation. Our job is to reconcile the lost to God. To do this with the best results possible, we need to properly represent Jesus.

1) Sin has separated man from God.

Isaiah 59:1 Behold, the LORD'S hand is not shortened, that it cannot save; neither his ear heavy, that it cannot hear:

2 But your iniquities have separated between you and your God, and your sins have hid his face from you, that he will not hear.

God loves us but hates sin. When man first sinned, God told man to leave the presence of the Lord in the Garden of Eden.

2) God wants man to be reconciled to Himself.

2 Peter 3:9 The Lord is not slack concerning his promise, as some men count slackness; but is longsuffering to us-ward, not willing that any should perish, but that all should come to repentance.

3) When we received Christ as our Saviour, God commissioned us to spread the Gospel.

Ephesians 2:8 For by grace are ye saved through faith; and that not of yourselves: it is the gift of God:

9 Not of works, lest any man should boast.

10 For we are his workmanship, created in Christ Jesus unto good works, which God hath before ordained that we should walk in them.

4) When we give the Word of God to the lost, God calls us Ambassadors.

2 Corinthians 5: 20 Now then we are ambassadors for Christ, as though God did beseech you by us: we pray you in Christ's stead, be ye reconciled to God.

The word ambassador means: a minister of the highest rank employed by one prince or state, at the court of another, to manage the public concerns of his own prince or state and representing the power and dignity of his sovereign. In the truest sense an ambassador is a representative of another.

John 20:21 Then said Jesus to them again, Peace be unto you: as my Father hath sent me, even so send I you.

We are in Christ's stead when we tell others how to be saved. We are doing what Christ would do if He were literally on Earth in a physical body.

5) We should properly represent Jesus.

You should not live like the world and expect to win the world to Christ. You should live like Jesus to win the world to Christ.

John 1:4 In him was life; and the life was the light of men.

5 And the light shineth in darkness; and the darkness comprehended it not.

John 3:19 And this is the condemnation, that light is come into the world, and men loved darkness rather than light, because their deeds were evil.

20 For every one that doeth evil hateth the light, neither cometh to the light, lest his deeds should be reprov'd.

21 But he that doeth truth cometh to the light, that his deeds may be made manifest, that they are wrought in God.

John 8:12 Then spake Jesus again unto them, saying, I am the light of the world: he that followeth me shall not walk in darkness, but shall have the light of life.

It is very clear in the Scriptures that Jesus was different from the world in every respect. As His ambassadors, we should be like Him in every respect possible.

a) Appearance

Look like a Christian. Look your best. Never appear in a sinful way if you want to win others to Christ. Standards are important. Have high standards not low standards.

1 Samuel 16:7 But the LORD said unto Samuel, Look not on his countenance, or on the height of his stature; because I have refused him: for the LORD seeth not as man seeth; for man looketh on the outward appearance, but the LORD looketh on the heart.

Since man looks on the outward, give man something “Christ-like” to look at!

b) Attitude

This is to express the actions and sentiments of the person represented. Your job is to act like Christ when you represent Him.

Galatians 5:22 But the fruit of the Spirit is love, joy, peace, longsuffering, gentleness, goodness, faith, 23 Meekness, temperance: against such there is no law.

Have the attitude that Christ would have, and you will win more to Him!

c) Aptitude

This is to have a readiness in learning. Know how to lead people to Christ. Know the Word of God well enough to be able to answer questions and to show them where it is at in the Bible.

Colossians 4:5 Walk in wisdom toward them that are without, redeeming the time.

6 Let your speech be alway with grace, seasoned with salt, that ye may know how ye ought to answer every man.

1 Peter 3:15 But sanctify the Lord God in your hearts: and be ready always to give an answer to every man that asketh you a reason of the hope that is in you with meekness and fear:

Be like John the Baptist! Bear witness of the Saviour!

John 1:6 There was a man sent from God, whose name was John.

7 The same came for a witness, to bear witness of the Light, that all men through him might believe.

8 He was not that Light, but was sent to bear witness of that Light.

CHAPTER 8

How, Where, And When To Go Soul Winning

Mark 16:15 And he said unto them, Go ye into all the world, and preach the gospel to every creature.

Today we will discuss the “nuts and bolts” of soul winning. These are not the only ways to go about being a soul winner, but these ways work well.

1) HOW TO GO SOUL WINNING

Luke 10:1 After these things the Lord appointed other seventy also, and sent them two and two before his face into every city and place, whither he himself would come.

2 Therefore said he unto them, The harvest truly is great, but the labourers are few: pray ye therefore the Lord of the harvest, that he would send forth labourers into his harvest.

Ecclesiastes 4:9 Two are better than one; because they have a good reward for their labour.

10 For if they fall, the one will lift up his fellow: but woe to him that is alone when he falleth; for he hath not another to help him up.

Jesus sent His disciples out two by two. This is the best pattern to follow for how to go soul winning. Again, this is not to say that you cannot win anybody to Christ while alone. This is the preferred way to do it. Jesus did win souls individually.

John 4:5 Then cometh he to a city of Samaria, which is called Sychar, near to the parcel of ground that Jacob gave to his son Joseph.

6 Now Jacob's well was there. Jesus therefore, being wearied with his journey, sat thus on the well: and it was about the sixth hour.

7 There cometh a woman of Samaria to draw water: Jesus saith unto her, Give me to drink.

8 (For his disciples were gone away unto the city to buy meat.)

9 Then saith the woman of Samaria unto him, How is it that thou, being a Jew, askest drink of me, which am a woman of Samaria? For the Jews have no dealings with the Samaritans.

10 Jesus answered and said unto her, If thou knewest the gift of God, and who it is that saith to thee, Give me to drink; thou wouldest have asked of him, and he would have given thee living water.

2) WHERE TO GO SOUL WINNING

Acts 8:4 Therefore they that were scattered abroad went every where preaching the word.

Acts 5:42 And daily in the temple, and in every house, they ceased not to teach and preach Jesus Christ.

Acts 20:20 And how I kept back nothing that was profitable unto you, but have shewed you, and have taught you publicly, and from house to house,

21 Testifying both to the Jews, and also to the Greeks, repentance toward God, and faith toward our Lord Jesus Christ.

Acts 1:8 But ye shall receive power, after that the Holy Ghost is come upon you: and ye shall be witnesses unto me both in Jerusalem, and in all Judaea, and in Samaria, and unto the uttermost part of the earth.

These verses give us examples as to where to go soul winning. We should go:

- a) House to House
- b) Public places
- c) Everywhere people are
- d) In our town
- e) In our state
- f) In our country
- g) While traveling around the world

What are some places you think would be good places to win souls?

I have found out that people can get saved anywhere and at any time. There is no set rule as to where to win them. Basically, there is no wrong place to win people to Christ!

3) WHEN TO GO SOUL WINNING

Acts 20:31 Therefore watch, and remember, that by the space of three years I ceased not to warn every one night and day with tears.

Acts 2:47 Praising God, and having favour with all the people. And the Lord added to the church daily such as should be saved.

God teaches us in the Scriptures that we are to always be winning people to Christ. Night and day are specifically mentioned as far as times to win the lost. Daily, not weekly, is also mentioned in the Scriptures.

Concerning when to go soul winning, there are some things to keep in mind.

- a) You need to have a scheduled time for soul winning.
- b) You also need to be able to win people at any opportune time- when it is not scheduled.
- c) When knocking on doors, it is best to do so between 9:00am- 9:00pm.
- d) Between 5:00pm- 9:00pm during weeknights and all day on weekends are the “prime times.”
- e) Soul winning works best when you talk to the most people. Go at the most opportune times.

CHAPTER 9

Have A Plan And An Approach

Luke 22:22 And truly the Son of man goeth, as it was determined...

Isaiah 28:13 But the word of the LORD was unto them precept upon precept, precept upon precept; line upon line, line upon line; here a little, and there a little...

Many people never become successful soul winners because they have not planned what they would say to someone who needed to be saved. The words are not going to fall out of Heaven and into your mind! Yes, the Holy Spirit leads us to say certain things, but He leads us more once we have established a “plan of attack.”

Dr. Wendell Evans often said, “Plan your work, work your plan and don’t get sidetracked.” I believe this to be true concerning soul winning!

1) Have the right kind of plan.

There are certain criteria you must meet. Your plan must be:

- a) True to the Word of God**
- b) Not be complicated or confusing**
- c) Basically, be the same with some room for variation**
- d) Must be successful in winning the lost**

You ought to become so familiar with your plan that you can tell it without much thought. It ought to become second nature to you. This is not to say that you become “robotic” but simply that you become so well versed with it that you will not “blank out.”

A good illustration would be when you drive a car. You have certain things that you do when you drive, and you have become so familiar with driving that you often do things without thinking about it first. This helps you to be a successful driver.

2) A successful plan will generate boldness on your part.

Acts 4:10 Be it known unto you all, and to all the people of Israel, that by the name of Jesus Christ of Nazareth, whom ye crucified, whom God raised from the dead, even by him doth this man stand here before you whole.

11 This is the stone which was set at nought of you builders, which is become the head of the corner.

12 Neither is there salvation in any other: for there is none other name under heaven given among men, whereby we must be saved.

13 Now when they saw the boldness of Peter and John, and perceived that they were unlearned and ignorant men, they marvelled; and they took knowledge of them, that they had been with Jesus.

Acts 4:29 And now, Lord, behold their threatenings: and grant unto thy servants, that with all boldness they may speak thy word,

Acts 4:31 And when they had prayed, the place was shaken where they were assembled together; and they were all filled with the Holy Ghost, and they spake the word of God with boldness.

Boldness can come by:

- a) Spending time with Jesus**
- b) Having a successful plan**

3) Approach people in the right way.

1 Corinthians 9:19 For though I be free from all men, yet have I made myself servant unto all, that I might gain the more.

20 And unto the Jews I became as a Jew, that I might gain the Jews; to them that are under the law, as under the law, that I might gain them that are under the law;

21 To them that are without law, as without law, (being not without law to God, but under the law to Christ,) that I might gain them that are without law.

22 To the weak became I as weak, that I might gain the weak: I am made all things to all men, that I might by all means save some.

23 And this I do for the gospel's sake, that I might be partaker thereof with you.

We need to establish a common ground so to speak to win more people to Christ. If we can relate to people, we will have a much better response when trying to win them to Christ.

a) Identify yourself and whom you represent.

You do this with a church tract and by saying that you are from (YOUR CHURCH NAME). Let them know your name and the name of the person who is with you.

b) Explain why you are at their door or why you are talking with them.

This is how you get your foot in the door. You explain that you are inviting people to church, and you were wondering if they had a church home. The way they respond will let you know if they are interested in talking with you or not.

c) Offer them a Gospel tract or church brochure.

Ask, "Can I give this to you?" Or simply reach out to them with the tract and see if they take it out of your hand. If you believe that they are not interested in talking to you, try to encourage them to read the tract. This is a great tool to get the Gospel in their hands.

You should never try to force the Gospel on anyone. We are not trying to "twist their arm" to get saved. We are looking for one person who genuinely wants to know how to get to Heaven.

d) Ask them about their church or their faith.

The way they answer tells me a little about what they have been taught. Some people know nothing about the Bible. Others have been taught the Bible in an incorrect way. What their faith is tells me how best to approach them. Most people who have a church have never been saved so just because they attend church, do not presume that they are saved and on their way to Heaven.

e) Find something on which you can complement them.

This is a very important step. Always compliment them for something. This is not to say that you should lie to them or agree with them. Simply put, most people like it when others compliment them. This will help to remove any walls that they may have between you and them. People have a lot of preconceived ideas about "religious fanatics" and if you are kind and compliment them, this will help in presenting the Gospel to them and winning them to Christ.

f) Establish a common ground.

If you can relate to them, this will aid you in winning them to Christ. Find something that you have in common with them or find something our church has in common with their faith.

CHAPTER 10

Ask The Question And Use Your Testimony

*Acts 26:27 King Agrippa, believest thou the prophets? I know that thou believest.
28 Then Agrippa said unto Paul, Almost thou persuadest me to be a Christian.*

Today we are discussing another pivotal point in winning the lost to Christ. This next stage is what can change your conversation with somebody into winning them to Christ. Many of us can converse with people but to swing the conversation around to getting something accomplished for Christ is another thing altogether. By properly utilizing these two things, you will be able to successfully with them to Christ.

1) Ask the Question.

*Acts 8:29 Then the Spirit said unto Philip, Go near, and join thyself to this chariot.
30 And Philip ran thither to him, and heard him read the prophet Esaias, and said, Understandest thou what thou readest?
31 And he said, How can I, except some man should guide me? And he desired Philip that he would come up and sit with him.*

In winning the lost, the use of a question is supported in Scripture. A question can get people thinking and lead them down a desired road. If you want to get people on the topic of salvation, ask them a thought-provoking question.

A way to lead into “the question” could be like this:

- a. At our church, the most important thing to us is not what church you attend or what religion you are in. The most important thing is knowing for sure that one day you will go to Heaven. Then I ask them the question, “Do you know 100% for sure that you will go to Heaven one day, or do you hope that you will go to Heaven?”
- b. Is there anything about which I can pray for you or your family? Before I pray with you about that, years ago a preacher asked me if I knew for sure that one day I would go to Heaven. I did not know for sure. He told me that Bible says there is a way we can know that we will be in Heaven one day. He showed me those verses and it was such a blessing to my heart that I never forgot it. Has anyone ever shown you those verses about how you could know that you will be in Heaven one day?

Now, you are guaranteed to get some type of response, hopefully one on which you can build a conversation of how to get to Heaven. After they respond, you will better know how to approach them with the Gospel.

It is very important to NOT TO ASSUME they are saved and on their way to Heaven just because they answer, “Yes I know for sure I will go to Heaven.” Recently I asked a man if he had been saved and he said yes. I then asked him what he did to be saved, and he said that he had been baptized. From that, I was able to correctly show him how to be saved from the Bible and he wonderfully received Christ as his Saviour.

Asking “the question” is how you put the “ball in play” so to speak. It is like a game of ping-pong. You must serve the ball to win the point, but it may take many hits after you serve to finally win the point. The same is true concerning winning the lost to Christ.

2) Use your Testimony.

*Acts 26:9 I verily thought with myself, that I ought to do many things contrary to the name of Jesus of Nazareth.
10 Which thing I also did in Jerusalem: and many of the saints did I shut up in prison, having received authority from the chief priests; and when they were put to death, I gave my voice against them.*

11 And I punished them oft in every synagogue, and compelled them to blaspheme; and being exceedingly mad against them, I persecuted them even unto strange cities.

12 Whereupon as I went to Damascus with authority and commission from the chief priests,

13 At midday, O king, I saw in the way a light from heaven, above the brightness of the sun, shining round about me and them which journeyed with me.

14 And when we were all fallen to the earth, I heard a voice speaking unto me, and saying in the Hebrew tongue, Saul, Saul, why persecutest thou me? it is hard for thee to kick against the pricks.

15 And I said, Who art thou, Lord? And he said, I am Jesus whom thou persecutest.

16 But rise, and stand upon thy feet: for I have appeared unto thee for this purpose, to make thee a minister and a witness both of these things which thou hast seen, and of those things in the which I will appear unto thee;

17 Delivering thee from the people, and from the Gentiles, unto whom now I send thee,

18 To open their eyes, and to turn them from darkness to light, and from the power of Satan unto God, that they may receive forgiveness of sins, and inheritance among them which are sanctified by faith that is in me.

19 Whereupon, O king Agrippa, I was not disobedient unto the heavenly vision:

Paul had a testimony, and he used it while witnessing to others about the Lord. If you have been saved, you have a testimony as well. Your testimony is a powerful tool that can be used to win others to Christ. You should learn to give your testimony the same way all the time, but you may want to add a few things here and there as the Holy Spirit leads you to better position yourself on a “common ground” with the person you are speaking.

One way to share your testimony may be like this:

“On June 15, 1980, somebody took five minutes and showed me from the Bible the **one thing** everybody needs to know to go to Heaven. The Bible says that there is only **one thing** we need to do to go to Heaven and if we do this **one thing**, no matter what, we will go to Heaven. If we do not do this **one thing**, no matter what, we will not go to Heaven. On June 15, 1980, I did that **one thing**. Now, I am not perfect, and I am not the best Christian in the world but, it is a comfort to my heart to know that the Bible says when I die, I will go to Heaven. The best that you can remember, has anyone ever showed you from the Bible what that **one thing** is that you need to do to go to Heaven?”

You can see that my testimony focused on something. Because I repeated and emphasized the **one thing**, it is easier to get their curiosity stirred to find out what that **one thing** is!

Now I point to my New Testament and explain, “It would only take me a few minutes to explain what that **one thing** is you need to do to go to Heaven. May I show you what that **one thing** is?”

Now, I am reeling them in for Christ!

CHAPTER 11

The Verses Of The Plan Of Salvation

1 John 5:13 These things have I written unto you that believe on the name of the Son of God; that ye may know that ye have eternal life, and that ye may believe on the name of the Son of God.

Today we are discussing the Scripture one would use to show another how to be saved. You need to be able to show someone from the Bible what God says they need to do in order to go to Heaven.

1) The key verse.

1 John 5:13 These things have I written unto you that believe on the name of the Son of God; that ye may know that ye have eternal life, and that ye may believe on the name of the Son of God.

I have found this to be the best verse for leading someone into the Gospel plan. This verse plainly says that we may **KNOW** that we are going to Heaven and **HOW** we can know. Most people do not believe that anybody can really know for sure that they will go to Heaven. But, if they do believe the Bible is true, this verse will be very convincing. This verse acts like a light bulb. It seems like it turns the light on to the Gospel.

2) The main points to the plan of salvation:

a. We are all sinners.

Romans 3:23 For all have sinned, and come short of the glory of God;

This verse explains to them that they have sinned. This truth must be personal to them. I first apply it to myself by admitting to them that even though I am a pastor, I have sinned. Then I ask them if they understand that they have sinned.

b. The consequence for sin is death.

Romans 6:23 For the wages of sin is death;

Revelation 20:14 And death and hell were cast into the lake of fire. This is the second death.

It is at this point that I explain what the consequence for sin is - physical death and spiritual death. We all will die physically, and we all deserve to die spiritually. Nobody ever gets saved before they realize that they are lost!

I then ask them, "If God gave you the choice, where would you choose to go after you die?" Invariably they will say, "Heaven!" After they respond I say, "The Bible says there is only ONE reason why anybody will go to Hell." Then I read the next verse to them.

Revelation 20:15 And whosoever was not found written in the book of life was cast into the lake of fire.

It is at this point that you need to explain to them what the Book of Life is and that their name needs to be written in the Book of Life in order for them to go to Heaven. I will also take the time to point out that it does not matter what religion they are, what church they attend, or how many good things they have done in their lifetime. All that matters is that their name has been written in the Book of Life! Emphasize that once their name is written in the Book of Life, it will never be erased. Jesus will not write their name in pencil.

c. Jesus paid for our sins.

Romans 6:23 For the wages of sin is death; but the gift of God is eternal life through Jesus Christ our Lord.

Now I explain why Jesus died for our sins and that He is the only One who can take us to Heaven. We need to trust in Jesus ALONE to go to Heaven. I illustrate this by saying that Jesus is the only One who can write our names in the Book of Life. If they need a little more understanding I use the speeding ticket illustration. Even

though I did not speed, I could still pay for my friend's speeding ticket if he has no money with which to pay. Jesus did the same thing for us concerning our sins.

Take time to explain the importance of the death, burial and resurrection of Jesus. Use additional verses if needed.

*Romans 5:8 But God commendeth his love toward us, in that, while we were yet sinners, Christ died for us.
9 Much more then, being now justified by his blood, we shall be saved from wrath through him.*

d. Calling upon Jesus for salvation.

Romans 10:13 For whosoever shall call upon the name of the Lord shall be saved.

Romans 10:9 That if thou shalt confess with thy mouth the Lord Jesus, and shalt believe in thine heart that God hath raised him from the dead, thou shalt be saved.

10 For with the heart man believeth unto righteousness; and with the mouth confession is made unto salvation.

It is important that you explain verse 13 carefully so that they can understand how to be saved. I give the definition for the key words and then finish it off by explaining the Bible says "shall be saved" not maybe or hope to be saved. This is God's promise.

They need to know that they must **believe** with their heart and **ask** with their mouth in a prayer to be saved. I also explain that Jesus wants to write their name in the Book of Life, but He will only do so if they ask Him to.

There are other illustrations that I use based on the Holy Spirit's leading. I may use the illustration of receiving a gift, Jesus is the door to Heaven, Jesus is the road that leads to Heaven and Jesus knocking on the door waiting for them to open the door and let Him in.

If they seem a little unclear at this point, you need to back up and see where they have not understood. Sometimes, I use additional verses to open their heart.

John 1:12 But as many as received him, to them gave he power to become the sons of God, even to them that believe on his name:

John 14:6 Jesus saith unto him, I am the way, the truth, and the life: no man cometh unto the Father, but by me.

Matthew 7:21 Not every one that saith unto me, Lord, Lord, shall enter into the kingdom of heaven; but he that doeth the will of my Father which is in heaven.

22 Many will say to me in that day, Lord, Lord, have we not prophesied in thy name? and in thy name have cast out devils? and in thy name done many wonderful works?

23 And then will I profess unto them, I never knew you: depart from me, ye that work iniquity.

2 Corinthians 6:2 (For he saith, I have heard thee in a time accepted, and in the day of salvation have I succoured thee: behold, now is the accepted time; behold, now is the day of salvation.)

Acts 4:12 Neither is there salvation in any other: for there is none other name under heaven given among men, whereby we must be saved.

One thing is for sure, they need to understand and believe all four points of God's plan of salvation before they pray to be saved, or they are not really getting saved! Your job is not done until they comprehend what the Gospel is.

CHAPTER 12

Draw The Net & Give Them Assurance

John 1:12 But as many as received him, to them gave he power to become the sons of God, even to them that believe on his name:

Now comes the most important part of your conversation. You need to ask them to receive Jesus Christ as their personal Saviour. If the devil is going to try to prevent this person from getting saved, now is when he will cause as many distractions to take place as possible.

1) Before you pray with them, do a quick review of the four points to the plan of salvation.

This is just one more way of clearly explaining to them how to be saved. Often when I do this, I explain it in way of personal testimony of when I got saved.

2) Ask the right “lead in” question.

I ask something like this, “If Jesus loved you enough to die for you and pay for your sins and He wants to save you, would you be willing to ask Him to save you?”

Do not ask, “Have you ever done this before?” They may say yes without really praying “the prayer of salvation.” Some people think they are saved because of a prayer that they have prayed that wasn’t exactly what the Bible says for salvation. Some prayers that are not really salvation prayers are:

- a. Asking Jesus into your heart
- b. Asking Jesus to come into your life
- c. Asking Jesus to forgive you of your sins
- d. Committing your life to Christ
- e. And others

Help them to be able to distinguish between other prayers and praying for Jesus to save them from going to Hell.

3) I offer to pray for God to bless them.

I let them know that I would like to pray for them for God to bless them and their family. Then I mention that right in the middle of my prayer, I am going to give them an opportunity to pray and ask Jesus to save them. I say that I will give them the words to say in prayer and that they simply need to be sincere when they pray for their prayer to be answered and for their name to be written in the Book of Life. I usually use my testimony briefly again to explain that when I got saved, somebody led me in prayer.

4) Lead them in prayer.

It is important that you have the salvation prayer memorized. This is better than reading a prayer to them!

Here is an example salvation prayer.

Dear Jesus/ I know that I have sinned/ and that I need you/ to go to Heaven. / Please save me/ and take me to Heaven one day. / I am trusting only in you/ to go to Heaven. / Thank you for saving me. / Amen.

5) The Bible plainly teaches that one needs to “Call on the name of the Lord” in prayer.

Romans 10:9 That if thou shalt confess with thy mouth the Lord Jesus, and shalt believe in thine heart that God hath raised him from the dead, thou shalt be saved.

10 For with the heart man believeth unto righteousness; and with the mouth confession is made unto salvation.

Luke 23:40 But the other answering rebuked him, saying, Dost not thou fear God, seeing thou art in the same condemnation?

41 And we indeed justly; for we receive the due reward of our deeds: but this man hath done nothing amiss.

42 And he said unto Jesus, Lord, remember me when thou comest into thy kingdom.

43 And Jesus said unto him, Verily I say unto thee, To day shalt thou be with me in paradise.

Luke 18:10 Two men went up into the temple to pray; the one a Pharisee, and the other a publican.

11 The Pharisee stood and prayed thus with himself, God, I thank thee, that I am not as other men are, extortioners, unjust, adulterers, or even as this publican.

12 I fast twice in the week, I give tithes of all that I possess.

13 And the publican, standing afar off, would not lift up so much as his eyes unto heaven, but smote upon his breast, saying, God be merciful to me a sinner.

14 I tell you, this man went down to his house justified rather than the other: for every one that exalteth himself shall be abased; and he that humbleth himself shall be exalted.

Genesis 4:26 And to Seth, to him also there was born a son; and he called his name Enos: then began men to call upon the name of the LORD.

Genesis 12:8 And he removed from thence unto a mountain on the east of Bethel, and pitched his tent, having Bethel on the west, and Hai on the east: and there he builded an altar unto the LORD, and called upon the name of the LORD.

Psalms 116:13 I will take the cup of salvation, and call upon the name of the LORD.

Acts 2:21 And it shall come to pass, that whosoever shall call on the name of the Lord shall be saved.

Romans 10:13 For whosoever shall call upon the name of the Lord shall be saved.

6) Give them assurance of their salvation.

Hebrews 13:5 Let your conversation be without covetousness; and be content with such things as ye have: for he hath said, I will never leave thee, nor forsake thee.

The first thing I do after they have been saved is give them assurance of their salvation. I do that in two ways.

- a. Sometimes I read Hebrews 13:5 and tell them that that once they ask Jesus to save them, He will never leave them
- b. Sometimes I explain that Jesus did not write their name in the Book of Life with a pencil. I explain that Jesus will never erase their name out of the Book of Life. When Jesus wrote their name in the Book, it was permanent!

I usually ask them at this time, “For my benefit, if you meant that prayer from your heart, would you shake my hand?” If they were not sincere, they would usually not shake my hand. This is rare, however. Most of the time, they do shake my hand.

Finally, I ask them if they were to die today, where they would go. Then I explain from now on, it doesn’t matter when they die, they will go to Heaven!

CHAPTER 13

Follow Up On Your Converts

Matthew 28:18 And Jesus came and spake unto them, saying, All power is given unto me in heaven and in earth.

19 Go ye therefore, and teach all nations, baptizing them in the name of the Father, and of the Son, and of the Holy Ghost:

20 Teaching them to observe all things whatsoever I have commanded you: and, lo, I am with you alway, even unto the end of the world. Amen.

Being a soul winner does not end when the person to whom you are witnessing gets saved. There is still more work to do.

A mother would not give birth to a baby and then simply leave him at the hospital to “fend for himself!” Neither should you win someone to Christ and then simply say, “If they really meant it, they would start coming to church on their own.” You need to learn the value of following up on your converts.

1) Record their salvation on a church convert slip.

It is important to get ALL the information and to write legibly. You will never be successful at helping your converts to grow in the Lord without good record keeping. I believe that you should have 2 forms of records. Have a book for your personal records on your converts and have a convert slip that you turn in at the church. This is what is greatly missing in our soul winning efforts!

2) Get them to go to church.

Romans 10:17 So then faith cometh by hearing, and hearing by the word of God.

1 Timothy 3:15 But if I tarry long, that thou mayest know how thou oughtest to behave thyself in the house of God, which is the church of the living God, the pillar and ground of the truth.

Matthew 16:18 And I say also unto thee, That thou art Peter, and upon this rock I will build my church; and the gates of hell shall not prevail against it.

The church is the single most important institution on earth, and it is there that Jesus Himself set up a place for Christians to be fed the Bible and to grow in the Lord. It does not take very much effort for one to see how important the church is to God and to see how much it is in the Bible. Call them, pick them up, and take them to church with you. If a week or two goes by and they still have not made it to church, keep reaching out to them. Only stop when it becomes clear that they have no interest whatsoever in coming to church. If they seem interested, do not give up on them.

3) Sit with them in church.

Welcome them to your family. Become their friend. Help them to get acquainted with the other people at church. One of the biggest reasons people do not go to church is that they feel they will not know anybody who is there. The quicker they feel like they are a part of the family, the better chance they will stay and grow in the Lord.

4) Get them down the aisle.

Again, do not make the mistake of assuming they will know what to do because they are saved. Explain to them that you would like to pray with them at the altar and then do so. Before you get back to your seat, ask them to sit on the front row and ask if you can fill out a decision slip stating they have trusted Christ as their Saviour. Nearly all will accept this offer.

5) Encourage them on baptism.

Once the decision slip has been filled out, present baptism to them or wait until the pastor can speak with them about baptism. It is important that you understand that baptism is the first step of obedience in the Christian life and that nobody will substantially grow in the Lord until they get baptized.

Some thoughts on Baptism:

a) Jesus told us to get baptized.

b) People should get baptized the same day they were saved or the first opportunity they have to be baptized.

Acts 2:38 Then Peter said unto them, Repent, and be baptized every one of you in the name of Jesus Christ for the remission of sins, and ye shall receive the gift of the Holy Ghost.

Acts 2:41 Then they that gladly received his word were baptized: and the same day there were added unto them about three thousand souls.

Acts 8:36 And as they went on their way, they came unto a certain water: and the eunuch said, See, here is water; what doth hinder me to be baptized?

37 And Philip said, If thou believest with all thine heart, thou mayest. And he answered and said, I believe that Jesus Christ is the Son of God.

38 And he commanded the chariot to stand still: and they went down both into the water, both Philip and the eunuch; and he baptized him.

c) Explain that baptism does not save them nor make them a member of the church.

d) Baptism serves two purposes; it is a way to thank Jesus for saving you and it is a way to let others know that Jesus is your Saviour.

e) There are many misconceptions about baptism. If they ask questions, explain what the Bible says or wait for the pastor to help answer their questions.

f) People do not need to be baptized the first time they come to church but this is the best way to do it. If they put it off, the majority never do get baptized.

6) Continue your relationship with your convert.

You should pray for them, stay in touch with them, genuinely care about them, and encourage them to stay faithful to God and God's house.

If we would do a better job of following up with our converts, more of them would stick and grow in the Lord!

CHAPTER 14

Verses To Answer Their Questions

1 Peter 3:15 But sanctify the Lord God in your hearts: and be ready always to give an answer to every man that asketh you a reason of the hope that is in you with meekness and fear:

As a soul winner, you should always be studying your Bible so you will know what the Bible has to say and how best to answer peoples' questions.

John 5:39 Search the scriptures; for in them ye think ye have eternal life: and they are they which testify of me.

Acts 17:11 These were more noble than those in Thessalonica, in that they received the word with all readiness of mind, and searched the scriptures daily, whether those things were so.

In this lesson, I will give you some questions that people have asked me over the years and some verses that are best to use to answer their questions. Typically speaking, when I am witnessing to someone and they ask me a question, I usually say something like this, "That is a good question and when I finish, I will show you what the Bible says about that."

Sometimes, they ask a question directly pertaining to the Gospel and you need to answer them in order for them to believe what it is you are showing them. The purpose of this lesson is not to teach you to argue with people but rather to help you know how to answer people who sincerely have questions.

1) Do I need to live a good life to go to Heaven?

*Ephesians 2:8 For by grace are ye saved through faith; and that not of yourselves: it is the gift of God:
9 Not of works, lest any man should boast.*

Romans 11:6 And if by grace, then is it no more of works: otherwise grace is no more grace. But if it be of works, then is it no more grace: otherwise work is no more work.

These verses clearly show that one is not saved by good works or by how they live their life. Salvation is an act of God's grace through our faith. If we believe that Jesus is the only way to Heaven and place our faith in Jesus alone by calling upon Jesus to save us, we are saved. It is good to live a good life, but a good life is not necessary for one to go to Heaven.

2) Do I need to be baptized to go to Heaven?

1 Peter 3:21 The like figure whereunto even baptism doth also now save us (not the putting away of the filth of the flesh, but the answer of a good conscience toward God,) by the resurrection of Jesus Christ:

Baptism does not save us from the filth of the flesh- sin!

Revelation 1:5 And from Jesus Christ, who is the faithful witness, and the first begotten of the dead, and the prince of the kings of the earth. Unto him that loved us, and washed us from our sins in his own blood,

The blood of Jesus Christ, not the baptistery water, washes away our sins.

Mark 16:15 And he said unto them, Go ye into all the world, and preach the gospel to every creature.

16 He that believeth and is baptized shall be saved; but he that believeth not shall be damned.

Only if one does not believe he is damned- headed for Hell.

Acts 22:16 And now why tarriest thou? arise, and be baptized, and wash away thy sins, calling on the name of the Lord.

Calling on the name of the Lord is how your sins can be washed away. Baptism is a different act and for a different purpose.

There are many things I say to someone who thinks baptism is necessary for salvation. Besides these verses, I may point out some of these things to them.

- a. If baptism saves us, why did Jesus get baptized? Did He need to be saved?
- b. The thief on the cross did not get baptized and Jesus promised him a home in Heaven.
- c. Baptism is a work not faith. If baptism saves us, salvation is by works not by grace.
- d. What happens to your sins after you get baptized?
- e. Baptism is like a wedding band. A wedding band does not make one married, but it symbolizes one's marriage. Baptism is a symbol of salvation but not the substance of salvation.

3) Is that all I must do to go to Heaven? It sounds too easy.

Titus 1:2 In hope of eternal life, which God, that cannot lie, promised before the world began;

It may be easy for us to be saved but it was hard for Jesus. He had to die for us, suffer our Hell and rise victoriously from the dead. He also had to live a sinless life before dying on the cross. What He did was not easy. In fact, only God could have done what He did!

The fact that God's Word is true, and that God cannot lie means that if you would by faith receive Christ as your Saviour by calling upon Him to save you from Hell, you are saved and on your way to Heaven!

John 1:12 But as many as received him, to them gave he power to become the sons of God, even to them that believe on his name:

4) What about people who are not bad but are good people?

Romans 3:10 As it is written, There is none righteous, no, not one:

11 There is none that understandeth, there is none that seeketh after God.

12 They are all gone out of the way, they are together become unprofitable; there is none that doeth good, no, not one.

23 For all have sinned, and come short of the glory of God;

Even though some are not what the Bible considers *evil*, we are all *sinners*. None of us, in and of ourselves, can stand with a holy and righteous God. If someone does not think they are "bad enough" to go to Hell, they cannot get saved. Unless they understand that they are lost and on their way to Hell, they do not need to be saved and therefore cannot get saved.

5) Is there something I need to do after I receive Christ to be saved?

Romans 10:3 For they being ignorant of God's righteousness, and going about to establish their own righteousness, have not submitted themselves unto the righteousness of God.

4 For Christ is the end of the law for righteousness to every one that believeth.

Christ is the end. We do not need anything or anyone more to be saved. If one has Christ as their personal Saviour, they have all they need to go to Heaven.

1 John 5:11 And this is the record, that God hath given to us eternal life, and this life is in his Son.

12 He that hath the Son hath life; and he that hath not the Son of God hath not life.

6) Can I lose my salvation once I have received Christ as my Saviour?

a. Once we are saved, Jesus will never leave us.

Hebrews 13:5 Let your conversation be without covetousness; and be content with such things as ye have: for he hath said, I will never leave thee, nor forsake thee.

The Bible clearly teaches the truth that once a person is saved, he is always saved. Jesus will never leave us. Once He writes our names in the Book of Life, He will never erase our names out of that book!

b. Once a person gets saved, he is sealed until he gets to Heaven.

Ephesians 4:30 And grieve not the holy Spirit of God, whereby ye are sealed unto the day of redemption.

The word sealed means “to stamp with a signet or a private mark.” This is the seal of the King. This is what was commonly used when a king sent a letter or passed a law. The king’s royal seal was placed on that document. The King of kings has done the same with all who are saved but the seal that He uses is the Holy Spirit. This denotes authentic ownership of the King. Once you are saved, God places His holy seal of ownership upon you, and you are His.

2 Corinthians 1:21 Now he which stablisheth us with you in Christ, and hath anointed us, is God;

22 Who hath also sealed us, and given the earnest of the Spirit in our hearts.

2 Corinthians 5:5 Now he that hath wrought us for the selfsame thing is God, who also hath given unto us the earnest of the Spirit.

The word earnest is a down payment. This is very similar to when one purchases a house. You give the earnest money when you sign the contract of agreement to purchase, then on a specified date, you give the full payment for purchase of the home. God gave us a down payment when we were saved, and the full payment comes at the rapture when we get our glorified bodies!

Ephesians 1:12 That we should be to the praise of his glory, who first trusted in Christ.

13 In whom ye also trusted, after that ye heard the word of truth, the gospel of your salvation: in whom also after that ye believed, ye were sealed with that holy Spirit of promise,

14 Which is the earnest of our inheritance until the redemption of the purchased possession, unto the praise of his glory.

Once I got saved, I was sealed with the Holy Spirit. This is the earnest or down payment on my salvation. Once I have been sealed, I will always be saved.

c. Jesus died once for all, and you only must be saved one time in order to go to Heaven!

*Hebrews 10:10 By the which will we are sanctified through the offering of the body of Jesus Christ once for all.
12 But this man, after he had offered one sacrifice for sins for ever, sat down on the right hand of God;
14 For by one offering he hath perfected for ever them that are sanctified.*

Hebrews 9:12 Neither by the blood of goats and calves, but by his own blood he entered in once into the holy place, having obtained eternal redemption for us.

24 For Christ is not entered into the holy places made with hands, which are the figures of the true; but into heaven itself, now to appear in the presence of God for us:

25 Nor yet that he should offer himself often, as the high priest entereth into the holy place every year with blood of others;

26 For then must he often have suffered since the foundation of the world: but now once in the end of the world hath he appeared to put away sin by the sacrifice of himself.

If one would need to get saved many times, Jesus would have had to die many times. The Bible says that Jesus died once for all and that means we only need to be saved one time. Once we are saved, we are always saved.

7) If I keep the Ten Commandments, won't I go to Heaven?

Galatians 2:16 Knowing that a man is not justified by the works of the law, but by the faith of Jesus Christ, even we have believed in Jesus Christ, that we might be justified by the faith of Christ, and not by the works of the law: for by the works of the law shall no flesh be justified.

Galatians 3:11 But that no man is justified by the law in the sight of God, it is evident: for, The just shall live by faith.

No one shall be justified (saved) by the keeping of the law. Some may look at the Ten Commandments" as something special but in all reality, those commandments are not on a higher plane than the other commandments that are mentioned in the Bible. All God's commandments are important enough to obey!

Even if one could keep the Ten Commandments all the time, it still would not be enough to make it to Heaven. The only way to Heaven is by receiving Jesus Christ as one's personal Saviour.

8) Why did God give us the law if keeping the law cannot get us to Heaven?

Galatians 3:24 Wherefore the law was our schoolmaster to bring us unto Christ, that we might be justified by faith.

The law was given to show us our need for a Saviour. The law reveals our sin condition and our need to be saved. The law was never given to us to show us how to live so that we would be accepted into Heaven!

9) Will I go to Heaven if I do more good deeds than bad?

James 2:10 For whosoever shall keep the whole law, and yet offend in one point, he is guilty of all.

11 For he that said, Do not commit adultery, said also, Do not kill. Now if thou commit no adultery, yet if thou kill, thou art become a transgressor of the law.

Many people are trying to earn their way to Heaven by how they live their lives. The thinking is that if they do more good deeds than bad, God will let them into Heaven. God has no scale with which to judge us on

Judgment Day. God will not place all our good deeds on one side and all our bad deeds on the other side and determine which weighs the most. God will only do one thing.

Revelation 20:15 And whosoever was not found written in the book of life was cast into the lake of fire.

God will open the Book of Life and see if our names are written within. That is the only determining factor on whether we will make it to Heaven. If your name is written in the Book of Life, by Jesus Christ, you will have a home in Heaven for all eternity. Otherwise, the lake of fire will be your eternal destination.

10) What if my religion teaches another way to Heaven? Can I make it to Heaven that way?

Colossians 2:8 Beware lest any man spoil you through philosophy and vain deceit, after the tradition of men, after the rudiments of the world, and not after Christ.

Religion is a man-made set of traditions and guidelines, that even though were meant well, will not get anyone into Heaven. Baby baptism, confirmation, catechism, speaking in tongues, water baptism, fullness of the Holy Spirit, living by the “golden rule,” and other such things are what religion teaches one needs to follow to go to Heaven. Beware of man’s traditions that are not after Christ. There is only one way to Heaven according to the Bible and the Bible is always right over religion!

11) What would happen to me if I later changed my belief or lost my faith in God?

2 Timothy 2:11 It is a faithful saying: For if we be dead with him, we shall also live with him:

12 If we suffer, we shall also reign with him: if we deny him, he also will deny us:

13 If we believe not, yet he abideth faithful: he cannot deny himself.

Of course, I would never encourage one to lose faith in God or change their beliefs after getting saved, but the truth is, once you get saved, you will always be saved. Once you are born again, you cannot get “un-born!” Yes, people change, and some lose their faith in God later in life. Always remember that you are not saved by holding on to Jesus but by Jesus holding on to you!

John 10:27 My sheep hear my voice, and I know them, and they follow me:

28 And I give unto them eternal life; and they shall never perish, neither shall any man pluck them out of my hand.

29 My Father, which gave them me, is greater than all; and no man is able to pluck them out of my Father's hand.

30 I and my Father are one.

John 18:9 That the saying might be fulfilled, which he spake, Of them which thou gavest me have I lost none.

John 17:12 While I was with them in the world, I kept them in thy name: those that thou gavest me I have kept, and none of them is lost, but the son of perdition; that the scripture might be fulfilled.

John 6:37 All that the Father giveth me shall come to me; and him that cometh to me I will in no wise cast out.

38 For I came down from heaven, not to do mine own will, but the will of him that sent me.

39 And this is the Father's will which hath sent me, that of all which he hath given me I should lose nothing, but should raise it up again at the last day.

12) How do I know that I could trust the Bible if men wrote it?

2 Timothy 3:15 And that from a child thou hast known the holy scriptures, which are able to make thee wise unto salvation through faith which is in Christ Jesus.

16 All scripture is given by inspiration of God, and is profitable for doctrine, for reproof, for correction, for instruction in righteousness:

17 That the man of God may be perfect, thoroughly furnished unto all good works.

Since all Scripture “is given by inspiration of God,” it is all true. The Scriptures are “able to make us wise unto salvation!” God chose to use man to write His Word just like He chooses to use men for different things today. God will always use people to accomplish His will.

13) But what about all the people all over the world who have never heard about Jesus?

Titus 2:11 For the grace of God that bringeth salvation hath appeared to all men,

12 Teaching us that, denying ungodliness and worldly lusts, we should live soberly, righteously, and godly, in this present world;

13 Looking for that blessed hope, and the glorious appearing of the great God and our Saviour Jesus Christ;

Usually when people ask me this question I reply, “I am not talking to people all over the world. I am talking to YOU and YOU need to understand that the Bible says YOU need to ask Jesus to save YOU for YOU to go to Heaven.”

Then I show them this verse and explain that I do not completely understand how this works, but the Bible says that “the grace of God that bringeth salvation hath appeared to ALL MEN.” This means that everyone will have at least one opportunity to get saved.

14) Doesn't God choose who will go to Heaven and who will not go to Heaven?

1 Timothy 2:3 For this is good and acceptable in the sight of God our Saviour;

4 Who will have all men to be saved, and to come unto the knowledge of the truth.

5 For there is one God, and one mediator between God and men, the man Christ Jesus;

6 Who gave himself a ransom for all, to be testified in due time.

2 Peter 3:9 The Lord is not slack concerning his promise, as some men count slackness; but is longsuffering to us-ward, not willing that any should perish, but that all should come to repentance.

Revelation 22:17 And the Spirit and the bride say, Come. And let him that heareth say, Come. And let him that is athirst come. And whosoever will, let him take the water of life freely.

Ephesians 1:3 Blessed be the God and Father of our Lord Jesus Christ, who hath blessed us with all spiritual blessings in heavenly places in Christ:

4 According as he hath chosen us in him before the foundation of the world, that we should be holy and without blame before him in love:

5 Having predestinated us unto the adoption of children by Jesus Christ to himself, according to the good pleasure of his will,

6 To the praise of the glory of his grace, wherein he hath made us accepted in the beloved.

7 In whom we have redemption through his blood, the forgiveness of sins, according to the riches of his grace;

8 Wherein he hath abounded toward us in all wisdom and prudence;

9 Having made known unto us the mystery of his will, according to his good pleasure which he hath purposed in himself:

10 That in the dispensation of the fulness of times he might gather together in one all things in Christ, both which are in heaven, and which are on earth; even in him:

11 In whom also we have obtained an inheritance, being predestinated according to the purpose of him who worketh all things after the counsel of his own will:

12 That we should be to the praise of his glory, who first trusted in Christ.

God gave every man a “free will.” God does not choose who goes to Heaven and Hell. God wants all to be in Heaven. He wants us to choose Christ as our personal Saviour.

15) Aren't there many ways to interpret the Bible? How do I know which way is correct?

2 Peter 1:19 We have also a more sure word of prophecy; whereunto ye do well that ye take heed, as unto a light that shineth in a dark place, until the day dawn, and the day star arise in your hearts:

20 Knowing this first, that no prophecy of the scripture is of any private interpretation.

21 For the prophecy came not in old time by the will of man: but holy men of God spake as they were moved by the Holy Ghost.

1 Corinthians 2:13 Which things also we speak, not in the words which man's wisdom teacheth, but which the Holy Ghost teacheth; comparing spiritual things with spiritual.

Some may say that one person can read the Bible one way and another a different way, and they both can be right. This is simply not true. There is only one interpretation: God's interpretation.

How can we know what God's interpretation is? God teaches us to compare spiritual things with spiritual. This means to compare the Bible with itself. A verse-by-verse comparison of a doctrine will give you a clear understanding to what God thinks. Since the Bible can never contradict itself, no interpretation is true which disagrees with the Bible.

16) Is Jesus really the ONLY way to Heaven?

Acts 4:12 Neither is there salvation in any other: for there is none other name under heaven given among men, whereby we must be saved.

John 14:6 Jesus saith unto him, I am the way, the truth, and the life: no man cometh unto the Father, but by me.

Many think that there must be different ways for us to get to Heaven. Some even go as far as to say that whatever one thinks is the way to Heaven, is right for him. This is so unbelievably absurd! What we think is not always right. What God thinks is always right.

The only name that will get us to Heaven is Jesus Christ. The name of a religion will not do. Our good name will not do either. This may seem too narrow-minded for some, but truth is always narrow minded!

Matthew 7:13 Enter ye in at the strait gate: for wide is the gate, and broad is the way, that leadeth to destruction, and many there be which go in thereat:

14 Because strait is the gate, and narrow is the way, which leadeth unto life, and few there be that find it.

17) Did anyone in the Bible get saved this way?

Acts 16:31 And they said, Believe on the Lord Jesus Christ, and thou shalt be saved, and thy house.

32 And they spake unto him the word of the Lord, and to all that were in his house.

Luke 23:42 And he said unto Jesus, Lord, remember me when thou comest into thy kingdom.

43 And Jesus said unto him, Verily I say unto thee, To day shalt thou be with me in paradise.

These are two great Bible references to use to show someone that people in the Bible times were saved this very way. The word “believe” in Acts 16 means “to put one’s trust in.” The way one can do this is by calling upon Jesus to be saved. The Bible never says that head knowledge alone will get anyone into Heaven.

This is clearly the only way for us to go to Heaven. Everyone who has ever been saved has been saved the same way!

Acts 10:34 Then Peter opened his mouth, and said, Of a truth I perceive that God is no respecter of persons:

18) What does “being born again” mean?

John 3:3 Jesus answered and said unto him, Verily, verily, I say unto thee, Except a man be born again, he cannot see the kingdom of God.

4 Nicodemus saith unto him, How can a man be born when he is old? can he enter the second time into his mother's womb, and be born?

5 Jesus answered, Verily, verily, I say unto thee, Except a man be born of water and of the Spirit, he cannot enter into the kingdom of God.

6 That which is born of the flesh is flesh; and that which is born of the Spirit is spirit.

7 Marvel not that I said unto thee, Ye must be born again.

To be born again means to be born of the Spirit. This takes place the moment that one calls upon Jesus to be saved. Some may say that this reference teaches that being born again is water baptism, but a careful study clearly shows that it is speaking of being born of the Spirit.

The best analogy that can be used is that just like one cannot have physical life without being born, one cannot have spiritual life without being born again or being born of the Spirit.

Also, it is important to note that being born again is not a “change of life” nor is it a “long drawn-out process.” If one gets truly born again, it happens on a specific day!

2 Corinthians 6:2 (For he saith, I have heard thee in a time accepted, and in the day of salvation have I succoured thee: behold, now is the accepted time; behold, now is the day of salvation.)

CONCLUSION

Galatians 2:21 I do not frustrate the grace of God: for if righteousness come by the law, then Christ is dead in vain.

It is so important that we as soul winners do not frustrate the grace of God - the Gospel. Others may be confused as to how one can get to Heaven, but we need to be able to answer their questions from the Bible. We need to be very clear when presenting the Gospel to the lost.

Ask God to help you to be able to answer people’s questions and determine to spend the rest of your life studying God’s Word.

2 Timothy 2:15 Study to shew thyself approved unto God, a workman that needeth not to be ashamed, rightly dividing the word of truth.

CHAPTER 15

Other Ways To Get Out The Gospel

Philippians 1:27 Only let your conversation be as it becometh the gospel of Christ: that whether I come and see you, or else be absent, I may hear of your affairs, that ye stand fast in one spirit, with one mind striving together for the faith of the gospel;

Colossians 4:6 Let your speech be alway with grace, seasoned with salt, that ye may know how ye ought to answer every man.

The word “conversation” in the Bible means “lifestyle or behavior.” God is saying that our lifestyle should be centered on the Gospel of Christ. One could put it this way: have the Gospel with you in every aspect of life.

You should desire a “soul winner’s life” not just a “soul winning time.” God has called us to be soul winners 24 hours a day, 7 days a week, and 52 weeks a year! Going soul winning for 1 hour a week is ONLY THE MINIMUM, not the goal. You do not have a “soul winner’s life” unless you see people saved more than 4 days out of the month. The Bible does not say that the only time you should witness to others is when you knock on doors. People can and should get saved anywhere, anytime. All they need is a soul winner who will take the Gospel anywhere, anytime!

1) Carry church tracts with you all the time.

Since our church tract does have a clear Gospel presentation, this is a great tool to see people saved. You would never leave home without certain important things: keys, wallet, ID, watch, purse, etc. Never leave home without tracts.

2) Leave Gospel tracts everywhere you go.

The places that one could leave tracts are:

-restaurants -hotel rooms -gas station pumps -public telephones -car wash -elevators
-drive through bank containers -public bathrooms -airplane seats -airports -break rooms
-at work -shopping carts -park benches -bus stops -doors -cafeteria tables
-laundromats -fast food dining areas -sports stadium seats -in the handle of newspaper stands
-on lockers -on the seats in rental cars -foyers -public transportation seats -on vending machines
-popular places where people frequent

Basically, one could leave a tract anywhere others are prone to be. Be wise and creative when getting out the Gospel.

3) Hand tracts directly to people.

I do this everywhere I go, anytime of the day. When I hand them the tract, I do so with the church name facing up. This enables you to have a “foot in the door” even if your conversation only lasts for a few seconds.

You need to get in the habit of handing people tracts all the time. Never leave your home without at least a handful of tracts.

Here are some places where you can hand tracts to people:

- When you pay for food at a drive-through window
- When you give any cashier money when you buy something
- When you are waiting in business' waiting rooms
- When you go to the teller at your bank
- When you sit next to people on public transportation or on airplanes
- When you take a taxi
- When you tip a waitress (always leave a good tip)
- When a repair man or a package deliverer comes to your home
- When solicitors come by your home
- When false religious people come by your home
- When you see an old friend who you have not seen for a while
- When you attend reunions
- When you check your luggage at the airport
- When you have a bellhop carry your suitcases
- When you go soul winning and meet people at their doors or in public
- When standing on a busy street, just hand them to people as they walk by
- Wherever and whenever you meet people

Always be kind and courteous when you hand out tracts. Never be rude or unkind. The people to whom you give tracts will associate your church with how you act. Always be a good testimony.

4) Mail tracts when paying bills or sending a letter to someone.

5) Win people to Christ over the telephone.

There are many other ways you can get the Gospel out to people. Use whatever way you can think of. If it's the right way, you should take advantage of the opportunity. Have a lifestyle that is conducive to soul winning and you will be pleasantly surprised how many people you see saved!

SECTION II

Advanced Soul Winning Lessons

CHAPTER 16

Be Thorough In Your Soul Winning Presentation

- 1) Use the key verse. (*1 John 5:13*)
- 2) Explain well the four points to the plan of salvation.
- 3) Never proceed to the next point unless he believes the previous points.
- 4) Use (*Revelation 20:14-15.*)
- 5) Emphasize the Book of Life.
- 6) In your presentation, shoot down common misbeliefs about how one gets to Heaven.
 - a) Church
 - b) Religion
 - c) Baptism
 - d) Good deeds vs. bad deeds
- 7) Talk slowly.
- 8) Do not come across as making a sale or using a sales pitch.
- 9) Treat them like you would your loved one or best friend.
- 10) Allow the Holy Spirit to give you some variations in verses that you use if it is necessary for the person to whom you are witnessing to better understand the Gospel. Always use the four points in the “Romans Road” but allow for other verses to be used as well.
- 11) Give them the opportunity to respond or ask questions.
- 12) Look them in the eyes.
- 13) Give them respect. Remember, you must win them to yourself before you can win them to Christ. Your appearance and attitude make a big difference!
- 14) When closing, briefly explain the four points once again.
- 15) Explain what you are about to pray.
- 16) Use your personal testimony to help them understand the need to pray to be saved.
- 17) Pray slowly and accurately.
- 18) With children, it is helpful to use pictures along with the verses.
- 19) Be very careful not to dilute the Gospel or to misrepresent it in any way. (*Galatians 1:6-9*)

CHAPTER 17

Common Misrepresentations Of The Gospel

Be very careful not to misrepresent the Gospel in any way.

Galatians 1:6 I marvel that ye are so soon removed from him that called you into the grace of Christ unto another gospel:

7 Which is not another; but there be some that trouble you, and would pervert the gospel of Christ.

8 But though we, or an angel from heaven, preach any other gospel unto you than that which we have preached unto you, let him be accursed.

9 As we said before, so say I now again, If any man preach any other gospel unto you than that ye have received, let him be accursed.

These are some common misrepresentations and some verses with which to refute them.

a) Misunderstood repentance

Mark 1:14 Now after that John was put in prison, Jesus came into Galilee, preaching the gospel of the kingdom of God,

15 And saying, The time is fulfilled, and the kingdom of God is at hand: repent ye, and believe the gospel.

Repentance concerning salvation is only repenting of whatever you believe will get you to Heaven and believe the Gospel. One does not have to repent of ALL his sins to be saved. This is impossible and nobody can do it. Christians are commanded by God to repent of their sins all throughout their life. An unsaved person only needs to repent of whatever they are trusting in to get to Heaven and trust only in the Gospel for their home in Heaven.

b) Works salvation

Romans 11:6 And if by grace, then is it no more of works: otherwise grace is no more grace. But if it be of works, then is it no more grace: otherwise work is no more work.

Ephesians 2:8 For by grace are ye saved through faith; and that not of yourselves: it is the gift of God:

9 Not of works, lest any man should boast.

No form of work can save a lost soul from Hell. We are saved completely by the grace of God plus nothing else.

c) Baptism as a part of salvation

1 Peter 3:21 The like figure whereunto even baptism doth also now save us (not the putting away of the filth of the flesh, but the answer of a good conscience toward God,) by the resurrection of Jesus Christ:

Revelation 1:5 And from Jesus Christ, who is the faithful witness, and the first begotten of the dead, and the prince of the kings of the earth. Unto him that loved us, and washed us from our sins in his own blood,

Only the blood of Jesus Christ can wash away sins. The baptistery water cannot wash away sins. When one gets baptized, they are obeying the command of God. We get

baptized “because” our sins have been washed away not “in order to have” our sins washed away. Baptism has never saved anyone. Jesus Christ was baptized not to wash away any sins but to fulfill all righteousness, obedience to prophecy and to show us an example to be in obedience to the Word of God.

d) Being good will get someone to Heaven

James 2:10 For whosoever shall keep the whole law, and yet offend in one point, he is guilty of all.

Galatians 2:21 I do not frustrate the grace of God: for if righteousness come by the law, then Christ is dead in vain.

As good of a life that one can live, he will never be sinless. Heaven is a perfect place and only perfect people deserve to go to Heaven. The only One who has ever been perfect was Jesus Christ. He deserves Heaven but we do not.

e) Predestined to go to Heaven or Hell

1 Timothy 2:3 For this is good and acceptable in the sight of God our Saviour;

4 Who will have all men to be saved, and to come unto the knowledge of the truth.

5 For there is one God, and one mediator between God and men, the man Christ Jesus;

6 Who gave himself a ransom for all, to be testified in due time.

2 Peter 3:9 The Lord is not slack concerning his promise, as some men count slackness; but is longsuffering to us-ward, not willing that any should perish, but that all should come to repentance.

Revelation 22:17 And the Spirit and the bride say, Come. And let him that heareth say, Come. And let him that is athirst come. And whosoever will, let him take the water of life freely.

Romans 8:29 For whom he did foreknow, he also did predestinate to be conformed to the image of his Son, that he might be the firstborn among many brethren.

30 Moreover whom he did predestinate, them he also called: and whom he called, them he also justified: and whom he justified, them he also glorified.

Ephesians 1:3 Blessed be the God and Father of our Lord Jesus Christ, who hath blessed us with all spiritual blessings in heavenly places in Christ:

4 According as he hath chosen us in him before the foundation of the world, that we should be holy and without blame before him in love:

5 Having predestinated us unto the adoption of children by Jesus Christ to himself, according to the good pleasure of his will,

6 To the praise of the glory of his grace, wherein he hath made us accepted in the beloved.

7 In whom we have redemption through his blood, the forgiveness of sins, according to the riches of his grace;

8 Wherein he hath abounded toward us in all wisdom and prudence;

9 Having made known unto us the mystery of his will, according to his good pleasure which he hath purposed in himself:

10 That in the dispensation of the fulness of times he might gather together in one all things in Christ, both which are in heaven, and which are on earth; even in him:

11 In whom also we have obtained an inheritance, being predestinated according to the purpose of him who worketh all things after the counsel of his own will:

12 That we should be to the praise of his glory, who first trusted in Christ.

God never predestinated anyone to go to Heaven or to Hell. He wills, desires, ALL men to be saved and He desires ALL to come to repentance. God is not willing,

choosing, for anyone to perish in Hell. We have all been given free will, the ability to choose. Once we have made the choice to call upon Jesus, “who first trusted in Christ,” God then predestinated us to be to the praise of His glory, to be conformed to the image of His Son, to be holy and without blame before Him in love, etc.

f) There are many ways to Heaven, especially for people in other countries

Acts 4:12 Neither is there salvation in any other: for there is none other name under heaven given among men, whereby we must be saved.

The only name that can save a lost soul is Jesus Christ, for all people all over the world!

g) Salvation must be kept by you, or you can lose it

John 3:16 For God so loved the world, that he gave his only begotten Son, that whosoever believeth in him should not perish, but have everlasting life.

36 He that believeth on the Son hath everlasting life: and he that believeth not the Son shall not see life; but the wrath of God abideth on him.

John 5:24 Verily, verily, I say unto you, He that heareth my word, and believeth on him that sent me, hath everlasting life, and shall not come into condemnation; but is passed from death unto life.

Hebrews 6:4 For it is impossible for those who were once enlightened, and have tasted of the heavenly gift, and were made partakers of the Holy Ghost,

5 And have tasted the good word of God, and the powers of the world to come,

6 If they shall fall away, to renew them again unto repentance; seeing they crucify to themselves the Son of God afresh, and put him to an open shame.

Hebrews 10:12 But this man, after he had offered one sacrifice for sins for ever, sat down on the right hand of God;

13 From henceforth expecting till his enemies be made his footstool.

14 For by one offering he hath perfected for ever them that are sanctified.

26 For if we sin wilfully after that we have received the knowledge of the truth, there remaineth no more sacrifice for sins,

27 But a certain fearful looking for of judgment and fiery indignation, which shall devour the adversaries.

28 He that despised Moses' law died without mercy under two or three witnesses:

29 Of how much sorer punishment, suppose ye, shall he be thought worthy, who hath trodden under foot the Son of God, and hath counted the blood of the covenant, wherewith he was sanctified, an unholy thing, and hath done despite unto the Spirit of grace?

30 For we know him that hath said, Vengeance belongeth unto me, I will recompense, saith the Lord. And again, The Lord shall judge his people.

31 It is a fearful thing to fall into the hands of the living God.

True biblical salvation can never be lost by how we live after we are saved. If one could lose their salvation, we all will! We are not saved by us keeping our salvation but rather by Jesus keeping us saved.

h) Being in the right religion will get one to Heaven

Colossians 2:8 Beware lest any man spoil you through philosophy and vain deceit, after the tradition of men, after the rudiments of the world, and not after Christ.

Religion, the tradition of men, cannot save anyone.

i) Different prayers to be saved

John 1:12 But as many as received him, to them gave he power to become the sons of God, even to them that believe on his name:

Luke 23:39 And one of the malefactors which were hanged railed on him, saying, If thou be Christ, save thyself and us.

40 But the other answering rebuked him, saying, Dost not thou fear God, seeing thou art in the same condemnation?

41 And we indeed justly; for we receive the due reward of our deeds: but this man hath done nothing amiss.

42 And he said unto Jesus, Lord, remember me when thou comest into thy kingdom.

43 And Jesus said unto him, Verily I say unto thee, To day shalt thou be with me in paradise.

Luke 18:10 Two men went up into the temple to pray; the one a Pharisee, and the other a publican.

11 The Pharisee stood and prayed thus with himself, God, I thank thee, that I am not as other men are, extortioners, unjust, adulterers, or even as this publican.

12 I fast twice in the week, I give tithes of all that I possess.

13 And the publican, standing afar off, would not lift up so much as his eyes unto heaven, but smote upon his breast, saying, God be merciful to me a sinner.

14 I tell you, this man went down to his house justified rather than the other: for every one that exalteth himself shall be abased; and he that humbleth himself shall be exalted.

Romans 10:9 That if thou shalt confess with thy mouth the Lord Jesus, and shalt believe in thine heart that God hath raised him from the dead, thou shalt be saved.

10 For with the heart man believeth unto righteousness; and with the mouth confession is made unto salvation.

11 For the scripture saith, Whosoever believeth on him shall not be ashamed.

12 For there is no difference between the Jew and the Greek: for the same Lord over all is rich unto all that call upon him.

13 For whosoever shall call upon the name of the Lord shall be saved.

Common prayers that do not accurately represent getting saved:

1. Ask Jesus to come into your heart.
2. Ask Jesus to come into your life.
3. Commit your heart or life to God.
4. Ask Jesus to save you in time of need or from something other than Hell.
5. Have others pray over you to receive Christ.
6. Ask Jesus to forgive you of your sins.

*Always remember that God answers specific prayer specifically. When a person truly gets saved, he needs to specifically deal with his sin and Hell. What a person is asking Jesus to do for them is of utmost importance when getting saved. *

j) We will be reincarnated and come back until we get it right.

Hebrews 9:27 And as it is appointed unto men once to die, but after this the judgment:

Reincarnation is a false belief for one to avoid the judgment of God.

k) Hell is complete annihilation; people will not suffer forever; they will simply cease to exist.

Luke 16:19 There was a certain rich man, which was clothed in purple and fine linen, and fared sumptuously every day:

20 *And there was a certain beggar named Lazarus, which was laid at his gate, full of sores,*
 21 *And desiring to be fed with the crumbs which fell from the rich man's table: moreover the dogs came and licked his sores.*
 22 *And it came to pass, that the beggar died, and was carried by the angels into Abraham's bosom: the rich man also died, and was buried;*
 23 *And in hell he lift up his eyes, being in torments, and seeth Abraham afar off, and Lazarus in his bosom.*
 24 *And he cried and said, Father Abraham, have mercy on me, and send Lazarus, that he may dip the tip of his finger in water, and cool my tongue; for I am tormented in this flame.*
 25 *But Abraham said, Son, remember that thou in thy lifetime receivedst thy good things, and likewise Lazarus evil things: but now he is comforted, and thou art tormented.*
 26 *And beside all this, between us and you there is a great gulf fixed: so that they which would pass from hence to you cannot; neither can they pass to us, that would come from thence.*
 27 *Then he said, I pray thee therefore, father, that thou wouldest send him to my father's house:*
 28 *For I have five brethren; that he may testify unto them, lest they also come into this place of torment.*

Revelation 20:10 And the devil that deceived them was cast into the lake of fire and brimstone, where the beast and the false prophet are, and shall be tormented day and night for ever and ever.
 11 *And I saw a great white throne, and him that sat on it, from whose face the earth and the heaven fled away; and there was found no place for them.*
 12 *And I saw the dead, small and great, stand before God; and the books were opened: and another book was opened, which is the book of life: and the dead were judged out of those things which were written in the books, according to their works.*
 13 *And the sea gave up the dead which were in it; and death and hell delivered up the dead which were in them: and they were judged every man according to their works.*
 14 *And death and hell were cast into the lake of fire. This is the second death.*
 15 *And whosoever was not found written in the book of life was cast into the lake of fire.*

Even though it would be better for one to cease to exist once cast into the lake of fire, it simply is not a reality. Hell is eternal damnation, torment day and night for ever and ever with no hope of relief.

CHAPTER 18

Fruit That Remains

John 15:16 Ye have not chosen me, but I have chosen you, and ordained you, that ye should go and bring forth fruit, and that your fruit should remain: that whatsoever ye shall ask of the Father in my name, he may give it you.

REMAIN - to stay in a given place, state, relation or expectancy.

In the time that I have been a soul winner, I have experienced some measure of “fruit that remains.” In the years I have been a daily soul winner, I am averaging about 15% of my converts coming to church with 7.5% getting baptized. This is something that I am striving to get better at, and I am not satisfied with my current level of results.

These observations and points should help you to have fruit that remains in your soul winning endeavors.

- 1) WE MUST FOLLOW UP ON OUR CONVERTS.**
- 2) KEEP RECORDS OF WHO YOU LEAD TO CHRIST AND IF THEY COME TO CHURCH AND GET BAPTIZED.**
- 3) PUT AS MUCH EFFORT IN DISCIPLING YOUR CONVERTS AS YOU DO IN WINNING THEM TO CHRIST.**
- 4) PRAY OVER THEM BY NAME.**
- 5) VISIT THEM IN ORDER TO GET THEM TO COME TO CHURCH AND TO SEE HOW THEY ARE DOING.**
- 6) SEND THEM MESSAGES OF ENCOURAGEMENT.**
- 7) GIVE THEM A RIDE TO CHURCH IF NEEDED.**
- 8) ARRIVE TO CHURCH EARLY.**
- 9) INTRODUCE THEM TO OTHERS IN CHURCH.**
- 10) SIT WITH THEM IN CHURCH.**
- 11) HAVE A POSITIVE AND JOYFUL ATTITUDE WHILE THEY ARE WITH YOU.**
- 12) LISTEN DURING THE SERVICES.**

- 13) SING OUT DURING THE CONGREGATIONAL SINGING.**
- 14) GIVE IN THE OFFERING AND HELP THEM WITH THEIR VISITOR'S CARD.**
- 15) PARTICIPATE DURING THE PREACHING.**
- 16) NEVER SAY ANYTHING NEGATIVE OR CRITICAL TO YOUR CONVERTS.**
- 17) LET THEM KNOW THAT YOU ARE 100% FOR THE CHURCH AND THE THINGS OF GOD.**
- 18) GET THEM DOWN THE AISLE.**
- 19) ASK THEM IF YOU COULD PRAY WITH THEM.**
- 20) EXPLAIN TO THEM WHAT BAPTISM IS ALL ABOUT AND ENCOURAGE THEM TO GET BAPTIZED.**
- 21) STAY IN TOUCH WITH THEM AFTER THEY COME TO CHURCH.**
- 22) TAKE THEM SOUL WINNING WITH YOU.**
- 23) HAVE THEM OVER FOR A MEAL OR A SNACK AFTER A CHURCH SERVICE.**
- 24) GET TO KNOW THEM AND THEIR NEEDS AND GENUINELY CARE FOR THEM.**
- 25) IF EVERY CHURCH MEMBER REPRODUCED THEMSELVES EVERY YEAR, OUR CHURCHES WOULD DOUBLE EVERY YEAR!**

CHAPTER 19

How To Be A Tree Of Life

There is a common misconception about soul winning and that is that you must go at a certain time every week and a certain way. This is not true. We are making the mistake of letting people all around us go to Hell because we are in the wrong mode when it comes to seeing people saved!

Proverbs 11:30 The fruit of the righteous is a tree of life; and he that winneth souls is wise.

To better understand this verse, we need to define key words in the verse.

FRUIT - rewards or results

RIGHTEOUS - right doings or one who does right things

TREE OF LIFE - that which brings forth life

WINNETH SOULS - seeing people get born again or spiritual salvations

WISE - able to figure it out or one who makes it happen

What God is teaching us is that the results of one who lives right is life to others and he who sees people get saved is one who can figure it out and make it happen. The fruit of the righteous is not your converts becoming soul winners but rather you become a “tree” that produces life in others. Think of the branches of a tree as representing all the different areas and times of your life. If you truly are a tree of life, you will see people saved all throughout your life not just during certain church wide soul winning times.

The mistake we have made is to teach people to have a soul winning time only but not to have a soul winner’s life! We have taught our people the need of reading their Bible every day and praying every day but then to go soul winning every week. We need to teach that soul winning should be a daily event not a weekly event!

Matthew 26:55 In that same hour said Jesus to the multitudes, Are ye come out as against a thief with swords and staves for to take me? I sat daily with you teaching in the temple, and ye laid no hold on me.

Mark 14:49 I was daily with you in the temple teaching, and ye took me not: but the scriptures must be fulfilled.

Luke 9:23 And he said to them all, If any man will come after me, let him deny himself, and take up his cross daily, and follow me.

Luke 19:47 And he taught daily in the temple. But the chief priests and the scribes and the chief of the people sought to destroy him,

Luke 22:53 When I was daily with you in the temple, ye stretched forth no hands against me: but this is your hour, and the power of darkness.

Acts 2:46 And they, continuing daily with one accord in the temple, and breaking bread from house to house, did eat their meat with gladness and singleness of heart,

47 Praising God, and having favour with all the people. And the Lord added to the church daily such as should be saved.

Acts 5:42 And daily in the temple, and in every house, they ceased not to teach and preach Jesus Christ.

Acts 16:5 And so were the churches established in the faith, and increased in number daily.

Acts 17:16 Now while Paul waited for them at Athens, his spirit was stirred in him, when he saw the city wholly given to idolatry.

17 Therefore disputed he in the synagogue with the Jews, and with the devout persons, and in the market daily with them that met with him.

Acts 19:9 But when divers were hardened, and believed not, but spake evil of that way before the multitude, he departed from them, and separated the disciples, disputing daily in the school of one Tyrannus.

Acts 20:31 Therefore watch, and remember, that by the space of three years I ceased not to warn every one night and day with tears.

We need to realize that the Bible is a Book of divine **METHODS** as well as of divine **MESSAGE!**

God clearly wants us to bear fruit!

John 15:1 I am the true vine, and my Father is the husbandman.

2 Every branch in me that beareth not fruit he taketh away: and every branch that beareth fruit, he purgeth it, that it may bring forth more fruit.

3 Now ye are clean through the word which I have spoken unto you.

4 Abide in me, and I in you. As the branch cannot bear fruit of itself, except it abide in the vine; no more can ye, except ye abide in me.

5 I am the vine, ye are the branches: He that abideth in me, and I in him, the same bringeth forth much fruit: for without me ye can do nothing.

6 If a man abide not in me, he is cast forth as a branch, and is withered; and men gather them, and cast them into the fire, and they are burned.

7 If ye abide in me, and my words abide in you, ye shall ask what ye will, and it shall be done unto you.

8 Herein is my Father glorified, that ye bear much fruit; so shall ye be my disciples.

9 As the Father hath loved me, so have I loved you: continue ye in my love.

10 If ye keep my commandments, ye shall abide in my love; even as I have kept my Father's commandments, and abide in his love.

11 These things have I spoken unto you, that my joy might remain in you, and that your joy might be full.

12 This is my commandment, That ye love one another, as I have loved you.

13 Greater love hath no man than this, that a man lay down his life for his friends.

14 Ye are my friends, if ye do whatsoever I command you.

15 Henceforth I call you not servants; for the servant knoweth not what his lord doeth: but I have called you friends; for all things that I have heard of my Father I have made known unto you.

16 Ye have not chosen me, but I have chosen you, and ordained you, that ye should go and bring forth fruit, and that your fruit should remain: that whatsoever ye shall ask of the Father in my name, he may give it you.

1) ASK GOD TO HELP YOU DAILY TO WIN AT LEAST ONE PERSON TO CHRIST.

2) GO BELIEVING.

- 3) ALWAYS CARRY GOSPEL TRACTS AND A BIBLE WITH YOU.
- 4) LOOK FOR PEOPLE WITH WHOM TO SHARE THE GOSPEL.
- 5) WHEN GOD ALLOWS SOMEONE TO CROSS YOUR PATH, ASSUME IT IS TO LEAD THEM TO CHRIST.
- 6) BE YIELDED TO THE HOLY SPIRIT.
- 7) WITNESS ANYWHERE AND ANYTIME.

Some examples of places would be:

- a) parks b) stores c) restaurants d) gas stations e) sidewalks f) houses
 g) laundromats h) sporting events i) hotels j) airports k) work l) bus stops
 m) amusement parks n) coffee shops o) schools p) most any public place

- 8) BE DETERMINED.
- 9) SCHEDULE A TIME TO GO SOUL WINNING DAILY.
- 10) MAKE SURE AND GO SOUL WINNING WHILE ON VACATIONS.
- 11) DURING HOLIDAYS, BE CREATIVE.
- 12) HAND OUT GOSPEL TRACTS EVERYWHERE AND MAIL THEM WHEN YOU PAY YOUR BILLS.
- 13) STOP THE FIRST PERSON YOU SEE WHILE OUT SOUL WINNING.
- 14) LET THE HOLY SPIRIT SPEAK TO YOU ABOUT PEOPLE YOU CASUALLY SEE THROUGHOUT THE DAY.
- 15) PLAN TO SEE SOMEONE SAVED EARLY IN THE DAY.
- 16) ALWAYS BE READY TO WIN SOMEONE TO CHRIST AND SEE HOW MANY OPPORTUNITIES GOD BRINGS TO YOU!

Romans 1:15 So, as much as in me is, I am ready to preach the gospel to you that are at Rome also.

1 Peter 3:15 But sanctify the Lord God in your hearts: and be ready always to give an answer to every man that asketh you a reason of the hope that is in you with meekness and fear:

CHAPTER 20

How To Bear Much Fruit

John 15:1 I am the true vine, and my Father is the husbandman.

2 Every branch in me that beareth not fruit he taketh away: and every branch that beareth fruit, he purgeth it, that it may bring forth more fruit.

3 Now ye are clean through the word which I have spoken unto you.

4 Abide in me, and I in you. As the branch cannot bear fruit of itself, except it abide in the vine; no more can ye, except ye abide in me.

5 I am the vine, ye are the branches: He that abideth in me, and I in him, the same bringeth forth much fruit: for without me ye can do nothing.

6 If a man abide not in me, he is cast forth as a branch, and is withered; and men gather them, and cast them into the fire, and they are burned.

7 If ye abide in me, and my words abide in you, ye shall ask what ye will, and it shall be done unto you.

8 Herein is my Father glorified, that ye bear much fruit; so shall ye be my disciples.

9 As the Father hath loved me, so have I loved you: continue ye in my love.

10 If ye keep my commandments, ye shall abide in my love; even as I have kept my Father's commandments, and abide in his love.

11 These things have I spoken unto you, that my joy might remain in you, and that your joy might be full.

12 This is my commandment, That ye love one another, as I have loved you.

13 Greater love hath no man than this, that a man lay down his life for his friends.

14 Ye are my friends, if ye do whatsoever I command you.

15 Henceforth I call you not servants; for the servant knoweth not what his lord doeth: but I have called you friends; for all things that I have heard of my Father I have made known unto you.

16 Ye have not chosen me, but I have chosen you, and ordained you, that ye should go and bring forth fruit, and that your fruit should remain: that whatsoever ye shall ask of the Father in my name, he may give it you.

The Bible clearly teaches us that we are supposed to bear fruit. There is no getting around this truth. The best thing to do is accept it and work at it.

1 Timothy 1:15 This is a faithful saying, and worthy of all acceptation, that Christ Jesus came into the world to save sinners; of whom I am chief.

Matthew 18:11 For the Son of man is come to save that which was lost.

Luke 19:10 For the Son of man is come to seek and to save that which was lost.

John 12:47 And if any man hear my words, and believe not, I judge him not: for I came not to judge the world, but to save the world.

The reason Jesus came into the world was to see people saved. This should be the reason why we are in the world after we were saved!

1 Peter 2:21 For even hereunto were ye called: because Christ also suffered for us, leaving us an example, that ye should follow his steps:

If it truly is our job to bear fruit, we must figure out how to be as effective as possible. Our text passage in John 15 sheds light on how to bear much fruit. These steps are progressive, and I recommend that one starts on step one and then progresses down the line from there.

1) LET THE WORD OF GOD CLEAN YOU UP.

3 Now ye are clean through the word which I have spoken unto you.

This comes through the preaching and teaching of God's Word. The first thing a new convert should do is find a Bible-Based Baptist church and faithfully attend all the services. God has chosen the foolishness of preaching to clean up our lives. You need a pastor and a church so that you can start bearing fruit!

2) ABIDE IN CHRIST.

4 Abide in me, and I in you. As the branch cannot bear fruit of itself, except it abide in the vine; no more can ye, except ye abide in me.

5 I am the vine, ye are the branches: He that abideth in me, and I in him, the same bringeth forth much fruit: for without me ye can do nothing.

6 If a man abide not in me, he is cast forth as a branch, and is withered; and men gather them, and cast them into the fire, and they are burned.

7 If ye abide in me, and my words abide in you, ye shall ask what ye will, and it shall be done unto you.

Now you need to establish a close walk with God. You need to speak to God daily and let God's Word speak to you. You can go to church for a while without walking close to God, but the average Christian will not make it long without abiding in Christ. Always remember the Bible says greater is He that is in you than he that is in the world. You cannot defeat the devil in your own strength. You need to be close to God! And you cannot bear fruit in and of yourself. Without Christ, you can do nothing!

This also includes being filled with the Holy Spirit. If you allow Christ to abide in you like you should, you will be filled with the Holy Spirit and be empowered to bear fruit.

3) LOVE OTHERS AS CHRIST LOVED US.

9 As the Father hath loved me, so have I loved you: continue ye in my love.

The average Christian does not really bear much fruit and here is one of the many reasons why: we do not love each other like Christ loved us! This is crucial. This comes with maturity in the Lord. We should always be trying to treat others like Jesus would if He walked in our shoes.

4) KEEP GOD'S COMMANDS.

10 If ye keep my commandments, ye shall abide in my love; even as I have kept my Father's commandments, and abide in his love.

14 Ye are my friends, if ye do whatsoever I command you.

When a Christian feels like he is justified in not keeping the commands of God or that he is exempt from some or most of God's commands, he is rendering himself ineffective as a fruit-bearer. If you want to sustain a long period of fruit bearing, you need to learn to be consistent in the commands of God. You need the blessings of God and you dead sure don't want the curse of God on your life if you are to bear much fruit. Obedience is the key to the blessings of God!

5) BE A JOYFUL PERSON.

11 These things have I spoken unto you, that my joy might remain in you, and that your joy might be full.

Nobody likes to be around a grouch or a negative person. Joy is attractive to people. When you have joy in your life, people will want to hear what you have to say. The people of this world are depressed and down. They are looking for joy but not in the right places. If you show them that the Christian life is a life of joy, it will help you to attract others to the Saviour. Every Christian is a billboard for Christianity. What kind of billboard are you?

6) SACRIFICE YOURSELF ON BEHALF OF OTHERS.

13 Greater love hath no man than this, that a man lay down his life for his friends.

This truly is the key ingredient to being a daily soul winner. You need to graduate to this level of life to truly bear much fruit and to give glory to God. Daily sacrificing yourself on behalf of others is truly living like Christ. This involves giving up your time, things that are not sinful but that will get in the way, and truly putting the lost souls of mankind before your personal desires and needs. Most will never be a daily soul winner because they are not willing to live this sacrificial life. Are you willing to sacrifice your life so that others might be saved?

CHAPTER 21

Lead Them In A Proper Prayer

Romans 10:9 That if thou shalt confess with thy mouth the Lord Jesus, and shalt believe in thine heart that God hath raised him from the dead, thou shalt be saved.

10 For with the heart man believeth unto righteousness; and with the mouth confession is made unto salvation.

11 For the scripture saith, Whosoever believeth on him shall not be ashamed.

12 For there is no difference between the Jew and the Greek: for the same Lord over all is rich unto all that call upon him.

13 For whosoever shall call upon the name of the Lord shall be saved.

The longer I go soul winning, the more I realize that people think they are saved because they prayed a prayer and oftentimes the prayer that they prayed is not accurate to a biblical salvation prayer. Make sure and lead your converts in a proper prayer of salvation!

1) ALL THROUGHOUT THE BIBLE, MEN CALLED UPON THE LORD.

Genesis 4:26 And to Seth, to him also there was born a son; and he called his name Enos: then began men to call upon the name of the LORD.

Genesis 12:8 And he removed from thence unto a mountain on the east of Bethel, and pitched his tent, having Bethel on the west, and Hai on the east: and there he builded an altar unto the LORD, and called upon the name of the LORD.

Deuteronomy 4:7 For what nation is there so great, who hath God so nigh unto them, as the LORD our God is in all things that we call upon him for?

1 Chronicles 16:8 Give thanks unto the LORD, call upon his name, make known his deeds among the people.

Psalms 18:3 I will call upon the LORD, who is worthy to be praised: so shall I be saved from mine enemies.

Psalms 50:15 And call upon me in the day of trouble: I will deliver thee, and thou shalt glorify me.

Psalms 55:16 As for me, I will call upon God; and the LORD shall save me.

Psalms 86:5 For thou, Lord, art good, and ready to forgive; and plenteous in mercy unto all them that call upon thee.

Psalms 116:13 I will take the cup of salvation, and call upon the name of the LORD.

Psalms 145:18 The LORD is nigh unto all them that call upon him, to all that call upon him in truth.

Joel 2:32 And it shall come to pass, that whosoever shall call on the name of the LORD shall be delivered: for in mount Zion and in Jerusalem shall be deliverance, as the LORD hath said, and in the remnant whom the LORD shall call.

Zephaniah 3:9 For then will I turn to the people a pure language, that they may all call upon the name of the LORD, to serve him with one consent.

Acts 2:21 And it shall come to pass, that whosoever shall call on the name of the Lord shall be saved.

Acts 22:16 And now why tarriest thou? arise, and be baptized, and wash away thy sins, calling on the name of the Lord.

Romans 10: 12 For there is no difference between the Jew and the Greek: for the same Lord over all is rich unto all that call upon him.

13 For whosoever shall call upon the name of the Lord shall be saved.

1 Corinthians 1:2 Unto the church of God which is at Corinth, to them that are sanctified in Christ Jesus, called to be saints, with all that in every place call upon the name of Jesus Christ our Lord, both theirs and ours:

Calling upon the name of the Lord is not something new in the New Testament. People are misinformed if they think that people were saved in the Old Testament any other way than by “calling upon the name of the Lord.” This is how people have always been and always will be saved!

2) BIBLE EXAMPLES OF PRAYERS FOR SALVATION.

Luke 23:39 And one of the malefactors which were hanged railed on him, saying, If thou be Christ, save thyself and us.

40 But the other answering rebuked him, saying, Dost not thou fear God, seeing thou art in the same condemnation?

41 And we indeed justly; for we receive the due reward of our deeds: but this man hath done nothing amiss.

42 And he said unto Jesus, Lord, remember me when thou comest into thy kingdom.

43 And Jesus said unto him, Verily I say unto thee, To day shalt thou be with me in paradise.

Luke 18:10 Two men went up into the temple to pray; the one a Pharisee, and the other a publican.

11 The Pharisee stood and prayed thus with himself, God, I thank thee, that I am not as other men are, extortioners, unjust, adulterers, or even as this publican.

12 I fast twice in the week, I give tithes of all that I possess.

13 And the publican, standing afar off, would not lift up so much as his eyes unto heaven, but smote upon his breast, saying, God be merciful to me a sinner.

14 I tell you, this man went down to his house justified rather than the other: for every one that exalteth himself shall be abased; and he that humbleth himself shall be exalted.

In these example prayers, people prayed to God for a specific request and their request was answered. These two men were saved or justified.

It is also important to note that the other malefactor who died on the cross asked Jesus to save him, but he did not receive salvation. He did not believe in Jesus, nor did he ask Jesus to save him from going to Hell.

3) SALVATION PRAYER MUST BE IN PROPER CONTEXT IN ORDER FOR IT TO BE REAL.

The basic understanding of one getting saved must be these four things:

- a) I admit that I have sinned.
- b) I understand the penalty for sin is death and Hell.
- c) I believe that Jesus Christ paid my sin debt for me and that only He can get me to Heaven.

- d) I call upon the Lord and ask Him to save me from going to Hell, putting my trust in Him to get to Heaven.

Without covering these four truths, one is not really getting saved.

Matthew 14:30 But when he saw the wind boisterous, he was afraid; and beginning to sink, he cried, saying, Lord, save me.

31 And immediately Jesus stretched forth his hand, and caught him, and said unto him, O thou of little faith, wherefore didst thou doubt?

Here we see Peter asking Jesus to save him and Jesus did. He was not saved from going to Hell! He was saved from drowning.

Many people have prayed a “prayer of salvation” but they were not asking Jesus to save them from Hell. I do not believe their salvation is genuine.

Some people have come on hard times and asked God to save them from their hard times and that is not the same thing as getting saved.

Jonah 1:6 So the shipmaster came to him, and said unto him, What meanest thou, O sleeper? arise, call upon thy God, if so be that God will think upon us, that we perish not.

Here the people were calling upon God so that they would not perish in the boat. This was a prayer but not a prayer of salvation that would get anyone’s name written in the Book of Life.

4) A PRAYER OF SALVATION MUST COME FROM A HEART OF BELIEF IF IT IS TO BE REAL.

John 1:12 But as many as received him, to them gave he power to become the sons of God, even to them that believe on his name:

13 Which were born, not of blood, nor of the will of the flesh, nor of the will of man, but of God.

Romans 10:9 That if thou shalt confess with thy mouth the Lord Jesus, and shalt believe in thine heart that God hath raised him from the dead, thou shalt be saved.

10 For with the heart man believeth unto righteousness; and with the mouth confession is made unto salvation.

Hebrews 4:2 For unto us was the gospel preached, as well as unto them: but the word preached did not profit them, not being mixed with faith in them that heard it.

5) STAY AWAY FROM PRAYERS THAT ADD OTHER THINGS TO SALVATION OR THAT REPLACE THE PROPER INGREDIENTS.

There are many prayers that people pray for salvation but in my experience, it is best to keep to the point. Never dilute salvation or add extras to salvation that are not necessary. Some examples are:

- a) Ask Jesus into your heart.
- b) Invite Jesus into your life.
- c) Commit your life to God.
- d) Ask for forgiveness of all your sins.
- e) Repent of your sins.
- f) Tell Jesus that you will live for Him.
- g) Ask Jesus to help your situation.

CHAPTER 22

Motive For Everyday Soul Winning

To be an everyday soul winner, one must have a **CAUSE**. This **CAUSE** is what will drive you to go when it is not convenient or when it is a sacrifice. Every great work that was ever accomplished for God had a **MAN** who had a **CAUSE** greater than himself!

Today, I will share with you, my cause.

Luke 16:19 "There was a certain rich man, which was clothed in purple and fine linen, and fared sumptuously every day:

20 And there was a certain beggar named Lazarus, which was laid at his gate, full of sores,

21 And desiring to be fed with the crumbs which fell from the rich man's table: moreover the dogs came and licked his sores.

22 And it came to pass, that the beggar died, and was carried by the angels into Abraham's bosom: the rich man also died, and was buried;

23 And in hell he lift up his eyes, being in torments, and seeth Abraham afar off, and Lazarus in his bosom.

24 And he cried and said, Father Abraham, have mercy on me, and send Lazarus, that he may dip the tip of his finger in water, and cool my tongue; for I am tormented in this flame.

25 But Abraham said, Son, remember that thou in thy lifetime receivedst thy good things, and likewise Lazarus evil things: but now he is comforted, and thou art tormented.

26 And beside all this, between us and you there is a great gulf fixed: so that they which would pass from hence to you cannot; neither can they pass to us, that would come from thence.

27 Then he said, I pray thee therefore, father, that thou wouldest send him to my father's house:

28 For I have five brethren; that he may testify unto them, lest they also come into this place of torment.

29 Abraham saith unto him, They have Moses and the prophets; let them hear them.

30 And he said, Nay, father Abraham: but if one went unto them from the dead, they will repent.

31 And he said unto him, If they hear not Moses and the prophets, neither will they be persuaded, though one rose from the dead."

This passage is not a parable but rather a story of two people who lived and died and went somewhere after they died. We often make the mistake of reading our Bibles too quickly. We need to digest what we read, and this passage of Scripture has some very important truths in it which we should all let change our lives and our way of thinking.

I. IF LUKE 16 IS TRUE, ALL THAT MATTERS IS KEEPING PEOPLE OUT OF HELL.

The things we think are important, really are not. Nothing compares to keeping people out of Hell! Every decision you make in life ought to directly or indirectly affect people going to Heaven. If every Christian would spend 60 seconds in Hell, we would live differently! We need to decide once and for all if these verses are true or not true!

Deuteronomy 32:22 "For a fire is kindled in mine anger, and shall burn unto the lowest hell, and shall consume the earth with her increase, and set on fire the foundations of the mountains."

Psalms 9:17 "The wicked shall be turned into hell, and all the nations that forget God."

Proverbs 5:5 "Her feet go down to death; her steps take hold on hell."

Proverbs 7:27 "Her house is the way to hell, going down to the chambers of death."

Proverbs 27:20 "Hell and destruction are never full; so the eyes of man are never satisfied."

Isaiah 5:14 "Therefore hell hath enlarged herself, and opened her mouth without measure: and their glory, and their multitude, and their pomp, and he that rejoiceth, shall descend into it."

Ezekiel 31:16 "I made the nations to shake at the sound of his fall, when I cast him down to hell with them that descend into the pit: and all the trees of Eden, the choice and best of Lebanon, all that drink water, shall be comforted in the nether parts of the earth."

17 They also went down into hell with him unto them that be slain with the sword; and they that were his arm, that dwelt under his shadow in the midst of the heathen."

Matthew 10:28 "And fear not them which kill the body, but are not able to kill the soul: but rather fear him which is able to destroy both soul and body in hell."

Matthew 11:23 "And thou, Capernaum, which art exalted unto heaven, shalt be brought down to hell: for if the mighty works, which have been done in thee, had been done in Sodom, it would have remained until this day."

Matthew 23:33 "Ye serpents, ye generation of vipers, how can ye escape the damnation of hell?"

Mark 9:44 "Where their worm dieth not, and the fire is not quenched."

45 And if thy foot offend thee, cut it off: it is better for thee to enter halt into life, than having two feet to be cast into hell, into the fire that never shall be quenched:

46 Where their worm dieth not, and the fire is not quenched."

47 And if thine eye offend thee, pluck it out: it is better for thee to enter into the kingdom of God with one eye, than having two eyes to be cast into hell fire:

48 Where their worm dieth not, and the fire is not quenched."

Luke 10:15 "And thou, Capernaum, which art exalted to heaven, shalt be thrust down to hell."

Luke 12:5 "But I will forewarn you whom ye shall fear: Fear him, which after he hath killed hath power to cast into hell; yea, I say unto you, Fear him."

Luke 16:22 "And it came to pass, that the beggar died, and was carried by the angels into Abraham's bosom: the rich man also died, and was buried;

23 And in hell he lift up his eyes, being in torments, and seeth Abraham afar off, and Lazarus in his bosom."

II. PEOPLE WHO BELIEVE IN HELL GO SOUL WINNING.

If you truly believed in Hell, how the Word of God describes it, you would warn the lost about Hell. You would do something to help people escape from going to Hell.

III. PEOPLE WHO UNDERSTAND WHAT WILL TAKE PLACE AT THE GREAT WHITE THRONE JUDGMENT ARE SOUL WINNERS.

Revelation 20:11 "And I saw a great white throne, and him that sat on it, from whose face the earth and the heaven fled away; and there was found no place for them."

12 And I saw the dead, small and great, stand before God; and the books were opened: and another book was opened, which is the book of life: and the dead were judged out of those things which were written in the books, according to their works."

13 And the sea gave up the dead which were in it; and death and hell delivered up the dead which were in them: and they were judged every man according to their works."

14 And death and hell were cast into the lake of fire. This is the second death."

15 And whosoever was not found written in the book of life was cast into the lake of fire."

CHAPTER 23

See The Bigness Of It All

2 Corinthians 5:18 And all things are of God, who hath reconciled us to himself by Jesus Christ, and hath given to us the ministry of reconciliation;

19 To wit, that God was in Christ, reconciling the world unto himself, not imputing their trespasses unto them; and hath committed unto us the word of reconciliation.

20 Now then we are ambassadors for Christ, as though God did beseech you by us: we pray you in Christ's stead, be ye reconciled to God.

- 1) Eternity is real.
- 2) Each person you meet in life will spend eternity somewhere.
- 3) God knows them by name. (*Exodus 33:17*)
- 4) God loves them dearly. (*John 3:16*)
- 5) God died for them as much as He died for you. (*I John 2:2*)
- 6) God wants them to be in Heaven. (*II Peter 3:9*)
- 7) God chose you to reconcile the lost to Him. (*II Corinthians 5:18-19*)
- 8) As a soul winner you are an ambassador of Jesus Christ. (*II Corinthians 5:20*)
- 9) When you are soul winning, you are in Christ's stead. (*II Corinthians 5:20*)
- 10) Get the heart of God.
- 11) Look at the lost like God does. (*Mark 6:34*) (*Luke 13:34*) (*Luke 19:41-42*)
- 12) When you witness, see the bigness of it.
- 13) Take great care to handle them properly.
- 14) Give them a pure presentation of the Gospel. (*II Corinthians 2:17*)
- 15) Make sure they get it.
- 16) Pray precisely with them.
- 17) Never "sugar coat" the Gospel nor avoid the truth for fear of offending them.
- 18) Tell them the truth in love. (*Ephesians 4:14-15*)
- 19) Realize that their eternal destination is hanging in the balances.
- 20) Understand how God feels when you win the lost to Him. (*Luke 15:10*)

CHAPTER 24

Fulfilling The Great Commission Completely

Matthew 28:16 Then the eleven disciples went away into Galilee, into a mountain where Jesus had appointed them.

17 And when they saw him, they worshipped him: but some doubted.

18 And Jesus came and spake unto them, saying, All power is given unto me in heaven and in earth.

19 Go ye therefore, and teach all nations, baptizing them in the name of the Father, and of the Son, and of the Holy Ghost:

20 Teaching them to observe all things whatsoever I have commanded you: and, lo, I am with you always, even unto the end of the world. Amen.

Mark 16:15 And he said unto them, Go ye into all the world, and preach the gospel to every creature.

Acts 1:8 But ye shall receive power, after that the Holy Ghost is come upon you: and ye shall be witnesses unto me both in Jerusalem, and in all Judaea, and in Samaria, and unto the uttermost part of the earth.

We need to realize that when it comes to winning the world to Christ, there is a plan that Jesus gave to us that will fulfill this task completely. We need to understand this to be the most productive that we can be.

HOW TO FULFILL THE GREAT COMMISSION

1) WE MUST BE BASED OUT OF A LOCAL CHURCH.

Matthew 28:16 Then the eleven disciples went away into Galilee, into a mountain where Jesus had appointed them.

17 And when they saw him, they worshipped him: but some doubted.

It is very clear that when Jesus gave the “great commission,” the disciples had “gathered” at an appointed place. The Bible tells us of the importance God places on the appointed place, the church!

Acts 20:17 And from Miletus he sent to Ephesus, and called the elders of the church.

18 And when they were come to him, he said unto them, Ye know, from the first day that I came into Asia, after what manner I have been with you at all seasons,

19 Serving the Lord with all humility of mind, and with many tears, and temptations, which befell me by the lying in wait of the Jews:

20 And how I kept back nothing that was profitable unto you, but have shewed you, and have taught you publickly, and from house to house,

21 Testifying both to the Jews, and also to the Greeks, repentance toward God, and faith toward our Lord Jesus Christ.

22 And now, behold, I go bound in the spirit unto Jerusalem, not knowing the things that shall befall me there:

23 Save that the Holy Ghost witnesseth in every city, saying that bonds and afflictions abide me.

24 But none of these things move me, neither count I my life dear unto myself, so that I might finish my course with joy, and the ministry, which I have received of the Lord Jesus, to testify the gospel of the grace of God.

25 And now, behold, I know that ye all, among whom I have gone preaching the kingdom of God, shall see my face no more.

26 Wherefore I take you to record this day, that I am pure from the blood of all men.

27 For I have not shunned to declare unto you all the counsel of God.

28 Take heed therefore unto yourselves, and to all the flock, over the which the Holy Ghost hath made you overseers, to feed the church of God, which he hath purchased with his own blood.

29 For I know this, that after my departing shall grievous wolves enter in among you, not sparing the flock.

30 Also of your own selves shall men arise, speaking perverse things, to draw away disciples after them.

It is very clear, based on the context of this passage of Scripture, that “the church” which is in reference is not “all Christians in the world” but rather a local “flock.” The local gathering is the church.

The great commission was given to Christians in a local gathering - church!

People can win souls to Christ who are not a part of a local church, but they will not effectively reach the world like Jesus expects us to do. The Bible is not only a Book of divine message, but it is also a Book of divine methods!

2) WE MUST GET OUR POWER FROM JESUS.

Matthew 28:18 And Jesus came and spake unto them, saying, All power is given unto me in heaven and in earth.

If we are to reach the world with the Gospel of Jesus Christ, we cannot do it in our own power or strength. We must have the power of God!

John 15:1 I am the true vine, and my Father is the husbandman.

2 Every branch in me that beareth not fruit he taketh away: and every branch that beareth fruit, he purgeth it, that it may bring forth more fruit.

3 Now ye are clean through the word which I have spoken unto you.

4 Abide in me, and I in you. As the branch cannot bear fruit of itself, except it abide in the vine; no more can ye, except ye abide in me.

5 I am the vine, ye are the branches: He that abideth in me, and I in him, the same bringeth forth much fruit: for without me ye can do nothing.

6 If a man abide not in me, he is cast forth as a branch, and is withered; and men gather them, and cast them into the fire, and they are burned.

7 If ye abide in me, and my words abide in you, ye shall ask what ye will, and it shall be done unto you.

8 Herein is my Father glorified, that ye bear much fruit; so shall ye be my disciples.

To bear the fruit that God wants us to bear, we **MUST** abide in Jesus and let Jesus abide in us. Without Jesus, we can do **NOTHING**!

3) WE MUST GO.

Matthew 28:19 Go ye therefore, and teach all nations, baptizing them in the name of the Father, and of the Son, and of the Holy Ghost:

We will never win the world to Christ until we go! There is no other way to accomplish the task that is set before us.

Luke 14:16 Then said he unto him, A certain man made a great supper, and bade many:

17 And sent his servant at supper time to say to them that were bidden, Come; for all things are now ready.

18 And they all with one consent began to make excuse. The first said unto him, I have bought a piece of ground, and I must needs go and see it: I pray thee have me excused.

19 And another said, I have bought five yoke of oxen, and I go to prove them: I pray thee have me excused.

20 And another said, I have married a wife, and therefore I cannot come.

21 So that servant came, and shewed his lord these things. Then the master of the house being angry said to his servant, Go out quickly into the streets and lanes of the city, and bring in hither the poor, and the maimed, and the halt, and the blind.

22 And the servant said, Lord, it is done as thou hast commanded, and yet there is room.

23 And the lord said unto the servant, Go out into the highways and hedges, and compel them to come in, that my house may be filled.

24 For I say unto you, That none of those men which were bidden shall taste of my supper.

4) WE MUST WIN.

Matthew 28:19 Go ye therefore, and teach all nations, baptizing them in the name of the Father, and of the Son, and of the Holy Ghost:

Proverbs 11:30 The fruit of the righteous is a tree of life; and he that winneth souls is wise.

Daniel 12:3 And they that be wise shall shine as the brightness of the firmament; and they that turn many to righteousness as the stars for ever and ever.

We are commanded to “warn” the lost and to “teach” people the Gospel. But it is expected that we “win” the lost if the great commission is to be fulfilled. To evangelize the world, we need to **WIN** souls to Christ.

5) WE MUST BAPTIZE OUR CONVERTS.

Matthew 28:19 Go ye therefore, and teach all nations, baptizing them in the name of the Father, and of the Son, and of the Holy Ghost:

Baptism is extremely important to Jesus. It is the first step of obedience once a person is saved. To win the world, we must be obedient Christians. Baptism is essential for a new convert to please God and to help in gaining the power of God on his life.

Matthew 3:13 Then cometh Jesus from Galilee to Jordan unto John, to be baptized of him.

14 But John forbad him, saying, I have need to be baptized of thee, and comest thou to me?

15 And Jesus answering said unto him, Suffer it to be so now: for thus it becometh us to fulfil all righteousness. Then he suffered him.

16 And Jesus, when he was baptized, went up straightway out of the water: and, lo, the heavens were opened unto him, and he saw the Spirit of God descending like a dove, and lighting upon him:

17 And lo a voice from heaven, saying, This is my beloved Son, in whom I am well pleased.

6) WE MUST TEACH OUR CONVERTS TO OBSERVE THE COMMANDS OF JESUS.

Matthew 28:20 Teaching them to observe all things whatsoever I have commanded you: and, lo, I am with you alway, even unto the end of the world. Amen.

This means we are to disciple or mentor our converts. We need to teach them specifically the commands of the great commission. Why? If we are to win the world, we cannot do it alone. We could win the world in one generation, 40 years of time, if we all would mentor one convert a year and continued to do so for each year of the generation. This formula works! Jesus gave it to us for a reason and He knows what He is talking about!

7) JESUS PROMISES TO BE WITH US UNTIL WE COMPLETE THIS TASK.

Matthew 28:20 Teaching them to observe all things whatsoever I have commanded you: and, lo, I am with you alway, even unto the end of the world. Amen.

This is a great promise, and Jesus will see us through if we are willing to fulfill the great commission completely!

CHAPTER 25

It Is Possible To Be A Daily Soul Winner

Proverbs 11:30 The fruit of the righteous is a tree of life; and he that winneth souls is wise.

Daniel 12:3 And they that be wise shall shine as the brightness of the firmament; and they that turn many to righteousness as the stars for ever and ever.

John 14:12 Verily, verily, I say unto you, He that believeth on me, the works that I do shall he do also; and greater works than these shall he do; because I go unto my Father.

13 And whatsoever ye shall ask in my name, that will I do, that the Father may be glorified in the Son.

14 If ye shall ask any thing in my name, I will do it.

John 15:16 Ye have not chosen me, but I have chosen you, and ordained you, that ye should go and bring forth fruit, and that your fruit should remain: that whatsoever ye shall ask of the Father in my name, he may give it you.

John 16:23 And in that day ye shall ask me nothing. Verily, verily, I say unto you, Whatsoever ye shall ask the Father in my name, he will give it you.

24 Hitherto have ye asked nothing in my name: ask, and ye shall receive, that your joy may be full.

- 1) YOU MUST WANT TO BE A DAILY SOUL WINNIER.**
- 2) YOU MUST HAVE A CAUSE OR MOTIVATION.**
- 3) YOU MUST PLAN TIME OR SCHEDULE TIME TO WIN THE LOST.**
- 4) PRAY WITHOUT CEASING TO SEE PEOPLE SAVED.**
- 5) LOOK FOR PEOPLE TO WITNESS TO.**
- 6) ASK GOD TO BRING A PERSON ACROSS YOUR PATH WHO WANTS TO BE SAVED.**
- 7) BE READY TO WITNESS. (NEW TESTAMENT & TRACTS)**
- 8) ASK GOD FOR BOLDNESS.**
- 9) STAY RIGHT WITH GOD.**
- 10) CONFESS SINS QUICKLY.**
- 11) READ PASSAGES ON HELL.**
- 12) LISTEN TO PREACHERS WHO ARE SOUL WINNERS.**

- 13) STAY AWAY FROM BOOKS, CONFERENCES, AND PREACHERS THAT WILL DISCOURAGE YOU IN SOUL WINNING.**
- 14) READ THE BIBLE LOOKING FOR VERSES TO USE IN SOUL WINNING.**
- 15) LET THE HOLY SPIRIT GUIDE YOU AS YOU WITNESS.**
- 16) SEE PEOPLE AS SOULS SPENDING ETERNITY SOMEWHERE.**
- 17) GET RID OF ALL EXCUSES.**
- 18) BELIEVE IT IS POSSIBLE.**
- 19) TRUST GOD TO USE YOU.**
- 20) BE CREATIVE IN HOW AND WHEN YOU GO SOUL WINNING. (DOOR TO DOOR IS NOT THE ONLY WAY.)**
- 21) KEEP RECORDS IN A BOOK.**
- 22) ASK GOD TO HELP YOU BE A DAILY SOUL WINNER.**
- 23) PICK A DAY TO START.**
- 24) STAY FOCUSED.**
- 25) REALIZE THAT THE GREAT WHITE THRONE JUDGMENT IS COMING FOR ALL WHO ARE LOST AND YOU WILL WITNESS IT!**

Proverbs 24:11 If thou forbear to deliver them that are drawn unto death, and those that are ready to be slain;

12 If thou sayest, Behold, we knew it not; doth not he that pondereth the heart consider it? and he that keepeth thy soul, doth not he know it? and shall not he render to every man according to his works?

CHAPTER 26

Training Others To Go Soul Winning

Matthew 28:18 And Jesus came and spake unto them, saying, All power is given unto me in heaven and in earth.

19 Go ye therefore, and teach all nations, baptizing them in the name of the Father, and of the Son, and of the Holy Ghost:

20 Teaching them to observe all things whatsoever I have commanded you: and, lo, I am with you alway, even unto the end of the world. Amen.

This passage is what we commonly refer to as **THE GREAT COMMISSION**. In this passage, Jesus gives us four basic orders. They are:

- 1. GO**
- 2. WIN (teach the Gospel)**
- 3. BAPTIZE**
- 4. TEACH (train or disciple)**

The fourth order is what we will focus on in this lesson. We need to properly train our converts to be soul winners. This will better enable us to get the Gospel around the world. It is impossible for us individually to tell all the people in the world how to be saved. But, if we train the ones we win who train the ones they win who train the ones they win and so on and so on, we will get the Gospel around the world!

~TEN TIPS IN TRAINING OTHERS~

1. SPEND TIME WITH THOSE WHO WANT TO BE DISCIPLED.

Mark 3:13 And he goeth up into a mountain, and calleth unto him whom he would: and they came unto him.

14 And he ordained twelve, that they should be with him, and that he might send them forth to preach,

15 And to have power to heal sicknesses, and to cast out devils:

Jesus spent time, three years, with twelve men and disciplined them. Jesus did not choose to spend time equally with all of those He touched. He invested in those who would in turn carry out His message.

You need to likewise invest your time in those who will take what you have taught and carry out your message. Be careful not to spend a lot of time with those who will just waste your efforts. Be wise about who you spend time with and then be wise with the time that you do spend on them.

2. TAKE PEOPLE SOUL WINNING WITH YOU.

Luke 10:1 After these things the Lord appointed other seventy also, and sent them two and two before his face into every city and place, whither he himself would come.

Oftentimes soul winning is better caught than taught. This is especially true at the beginning of somebody's soul winning life. When they get started in soul winning, it is always better for them to see it happen than just to read about it or hear about it in a sermon.

3. TEACH PUBLICLY HOW TO WIN SOULS.

There needs to be regular times throughout the year that you teach in a group setting how to win souls. This could be accomplished in Sunday school, Wednesday night Bible study, or specific soul winning clubs. Just like a pastor would have an annual stewardship emphasis or a missions emphasis, you need to have a soul winning emphasis as well.

4. EMPHASIZE SOUL WINNING IN YOUR ANNOUNCEMENTS AND SERMONS.

You basically get what you emphasize. One of the reasons why some people leave a church is because the pastor constantly talks about money. Whether or not it is true, this is what they perceive. Well, if that is the

case, we ought to emphasize soul winning if it really is important. Use at least one personal illustration of you winning somebody to Christ every service. Talk about soul winning often and regularly!

5. LEAD BY EXAMPLE.

1 Peter 5:1 The elders which are among you I exhort, who am also an elder, and a witness of the sufferings of Christ, and also a partaker of the glory that shall be revealed:

2 Feed the flock of God which is among you, taking the oversight thereof, not by constraint, but willingly; not for filthy lucre, but of a ready mind;

3 Neither as being lords over God's heritage, but being ensamples to the flock.

4 And when the chief Shepherd shall appear, ye shall receive a crown of glory that fadeth not away.

An effective leader is not one who is like a road sign but rather one who is like a personal guide. This means you will better be able to lead others to where you have personally gone yourself or to where you are going.

1 Corinthians 11:1 Be ye followers of me, even as I also am of Christ.

Shame on the pastor who tells his church people to go soul winning who will not go himself! If you want others to go soul winning, you had better go yourself and you had better go more than they do!

Hebrews 5:12 For when for the time ye ought to be teachers, ye have need that one teach you again which be the first principles of the oracles of God; and are become such as have need of milk, and not of strong meat.

13 For every one that useth milk is unskilful in the word of righteousness: for he is a babe.

14 But strong meat belongeth to them that are of full age, even those who by reason of use have their senses exercised to discern both good and evil.

Do not make the mistake of thinking that you have “out-grown soul winning.” If you think you are so spiritual that you need to do other things than soul winning, you need to go back to the beginning and feed on the milk of the Word all over again!

6. INSPIRE OTHERS TO GO SOUL WINNING WHO HAVE RECENTLY BEEN SAVED.

Those who are the most fired up about seeing people saved are those who are newly saved. It is the ones who have been saved for years who most likely have dried up!

John 4:25 The woman saith unto him, I know that Messias cometh, which is called Christ: when he is come, he will tell us all things.

26 Jesus saith unto her, I that speak unto thee am he.

27 And upon this came his disciples, and marvelled that he talked with the woman: yet no man said, What seekest thou? or, Why talkest thou with her?

28 The woman then left her waterpot, and went her way into the city, and saith to the men,

29 Come, see a man, which told me all things that ever I did: is not this the Christ?

30 Then they went out of the city, and came unto him.

39 And many of the Samaritans of that city believed on him for the saying of the woman, which testified, He told me all that ever I did.

40 So when the Samaritans were come unto him, they besought him that he would tarry with them: and he abode there two days.

41 And many more believed because of his own word;

42 And said unto the woman, Now we believe, not because of thy saying: for we have heard him ourselves, and know that this is indeed the Christ, the Saviour of the world.

One of the greatest soul winners who was recorded in the Bible was a lady who had just gotten saved herself. She had taken no classes nor read any books on soul winning. In fact, there is no indication that she even got right with God first. The first thing she did after getting saved was go to the men of that city and encouraged them to come and see Jesus!

7. ONLY HAVE GUEST PREACHERS WHO ARE PERSONAL SOUL WINNERS SPEAK TO YOUR PEOPLE.

In our day and age, preachers have preachers speak to their people because they are personal friends or because they will get an invitation in return. Some even have preachers in because they are popular. We need to have preachers come to our church who will help our people to become what the Bible says they should be!

Listen to preachers as they preach. Pay attention to how many times they talk about people getting saved or how often they tell illustrations of when they led somebody to Christ. The average preacher is not really a personal soul winner like the Bible teaches. This is a sad fact but unfortunately very true. Preachers who are not personal soul winners may entertain your people but will not transform their lives!

8. BE PASSIONATE ABOUT REACHING LOST SOULS.

Acts 20:31 Therefore watch, and remember, that by the space of three years I ceased not to warn every one night and day with tears.

If you are passionate about soul winning, others will believe you more. If you are casual about soul winning, others will not catch it because they really don't believe you believe it personally. You must first convince yourself that the world needs to be reached before convincing others.

9. BE DILIGENT ABOUT KEEPING SOUL WINNING IN YOUR SCHEDULE.

It is so easy for us to let good things get in the way of the main thing. Fight to keep soul winning on the forefront! Never let workdays, remodeling, conferences, holidays, school, etc. get in the way of soul winning. I have been a daily soul winner since 2006 and I go soul winning every day regardless of what time of the year it is or of what is going on at church. Be diligent and be determined about soul winning!

10. UNDERSTAND WHAT JESUS THINKS IS IMPORTANT IN CHURCH.

Mark 16:15 And he said unto them, Go ye into all the world, and preach the gospel to every creature.

1 Timothy 1:15 This is a faithful saying, and worthy of all acceptance, that Christ Jesus came into the world to save sinners; of whom I am chief.

Revelation 2:4 Nevertheless I have somewhat against thee, because thou hast left thy first love.

5 Remember therefore from whence thou art fallen, and repent, and do the first works; or else I will come unto thee quickly, and will remove thy candlestick out of his place, except thou repent.

Luke 14:16 Then said he unto him, A certain man made a great supper, and bade many:

17 And sent his servant at supper time to say to them that were bidden, Come; for all things are now ready.

18 And they all with one consent began to make excuse. The first said unto him, I have bought a piece of ground, and I must needs go and see it: I pray thee have me excused.

19 And another said, I have bought five yoke of oxen, and I go to prove them: I pray thee have me excused.

20 And another said, I have married a wife, and therefore I cannot come.

21 So that servant came, and shewed his lord these things. Then the master of the house being angry said to his servant, Go out quickly into the streets and lanes of the city, and bring in hither the poor, and the maimed, and the halt, and the blind.

22 And the servant said, Lord, it is done as thou hast commanded, and yet there is room.

23 And the lord said unto the servant, Go out into the highways and hedges, and compel them to come in, that my house may be filled.

Jesus wants souls saved more than anything. He came to save the sinners. A church can lose its candlestick if it is not actively engaged in the first works. We are commanded to preach the Gospel in "all the world" and "to every creature." God wants His house filled and we are to compel the lost to get saved.

You had better understand good and well what Jesus expects of His church. I am afraid that we are guilty of spending a lot of time doing things that really do not matter to Jesus. Let's always be about our Father's business of winning the world to Christ!

CHAPTER 27

Teamwork In Soul Winning

Luke 10:1 After these things the Lord appointed other seventy also, and sent them two and two before his face into every city and place, whither he himself would come.

2 Therefore said he unto them, The harvest truly is great, but the labourers are few: pray ye therefore the Lord of the harvest, that he would send forth labourers into his harvest.

Soul winning is the single most important activity of the church. A church that is not a soul winning church has lost its right to be called a church!

Revelation 2:1 Unto the angel of the church of Ephesus write; These things saith he that holdeth the seven stars in his right hand, who walketh in the midst of the seven golden candlesticks;

2 I know thy works, and thy labour, and thy patience, and how thou canst not bear them which are evil: and thou hast tried them which say they are apostles, and are not, and hast found them liars:

3 And hast borne, and hast patience, and for my name's sake hast laboured, and hast not fainted.

4 Nevertheless I have somewhat against thee, because thou hast left thy first love.

5 Remember therefore from whence thou art fallen, and repent, and do the first works; or else I will come unto thee quickly, and will remove thy candlestick out of his place, except thou repent.

We need to go soul winning as a team!

1) WE MUST GO.

Matthew 28:18 And Jesus came and spake unto them, saying, All power is given unto me in heaven and in earth.

19 Go ye therefore, and teach all nations, baptizing them in the name of the Father, and of the Son, and of the Holy Ghost:

20 Teaching them to observe all things whatsoever I have commanded you: and, lo, I am with you alway, even unto the end of the world. Amen.

Jesus said for us to **GO**. We cannot wait for the unsaved to **COME** to us.

2) IT IS BEST TO GO TWO-BY-TWO.

Luke 10:1 After these things the Lord appointed other seventy also, and sent them two and two before his face into every city and place, whither he himself would come.

This of course is not the **ONLY** way, but it is the **BEST** way.

3) EACH PERSON HAS A ROLE.

A) Talker – the one who starts the conversation and who presents the Gospel. He also is the trainer for the silent partner.

B) Silent Partner – his job is to pray, look out for distractions and learn how to soul win.

4) SOUL WINNING CAN BE CAUGHT BETTER THAN TAUGHT.

In other words, to see the teaching in action does more than just to hear about it or to read about it. This is the art of discipleship and training!

5) EVERYONE ON THE TEAM CAN BE A PERSONAL SOUL WINNER.

The keys are **KNOWLEDGE** and **DESIRE**. Learn how to soul win and have a desire to see people saved. This is the heartbeat of God. You, as a Christian, should share in that same heartbeat!

6) WE CAN BECOME BETTER SOUL WINNERS BY LEARNING FROM OTHERS.

John 4:25 The woman saith unto him, I know that Messias cometh, which is called Christ: when he is come, he will tell us all things.

26 Jesus saith unto her, I that speak unto thee am he.

27 And upon this came his disciples, and marvelled that he talked with the woman: yet no man said, What seekest thou? or, Why talkest thou with her?

28 The woman then left her waterpot, and went her way into the city, and saith to the men,

29 Come, see a man, which told me all things that ever I did: is not this the Christ?

30 Then they went out of the city, and came unto him.

31 In the mean while his disciples prayed him, saying, Master, eat.

32 But he said unto them, I have meat to eat that ye know not of.

33 Therefore said the disciples one to another, Hath any man brought him ought to eat?

34 Jesus saith unto them, My meat is to do the will of him that sent me, and to finish his work.

35 Say not ye, There are yet four months, and then cometh harvest? behold, I say unto you, Lift up your eyes, and look on the fields; for they are white already to harvest.

36 And he that reapeth receiveth wages, and gathereth fruit unto life eternal: that both he that soweth and he that reapeth may rejoice together.

37 And herein is that saying true, One soweth, and another reapeth.

38 I sent you to reap that whereon ye bestowed no labour: other men laboured, and ye are entered into their labours.

39 And many of the Samaritans of that city believed on him for the saying of the woman, which testified, He told me all that ever I did.

40 So when the Samaritans were come unto him, they besought him that he would tarry with them: and he abode there two days.

41 And many more believed because of his own word;

42 And said unto the woman, Now we believe, not because of thy saying: for we have heard him ourselves, and know that this is indeed the Christ, the Saviour of the world.

Acts 8:26 And the angel of the Lord spake unto Philip, saying, Arise, and go toward the south unto the way that goeth down from Jerusalem unto Gaza, which is desert.

27 And he arose and went: and, behold, a man of Ethiopia, an eunuch of great authority under Candace queen of the Ethiopians, who had the charge of all her treasure, and had come to Jerusalem for to worship,

28 Was returning, and sitting in his chariot read Esaias the prophet.

29 Then the Spirit said unto Philip, Go near, and join thyself to this chariot.

30 And Philip ran thither to him, and heard him read the prophet Esaias, and said, Understandest thou what thou readest?

31 And he said, How can I, except some man should guide me? And he desired Philip that he would come up and sit with him.

32 The place of the scripture which he read was this, He was led as a sheep to the slaughter; and like a lamb dumb before his shearer, so opened he not his mouth:

33 In his humiliation his judgment was taken away: and who shall declare his generation? for his life is taken from the earth.

34 And the eunuch answered Philip, and said, I pray thee, of whom speaketh the prophet this? of himself, or of some other man?

35 Then Philip opened his mouth, and began at the same scripture, and preached unto him Jesus.

36 And as they went on their way, they came unto a certain water: and the eunuch said, See, here is water; what doth hinder me to be baptized?

37 And Philip said, If thou believest with all thine heart, thou mayest. And he answered and said, I believe that Jesus Christ is the Son of God.

38 And he commanded the chariot to stand still: and they went down both into the water, both Philip and the eunuch; and he baptized him.

Acts 18:24 And a certain Jew named Apollos, born at Alexandria, an eloquent man, and mighty in the scriptures, came to Ephesus.

25 This man was instructed in the way of the Lord; and being fervent in the spirit, he spake and taught diligently the things of the Lord, knowing only the baptism of John.

26 And he began to speak boldly in the synagogue: whom when Aquila and Priscilla had heard, they took him unto them, and expounded unto him the way of God more perfectly.

27 And when he was disposed to pass into Achaia, the brethren wrote, exhorting the disciples to receive him: who, when he was come, helped them much which had believed through grace:

28 For he mightily convinced the Jews, and that publickly, shewing by the scriptures that Jesus was Christ.

7) ONCE YOU BECOME AN EXPERIENCED SOUL WINNER, TRAIN OTHERS.

Reproduce yourself! Christ did when training the disciples. He gave us a pattern to follow.

8) BE A RECRUITER FOR SOUL WINNING.

Invite new people to come out soul winning just like you invite people to church.

9) HOW MANY PEOPLE GO SOUL WINNING DIRECTLY AFFECTS THE GROWTH OF THE CHURCH.

10) GOD EXPECTS US ALL TO BEAR FRUIT.

John 15:1 I am the true vine, and my Father is the husbandman.

2 Every branch in me that beareth not fruit he taketh away: and every branch that beareth fruit, he purgeth it, that it may bring forth more fruit.

3 Now ye are clean through the word which I have spoken unto you.

4 Abide in me, and I in you. As the branch cannot bear fruit of itself, except it abide in the vine; no more can ye, except ye abide in me.

5 I am the vine, ye are the branches: He that abideth in me, and I in him, the same bringeth forth much fruit: for without me ye can do nothing.

6 If a man abide not in me, he is cast forth as a branch, and is withered; and men gather them, and cast them into the fire, and they are burned.

7 If ye abide in me, and my words abide in you, ye shall ask what ye will, and it shall be done unto you.

8 Herein is my Father glorified, that ye bear much fruit; so shall ye be my disciples.

16 Ye have not chosen me, but I have chosen you, and ordained you, that ye should go and bring forth fruit, and that your fruit should remain: that whatsoever ye shall ask of the Father in my name, he may give it you.

CHAPTER 28

The Benefits Of Daily Soul Winning

Psalm 68:19 Blessed be the Lord, who daily loadeth us with benefits, even the God of our salvation. Selah.

There are many benefits to being a daily soul winner. Here are just a few:

1) Every day of your life you get to make an impact in the kingdom of God.

Matthew 21:43 Therefore say I unto you, The kingdom of God shall be taken from you, and given to a nation bringing forth the fruits thereof.

2) You are consciously aware of God and the things of God on a day-to-day basis.

Romans 13:11 And that, knowing the time, that now it is high time to awake out of sleep: for now is our salvation nearer than when we believed.

12 The night is far spent, the day is at hand: let us therefore cast off the works of darkness, and let us put on the armour of light.

Ephesians 5:14 Wherefore he saith, Awake thou that sleepest, and arise from the dead, and Christ shall give thee light.

15 See then that ye walk circumspectly, not as fools, but as wise,

16 Redeeming the time, because the days are evil.

1 Corinthians 15:34 Awake to righteousness, and sin not; for some have not the knowledge of God: I speak this to your shame.

3) When you sin, you get right with God more quickly.

Psalm 86:1 Bow down thine ear, O LORD, hear me: for I am poor and needy.

2 Preserve my soul; for I am holy: O thou my God, save thy servant that trusteth in thee.

3 Be merciful unto me, O Lord: for I cry unto thee daily.

4 Rejoice the soul of thy servant: for unto thee, O Lord, do I lift up my soul.

5 For thou, Lord, art good, and ready to forgive; and plenteous in mercy unto all them that call upon thee.

4) It forces you to stay right with God.

Psalm 78:37 For their heart was not right with him, neither were they stedfast in his covenant.

5) You get to see an answered prayer every day.

Psalm 17:1 Hear the right, O LORD, attend unto my cry, give ear unto my prayer, that goeth not out of feigned lips.

2 Let my sentence come forth from thy presence; let thine eyes behold the things that are equal.

3 Thou hast proved mine heart; thou hast visited me in the night; thou hast tried me, and shalt find nothing; I am purposed that my mouth shall not transgress.

4 Concerning the works of men, by the word of thy lips I have kept me from the paths of the destroyer.

5 Hold up my goings in thy paths, that my footsteps slip not.

6 I have called upon thee, for thou wilt hear me, O God: incline thine ear unto me, and hear my speech.

7 Shew thy marvellous lovingkindness, O thou that savest by thy right hand them which put their trust in thee from those that rise up against them.

8 Keep me as the apple of the eye, hide me under the shadow of thy wings,

6) You will always have joy in your heart every day.

1 Thessalonians 2:20 For ye are our glory and joy.

7) When the devil fights you, you can fight back that day.

Acts 26:16 But rise, and stand upon thy feet: for I have appeared unto thee for this purpose, to make thee a minister and a witness both of these things which thou hast seen, and of those things in the which I will appear unto thee;

17 Delivering thee from the people, and from the Gentiles, unto whom now I send thee,

18 To open their eyes, and to turn them from darkness to light, and from the power of Satan unto God, that they may receive forgiveness of sins, and inheritance among them which are sanctified by faith that is in me.

8) You can now claim the soul winner's prayer promise when you pray.

John 15:16 Ye have not chosen me, but I have chosen you, and ordained you, that ye should go and bring forth fruit, and that your fruit should remain: that whatsoever ye shall ask of the Father in my name, he may give it you.

9) You will receive rewards in Heaven.

Daniel 12:3 And they that be wise shall shine as the brightness of the firmament; and they that turn many to righteousness as the stars for ever and ever.

1 Thessalonians 2:19 For what is our hope, or joy, or crown of rejoicing? Are not even ye in the presence of our Lord Jesus Christ at his coming?

10) God will give you extra protection.

Psalms 84:9 Behold, O God our shield, and look upon the face of thine anointed.

10 For a day in thy courts is better than a thousand. I had rather be a doorkeeper in the house of my God, than to dwell in the tents of wickedness.

11 For the LORD God is a sun and shield: the LORD will give grace and glory: no good thing will he withhold from them that walk uprightly.

12 LORD of hosts, blessed is the man that trusteth in thee.

11) God promises to take care of all your needs.

Matthew 6:33 But seek ye first the kingdom of God, and his righteousness; and all these things shall be added unto you.

12) God will give you wisdom in life.

Proverbs 11:30 The fruit of the righteous is a tree of life; and he that winneth souls is wise.

Daniel 2:21 And he changeth the times and the seasons: he removeth kings, and setteth up kings: he giveth wisdom unto the wise, and knowledge to them that know understanding:

13) You will be better able to give glory to God.

John 15:8 Herein is my Father glorified, that ye bear much fruit; so shall ye be my disciples.

CHAPTER 29

To Be A Failure As A Soul Winner

1 Corinthians 15:34 Awake to righteousness, and sin not; for some have not the knowledge of God: I speak this to your shame.

There is no way that one can succeed at everything in life. We will fail at something or many things. The key is to not fail at the most important things of life.

Joshua 11:15 As the LORD commanded Moses his servant, so did Moses command Joshua, and so did Joshua; he left nothing undone of all that the LORD commanded Moses.

Mark 16:15 And he said unto them, Go ye into all the world, and preach the gospel to every creature.

- 1) IF ONE FAILS IN MARRIAGE, HE MAY END UP DIVORCED.**
- 2) IF ONE FAILS IN PARENTING, HE MAY HAVE A WAYWARD CHILD.**
- 3) IF ONE FAILS IN BUSINESS, HE MAY GO UNDER AND SEE HIS BUSINESS CLOSE.**
- 4) IF ONE FAILS IN PERSONAL FINANCES, HE MAY GO BANKRUPT.**
- 5) IF ONE FAILS IN HEALTH, HE MAY DIE BEFORE GOD INTENDED HIM TO DIE.**
- 6) IF ONE FAILS IN SPORTS, HE MAY LOSE A GAME.**
- 7) IF ONE FAILS IN KEEPING THE LAW, HE MAY END UP IN JAIL.**
- 8) IF ONE FAILS IN HIS WALK WITH GOD, HE MAY NOT BE CLOSE TO GOD.**
- 9) IF ONE FAILS IN HIS FRIENDSHIPS, HE MAY LOSE A FRIEND.**
- 10) IF ONE FAILS IN EDUCATION, HE MAY NOT GET A DIPLOMA OR A DEGREE.**
- 11) IF ONE FAILS IN SOUL WINNING, SOMEONE IS GOING TO SPEND ETERNITY IN HELL.**

Look at how passionate the apostle Paul was about soul winning!

Acts 20:31 Therefore watch, and remember, that by the space of three years I ceased not to warn every one night and day with tears.

*Romans 9:1 I say the truth in Christ, I lie not, my conscience also bearing me witness in the Holy Ghost,
2 That I have great heaviness and continual sorrow in my heart.
3 For I could wish that myself were accursed from Christ for my brethren, my kinsmen according to the flesh:
4 Who are Israelites; to whom pertaineth the adoption, and the glory, and the covenants, and the giving of the law, and the service of God, and the promises;
5 Whose are the fathers, and of whom as concerning the flesh Christ came, who is over all, God blessed for ever. Amen.*

*Romans 10:1 Brethren, my heart's desire and prayer to God for Israel is, that they might be saved.
2 For I bear them record that they have a zeal of God, but not according to knowledge.
3 For they being ignorant of God's righteousness, and going about to establish their own righteousness, have not submitted themselves unto the righteousness of God.
4 For Christ is the end of the law for righteousness to every one that believeth.*

Whatever you do, do not fail at soul winning. When we fail at soul winning, people will die and go to Hell for ever. The consequences are so much more severe!

CHAPTER 30

Soul Winning Is For All Christians

Proverbs 11:30 The fruit of the righteous is a tree of life; and he that winneth souls is wise.

Daniel 12:3 And they that be wise shall shine as the brightness of the firmament; and they that turn many to righteousness as the stars for ever and ever.

The devil wants us to believe that soul winning is a gift given to only a few Christians. This is simply not true. God wants **ALL** Christians to be soul winners.

1) SOUL WINNING IS NOT LISTED IN THE GIFTS OF THE SPIRIT.

Romans 12:4 For as we have many members in one body, and all members have not the same office:

5 So we, being many, are one body in Christ, and every one members one of another.

6 Having then gifts differing according to the grace that is given to us, whether prophecy, let us prophesy according to the proportion of faith;

7 Or ministry, let us wait on our ministering: or he that teacheth, on teaching;

8 Or he that exhorteth, on exhortation: he that giveth, let him do it with simplicity; he that ruleth, with diligence; he that sheweth mercy, with cheerfulness.

1 Corinthians 12:27 Now ye are the body of Christ, and members in particular.

28 And God hath set some in the church, first apostles, secondarily prophets, thirdly teachers, after that miracles, then gifts of healings, helps, governments, diversities of tongues.

29 Are all apostles? are all prophets? are all teachers? are all workers of miracles?

30 Have all the gifts of healing? do all speak with tongues? do all interpret?

31 But covet earnestly the best gifts: and yet shew I unto you a more excellent way.

2) SOUL WINNING WAS COMMISSIONED TO ALL IN THE CHURCH ON FIVE DIFFERENT OCCASSIONS IN THE SCRIPTURES.

Matthew 28:18 And Jesus came and spake unto them, saying, All power is given unto me in heaven and in earth.

19 Go ye therefore, and teach all nations, baptizing them in the name of the Father, and of the Son, and of the Holy Ghost:

20 Teaching them to observe all things whatsoever I have commanded you: and, lo, I am with you alway, even unto the end of the world. Amen.

Mark 16:15 And he said unto them, Go ye into all the world, and preach the gospel to every creature.

Luke 24:45 Then opened he their understanding, that they might understand the scriptures,

46 And said unto them, Thus it is written, and thus it behoved Christ to suffer, and to rise from the dead the third day:

47 And that repentance and remission of sins should be preached in his name among all nations, beginning at Jerusalem.

48 And ye are witnesses of these things.

49 And, behold, I send the promise of my Father upon you: but tarry ye in the city of Jerusalem, until ye be endued with power from on high.

John 20:19 Then the same day at evening, being the first day of the week, when the doors were shut where the disciples were assembled for fear of the Jews, came Jesus and stood in the midst, and saith unto them, Peace be unto you.

20 And when he had so said, he shewed unto them his hands and his side. Then were the disciples glad, when they saw the Lord.

21 Then said Jesus to them again, Peace be unto you: as my Father hath sent me, even so send I you.

22 And when he had said this, he breathed on them, and saith unto them, Receive ye the Holy Ghost:

Acts 1:4 And, being assembled together with them, commanded them that they should not depart from Jerusalem, but wait for the promise of the Father, which, saith he, ye have heard of me.

5 For John truly baptized with water; but ye shall be baptized with the Holy Ghost not many days hence.

6 When they therefore were come together, they asked of him, saying, Lord, wilt thou at this time restore again the kingdom to Israel?

7 And he said unto them, It is not for you to know the times or the seasons, which the Father hath put in his own power.

8 But ye shall receive power, after that the Holy Ghost is come upon you: and ye shall be witnesses unto me both in Jerusalem, and in all Judaea, and in Samaria, and unto the uttermost part of the earth.

3) THE REASON JESUS CAME TO EARTH WAS TO SAVE SINNERS.

1 Timothy 1:15 This is a faithful saying, and worthy of all acceptance, that Christ Jesus came into the world to save sinners; of whom I am chief.

Matthew 18:11 For the Son of man is come to save that which was lost.

Luke 19:10 For the Son of man is come to seek and to save that which was lost.

4) ALL CHRISTIANS ARE SUPPOSED TO BE LIKE JESUS.

1 Peter 2:21 For even hereunto were ye called: because Christ also suffered for us, leaving us an example, that ye should follow his steps:

5) DESIRE TO HAVE A SOUL WINNER'S LIFE NOT JUST A SOUL WINNING TIME.

Philippians 1:27 Only let your conversation be as it becometh the gospel of Christ: that whether I come and see you, or else be absent, I may hear of your affairs, that ye stand fast in one spirit, with one mind striving together for the faith of the gospel;

Conversation (def) lifestyle, manner of life.

- a) Have a set time to go soul winning.
- b) Pass out Gospel tracts all throughout the day.
- c) Always carry a New Testament with you.
- d) Pray to see souls saved daily.

6) SOUL WINNING NEEDS TO BE LEARNED.

Isaiah 1:17 Learn to do well; seek judgment, relieve the oppressed, judge the fatherless, plead for the widow.

Titus 3:14 And let ours also learn to maintain good works for necessary uses, that they be not unfruitful.

Take time to learn if it is important.

- a) Go with an experienced soul winner.
- b) Read good books on soul winning.
- c) Win people to Christ during church services.
- d) Practice, practice, practice.

7) BE CAREFUL NOT TO GET OUT OF ROUTINE CONCERNING SOUL WINNING.

2 Peter 2:20 For if after they have escaped the pollutions of the world through the knowledge of the Lord and Saviour Jesus Christ, they are again entangled therein, and overcome, the latter end is worse with them than the beginning.

21 For it had been better for them not to have known the way of righteousness, than, after they have known it, to turn from the holy commandment delivered unto them.

Once you get out of routine, it will be hard to get back on track. Don't allow yourself to stop soul winning. Remember, excuses do not alleviate responsibility.

8) WE ALL HAVE THE RESPONSIBILITY TO TELL THE LOST HOW TO BE SAVED.

1 Corinthians 9:16 For though I preach the gospel, I have nothing to glory of: for necessity is laid upon me; yea, woe is unto me, if I preach not the gospel!

9) WE ARE CLEAR FROM ALL GUILT IF WE WOULD SIMPLY WARN THE LOST.

Ezekiel 3:17 Son of man, I have made thee a watchman unto the house of Israel: therefore hear the word at my mouth, and give them warning from me.

18 When I say unto the wicked, Thou shalt surely die; and thou givest him not warning, nor speakest to warn the wicked from his wicked way, to save his life; the same wicked man shall die in his iniquity; but his blood will I require at thine hand.

19 Yet if thou warn the wicked, and he turn not from his wickedness, nor from his wicked way, he shall die in his iniquity; but thou hast delivered thy soul.

10) THE TRUTH THAT HELL IS REAL SHOULD MOTIVATE US ALL TO BE SOUL WINNERS.

Luke 16:19 There was a certain rich man, which was clothed in purple and fine linen, and fared sumptuously every day:

20 And there was a certain beggar named Lazarus, which was laid at his gate, full of sores,

21 And desiring to be fed with the crumbs which fell from the rich man's table: moreover the dogs came and licked his sores.

22 And it came to pass, that the beggar died, and was carried by the angels into Abraham's bosom: the rich man also died, and was buried;

23 And in hell he lift up his eyes, being in torments, and seeth Abraham afar off, and Lazarus in his bosom.

24 And he cried and said, Father Abraham, have mercy on me, and send Lazarus, that he may dip the tip of his finger in water, and cool my tongue; for I am tormented in this flame.

25 But Abraham said, Son, remember that thou in thy lifetime receivedst thy good things, and likewise Lazarus evil things: but now he is comforted, and thou art tormented.

26 And beside all this, between us and you there is a great gulf fixed: so that they which would pass from hence to you cannot; neither can they pass to us, that would come from thence.

27 Then he said, I pray thee therefore, father, that thou wouldest send him to my father's house:

28 For I have five brethren; that he may testify unto them, lest they also come into this place of torment.

29 Abraham saith unto him, They have Moses and the prophets; let them hear them.

30 And he said, Nay, father Abraham: but if one went unto them from the dead, they will repent.

31 And he said unto him, If they hear not Moses and the prophets, neither will they be persuaded, though one rose from the dead.

SECTION III

Soul Winning Challenges

CHAPTER 31

Pointers In Soul Winning

1 Corinthians 14:40 Let all things be done decently and in order.

2 Corinthians 6:3 Giving no offence in any thing, that the ministry be not blamed:

- 1. Ask the Holy Spirit to lead you to someone who wants to be saved.**
- 2. Ask the Holy Spirit to help you to lead them to Christ.**
- 3. Remember that while soul winning, you represent the Lord and His church.**
- 4. Always be positive and upbeat - we are not looking to argue with anyone.**
- 5. Introduce yourself and where you are from.**
- 6. Ask them if there is anything you can pray for them about.**
- 7. Before you pray, share a brief testimony of when and how you were saved.**
- 8. Ask them if anyone had ever showed them the verses in the Bible where God says how we can know for sure that Heaven will be our home.**
- 9. Ask them if you can share those verses with them before you pray with them.**
- 10. Be slow and precise when sharing the Gospel.**
- 11. Do not come across like a salesman.**
- 12. After praying with them, invite them to church.**
- 13. NEVER talk to children without their parents' permission.**
- 14. Give tracts to everyone who takes one.**
- 15. Go believing!**

CHAPTER 32

Pointers In Soul Winning Cont.

1 Corinthians 14:40 Let all things be done decently and in order.

2 Corinthians 6:3 Giving no offence in any thing, that the ministry be not blamed:

- 1. Yield to the Holy Spirit and ask Him to give you the right words to say for the specific person to whom you are talking.**
- 2. Do not leave tracts in doors, especially NOT apartment buildings. The managers always call me and ask us not to do that or they will say don't come back.**
- 3. When going soul winning it is important to stay focused on the task at hand. Do not use this time as fellowshipping with your partner. Do this before and after soul winning.**
- 4. Have the verses highlighted or underlined in your New Testament. It will help the person you are witnessing to be able to know where to look.**
- 5. If someone complains that you should not be door knocking because they have a "no solicitation" sign, apologize for disturbing them and go on. Do not say anything negative or argumentative.**
- 6. Never put down another church or religion when soul winning.**
- 7. Be complimentary and brag about them if there is something noticeable.**
- 8. When soul winning, let them know that you appreciate their time and that you will be just a few minutes more.**
- 9. Make a prayer list of all souls won or prospects for church and pray for them regularly.**
- 10. Offer transportation to church, not just by you but also our bus/van ministry.**

CHAPTER 33

The Simplicity Of Soul Winning

Acts 16:29 Then he called for a light, and sprang in, and came trembling, and fell down before Paul and Silas,

30 And brought them out, and said, Sirs, what must I do to be saved?

31 And they said, Believe on the Lord Jesus Christ, and thou shalt be saved, and thy house.

1. **RELAX**- by being yourself.
2. **REDEEM**- the time by not allowing your time out soul winning to be wasted.
3. **RELY**- upon the Holy Spirit to guide you, empower you and use you.
4. **RESPECT**- the people you are talking to - never be disrespectful.
5. **REGULATE**- the conversation by not letting it go off base.
6. **READ**- the Scriptures to them when explaining the plan of salvation.
7. **RECOGNIZE**- their need for explanation if they appear not to understand a point.
8. **REPEAT**- the plan of salvation right before praying with them.
9. **RECOMMEND**- they trust Christ today and not to put it off for another time.
10. **REFUSE**- to give anything less than your best effort.
11. **REMEMBER**- if someone had not told you how to be saved you might not have been.
12. **REVIEW**- what just happened to give them assurance of salvation after they prayed.
13. **RETURN**- to church with all convert slips **completely** filled out.
14. **REJOICE**- over anyone who gets saved.
15. **REPEAT**- the same procedures whenever you go soul winning.

CHAPTER 34

10 Helpful Hints To Use In Your Personal Soul Winning

- I. Be yourself.**
Relax & be natural, pleasant and happy. Don't speed talk.
- II. If possible, deal with the person alone.**
Only one person should do the talking once you get into presenting the Gospel. The silent partner can pray or help with any possible distractions.
- III. Only speak with children if you have their parent's permission.**
A good rule to follow is never speak with anyone under the age of 16 without permission. Never be alone in a house with a minor.
- IV. Learn to place your confidence in the Word of God and the power of the Holy Spirit.**
- V. Always present Christ and Him alone for salvation.**

Dispel any false gospels if need to.
- VI. Sometimes let the person to whom you are witnessing read a portion of the verse or the whole verse.**
- VII. Go soul winning with 10 different people over a six-month period and you will learn more tips.**
- VIII. Carry a large-print pocket-sized New Testament.**

Place your convert slips and salvation certificates in your N.T.
- IX. Pray to the Lord while you are out soul winning.**
- X. Be focused and determined to see somebody saved.**

CHAPTER 35

Seven B's To Put In Your B-Hive Of Soul Winning Tips

- I. Be wise with your approach.**
- II. Be thorough with the Scripture.**
- III. Be aware that satan is there and he wants to prevent a soul from getting saved.**
- IV. Be led by the Holy Spirit.**
 - a. Where to go
 - b. Who to talk to
 - c. What Scripture to use
 - d. What illustrations to use
 - e. How to say it best
- V. Be assuring after they pray for salvation.**
 - a. Romans 10:13
 - b. Ask them where the Bible says they will now go when they die.
 - c. Tell them they only need to be saved one time.
 - d. Once their name is written in the Book of Life, God will never erase it.
- VI. Be prayerful for them after you leave.**
 - a. Record their name on a convert slip along with all the information.
 - b. Put their name on your personal prayer list.
 - c. Tell them you are praying for them.
 - d. Pray for them!
- VII. Be agreeable with them.**
 - a. Don't argue or be controversial.
 - b. Talk about what they want to talk about before you share the Gospel.
 - c. You don't have to compromise or lie to be agreeable.
 - d. Use a common denominator that you both have.
 - e. Find something on which to compliment them.

CHAPTER 36

Helps For New Soul Winners

- I. Just begin.**
 - a. Tell somebody how you got saved. (your testimony).
 - b. Tell them you know according to the Bible you are going to Heaven.
- II. Remember the message that reached your heart.**
 - a. God loved you so much.
 - b. He paid your sin debt in full.
 - c. He did not want you to go to Hell forever.
 - d. He sent a soul winner to tell you the good news.
 - e. Anyone can be saved no matter what they've done.
- III. Listen to instructions and pointers given by the Pastor.**
 - a. Listen for pointers during sermons.
 - b. Listen during testimony times.
- IV. Observe and learn from experienced soul winners.**
 - a. Be teachable.
 - b. Determine to grow as a soul winner.
 - c. Avoid problems by learning from other's mistakes.
- V. Take notes and ask questions.**
 - a. Write down things that will help you.
 - b. Highlight or underline key passages in your New Testament.
 - c. Write down questions and ask people who know the answers.
- VI. Arrange to practice your presentation on an experienced soul winner.**
 - a. While on the way to going soul winning is a good time.
- VII. Don't change what works.**
 - a. You do not have to reinvent the wheel.
 - b. You do not have to be original.
- VIII. Realize that soul winners must depend upon God to see people saved.**
 - a. Pray for God to help, for wisdom, for power and to guide you.
- IX. Soul winners are not the ones saving souls.**
 - a. We do not do the saving, Jesus does.
 - b. We lead them to Christ or win them to Christ.
- X. Don't let fear keep you from getting started.**
 - a. The more you go soul winning the better you will become.
 - b. It will eventually become a way of life not just what you do once a week.

CHAPTER 37

Winning Souls And Keeping The Ones We Win

Matthew 28:18 And Jesus came and spake unto them, saying, All power is given unto me in heaven and in earth.

19 Go ye therefore, and teach all nations, baptizing them in the name of the Father, and of the Son, and of the Holy Ghost:

20 Teaching them to observe all things whatsoever I have commanded you: and, lo, I am with you I, even unto the end of the world. Amen.

We must realize that the Great Commission contains four parts, not just one. The Great Commission is **Go, Win, Baptize & Teach** (disciple). In other words, once we win someone to Christ, we are not finished. We need to get them to go to church. The ones we win to Christ will only get out of our dealings with them what we put into it. If all we deal with is their lost soul, that is all they will get. We must interject the importance of going to church.

- 1) **Do not deal carelessly with a lost soul.**
- 2) **Go through the plan of salvation carefully to be sure the lost understands.**
- 3) **When they pray to be saved, mention the importance that their heart is in it and that they are not just saying words.**
- 4) **Help them with assurance of their salvation and eternal security.**
- 5) **Getting the new convert to visit the church is up to the soul winner. Invite them immediately to come.**
- 6) **It takes the same love, diligence, and concern to get them to come to church as it did to get them to receive Christ as their Saviour.**
- 7) **Do not say anything about baptism until they come to church unless they bring it up.**
- 8) **Offer to pick them up if they need a ride.**
- 9) **Tell them they will be able to sit with you in church.**
- 10) **Invite them over to your house for lunch after church.**
- 11) **Be sure to warn them that the devil will try to distract them and to keep them from coming to church.**
- 12) **Be a friend to the new believer. Care for them like you would if they were in your family.**

If you, the soul winner, will approach getting your converts to church like you do winning them to Christ, you will see similar results.

John 15:16 Ye have not chosen me, but I have chosen you, and ordained you, that ye should go and bring forth fruit, and that your fruit should remain: that whatsoever ye shall ask of the Father in my name, he may give it you.

CHAPTER 38

Goals For Growth

Acts 6:7 And the word of God increased; and the number of the disciples multiplied in Jerusalem greatly; and a great company of the priests were obedient to the faith.

Acts 12:24 But the word of God grew and multiplied.

Acts 19:20 So mightily grew the word of God and prevailed.

I. Growth is necessary to sustain life.

A. Lack of growth is deterioration.

1. Every living thing is either growing or dying.
2. Every Christian is either growing or backsliding.

B. Strength is the result of steady, consistent growth.

1. Rapid, erratic growth may cause weakness.
2. A great Christian is the result of time and steady, yearly growth.

II. Growth requires:

A. Circulation

1. Taking in- walk with God, preaching, etc.
2. Giving out- Soul winning, tithing, ministry, etc.

B. Energy source

1. Prayer
2. Bible Reading
3. Scripture memory
4. Yielding to the Holy Spirit

C. Time

*Growth is impossible without an investment of time. *

III. You are the key to growth in your church.

A. Your church is just an assembly of individuals and families.

B. When we as individuals and families stop growing, the church will stop growing.

IV. Set goals to grow in:

A. Prayer life

B. Bible reading

C. Scripture memory

D. Soul winning

E. Visitors in church

F. Converts baptized

G. Discipleship

H. Giving- tithing, missions, etc.

I. Ministry involvement

CHAPTER 39

Setting Soul Winning Goals

Matthew 25:14 For the kingdom of heaven is as a man travelling into a far country, who called his own servants, and delivered unto them his goods.

15 And unto one he gave five talents, to another two, and to another one; to every man according to his several ability; and straightway took his journey.

16 Then he that had received the five talents went and traded with the same, and made them other five talents.

17 And likewise he that had received two, he also gained other two.

18 But he that had received one went and digged in the earth, and hid his lord's money.

19 After a long time the lord of those servants cometh, and reckoneth with them.

20 And so he that had received five talents came and brought other five talents, saying, Lord, thou deliveredst unto me five talents: behold, I have gained beside them five talents more.

21 His lord said unto him, Well done, thou good and faithful servant: thou hast been faithful over a few things, I will make thee ruler over many things: enter thou into the joy of thy lord.

22 He also that had received two talents came and said, Lord, thou deliveredst unto me two talents: behold, I have gained two other talents beside them.

23 His lord said unto him, Well done, good and faithful servant; thou hast been faithful over a few things, I will make thee ruler over many things: enter thou into the joy of thy lord.

24 Then he which had received the one talent came and said, Lord, I knew thee that thou art an hard man, reaping where thou hast not sown, and gathering where thou hast not strawed:

25 And I was afraid, and went and hid thy talent in the earth: lo, there thou hast that is thine.

26 His lord answered and said unto him, Thou wicked and slothful servant, thou knewest that I reap where I sowed not, and gather where I have not strawed:

27 Thou oughtest therefore to have put my money to the exchangers, and then at my coming I should have received mine own with usury.

28 Take therefore the talent from him, and give it unto him which hath ten talents.

29 For unto every one that hath shall be given, and he shall have abundance: but from him that hath not shall be taken away even that which he hath.

30 And cast ye the unprofitable servant into outer darkness: there shall be weeping and gnashing of teeth.

1) Observation: God gives everyone opportunity.

Application: Do not come up with excuses for not having people saved.

2) Observation: God gives different opportunities and abilities to different people.

Application: Set your goals this year based on what you did last year.

3) Observation: God is concerned with increase more than amount.

Application: Do not compare yourself with others.

4) Observation: God expects you to increase what He has given you.

Application: Make your goals for this year greater than what you did last year.

5) Observation: God will not give you more than you can handle.

Application: Increase your ability through Bible reading & study, prayer, activity, etc.

6) Observation: If you do not increase you will decrease.

Application: Never become satisfied with what you have done.

7) Observation: God adds to those who meet their potential.

Application: Do not increase goals that you have failed to reach.

CHAPTER 40

Behavior For Soul Winners

1 Corinthians 15:57 But thanks be to God, which giveth us the victory through our Lord Jesus Christ.

58 Therefore, my beloved brethren, be ye stedfast, unmoveable, always abounding in the work of the Lord, forasmuch as ye know that your labour is not in vain in the Lord.

- 1) **BE SAVED & KNOW IT**- This is what it means to have on the helmet of salvation.
- 2) **BE OBEDIENT YOURSELF**- Always obey the Bible and the Holy Spirit personally.
- 3) **BE SUBMISSIVE**- Surrender to the Lord and all authority in your life.
- 4) **BE TEACHABLE**- Always be learning from others, especially those who are dedicated Christians.
- 5) **BE FAITHFUL**- To the Lord, His church, His ministry, etc.
- 6) **BE CONSISTENT & PERSISTENT**- Make soul winning and the Bible a way of life.
- 7) **BE PATIENT**- Salvation is instantaneous but the Christian life isn't.
- 8) **BE STUDIOUS**- Always be learning more about the Bible and how to be a better soul winner and Christian.
- 9) **BE PRAYERFUL**- Always depend upon God, never be independent from God.
- 10) **BE CAREFUL**- Watch out for the snares of the devil.
- 11) **BE COMPASSIONATE**- Towards the lost and new Christians.
- 12) **BE UNDERSTANDING**- The lost will act lost most of the time.
- 13) **BE CONCERNED**- Genuinely concerned about people's souls.
- 14) **BE BUSY**- We only have a limited amount of time to win the lost before it is too late.

CHAPTER 41

Some Practical Tips

Daniel 12:3 And they that be wise shall shine as the brightness of the firmament; and they that turn many to righteousness as the stars for ever and ever.

1) THE APPROACH

- a. Don't waste time.
- b. Pray.
- c. The silent partner should stand on the hinge side of the door.
- d. Knock loud enough to be heard or use the doorbell.
- e. Don't talk while standing at the door waiting for it to open.
- f. Stand back from the door.

2) THE INTRODUCTION

- a. Relax.
- b. Introduce yourself and your partner.
- c. Don't speed talk.
- d. Give them a Gospel tract or a flyer.
- e. State your purpose - why you are knocking on their door.

3) QUESTIONS TO ASK

- a. Do you and your family have a church that you attend?
- b. When you die, do you know for sure that you will go to Heaven, or do you hope to go to Heaven?
- c. What are you basing your faith on to go to Heaven?
- d. Has anyone ever showed you from the Bible how you can know for sure you are going to Heaven?
- e. Do you remember getting saved?
- f. If Jesus where to ask you why He should let you in to Heaven, what would you say?
- g. Before we leave, I have a small New Testament with me. May I show you how you can know that you will go to Heaven?

CHAPTER 42

Four Hindrances To Carrying Out The Great Commission

We must not forget that the Great Commission given to us by our Lord has four commands: Go, Win, Baptize & Teach. This is our commission as a church, and it is our hope for reaching the world. The Great Commission produces great Christians which in turn produces great churches!

1) COMPLACENCY

Jude 1:22 And of some have compassion, making a difference:

23 And others save with fear, pulling them out of the fire; hating even the garment spotted by the flesh.

Apathy is a “just don’t care” attitude, unsympathetic heart and a lack of love and concern. We must love the lost and love the Lord enough to fulfill the Great Commission completely. Indifference finds an excuse, but love finds a way!

2) TOO MUCH VISITATION AND NOT ENOUGH SOUL WINNING

Acts 5:42 And daily in the temple, and in every house, they ceased not to teach and preach Jesus Christ.

Jesus wants us to go and win them to Christ. Visit, yes, but always remember that the purpose of the visit is to present a clear Gospel message and win them to our Saviour. Let’s always keep the reason why we are doing this in the forefront.

3) LACK OF CONCERN FOR GETTING OUR CONVERTS TO CHURCH

John 15:16 Ye have not chosen me, but I have chosen you, and ordained you, that ye should go and bring forth fruit, and that your fruit should remain: that whatsoever ye shall ask of the Father in my name, he may give it you.

Remember that it takes the same love and concern to get them to church as it did to win them to Christ. You must see the urgency in getting them to church. Without this, we will not see them baptized or discipled. Jesus wants our fruit to remain!

4) NO VISION

Proverbs 29:18 Where there is no vision, the people perish: but he that keepeth the law, happy is he.

Acts 16:9 And a vision appeared to Paul in the night; There stood a man of Macedonia, and prayed him, saying, Come over into Macedonia, and help us.

10 And after he had seen the vision, immediately we endeavoured to go into Macedonia, assuredly gathering that the Lord had called us for to preach the gospel unto them.

See what can be. See people getting saved, baptized, and discipled.

One lone Christian won his neighbor true;
Brought him to church then there were two.

Two Christians won one more
That doubles their number then there were four.

Four sincere Christians work very late
And each won another, and then there were eight.
Eight splendid Christians, but nothing rhymes with sixteen
So we simply note that in six more rhymes

There would be 1,024
Which would be quite a church full!

CHAPTER 43

Caring For Souls

Matthew 9:36 But when he saw the multitudes, he was moved with compassion on them, because they fainted, and were scattered abroad, as sheep having no shepherd.

To care: a burdensome sense of responsibility.

Genuine caring for souls means:

1. Caring despite the appearance of the lost.

James 2:1 My brethren, have not the faith of our Lord Jesus Christ, the Lord of glory, with respect of persons.

2 For if there come unto your assembly a man with a gold ring, in goodly apparel, and there come in also a poor man in vile raiment;

3 And ye have respect to him that weareth the gay clothing, and say unto him, Sit thou here in a good place; and say to the poor, Stand thou there, or sit here under my footstool:

4 Are ye not then partial in yourselves, and are become judges of evil thoughts?

2. Caring despite the conduct and faults of the lost.

Psalm 10:4 The wicked, through the pride of his countenance, will not seek after God: God is not in all his thoughts.

5 His ways are always grievous; thy judgments are far above out of his sight: as for all his enemies, he puffeth at them.

6 He hath said in his heart, I shall not be moved: for I shall never be in adversity.

7 His mouth is full of cursing and deceit and fraud: under his tongue is mischief and vanity.

11 He hath said in his heart, God hath forgotten: he hideth his face; he will never see it.

3. Caring despite the talk or conversation of the lost.

Psalm 73:6 Therefore pride compasseth them about as a chain; violence covereth them as a garment.

7 Their eyes stand out with fatness: they have more than heart could wish.

8 They are corrupt, and speak wickedly concerning oppression: they speak loftily.

9 They set their mouth against the heavens, and their tongue walketh through the earth.

4. Caring despite the cost of reaching the lost.

1 Corinthians 10:24 Let no man seek his own, but every man another's wealth.

Matthew 19:21 Jesus said unto him, If thou wilt be perfect, go and sell that thou hast, and give to the poor, and thou shalt have treasure in heaven: and come and follow me.

5. Caring despite the time it takes in reaching the lost.

Luke 10:30 And Jesus answering said, A certain man went down from Jerusalem to Jericho, and fell among thieves, which stripped him of his raiment, and wounded him, and departed, leaving him half dead.

31 And by chance there came down a certain priest that way: and when he saw him, he passed by on the other side.

32 And likewise a Levite, when he was at the place, came and looked on him, and passed by on the other side.

33 But a certain Samaritan, as he journeyed, came where he was: and when he saw him, he had compassion on him,

34 And went to him, and bound up his wounds, pouring in oil and wine, and set him on his own beast, and brought him to an inn, and took care of him.

35 And on the morrow when he departed, he took out two pence, and gave them to the host, and said unto him, Take care of him; and whatsoever thou spendest more, when I come again, I will repay thee.

CHAPTER 44

The Soul Winner's Role

1 Corinthians 3:5 Who then is Paul, and who is Apollos, but ministers by whom ye believed, even as the Lord gave to every man?

6 I have planted, Apollos watered; but God gave the increase.

7 So then neither is he that planteth any thing, neither he that watereth; but God that giveth the increase.

8 Now he that planteth and he that watereth are one: and every man shall receive his own reward according to his own labour.

9 For we are labourers together with God: ye are God's husbandry, ye are God's building.

1. WE ARE TO PLANT.

A. The Seed will never be planted if we do not go.

B. We place the Seed in the minds of men by presenting the Gospel clearly and accurately.

2. WE ARE TO WATER.

A. After the Seed has already been planted by somebody else, we water by speaking with them again about the need for salvation.

B. The watering process is best done in a kind and courteous manner.

3. GOD GIVES THE INCREASE.

A. After the Seed has been planted and watered, God moves in with the conviction and the drawing of the Holy Spirit.

B. Jesus is the only One who can bring about salvation.

4. WE SHOULD EXPERIENCE ALL THREE STAGES TODAY.

A. Some, we should plant the Seed with today.

B. Some, we can water today.

C. Some, we should see the increase that God gives.

CONCLUSION:

God wants us to bear fruit.

John 15:16 Ye have not chosen me, but I have chosen you, and ordained you, that ye should go and bring forth fruit, and that your fruit should remain: that whatsoever ye shall ask of the Father in my name, he may give it you.

Let's make sure that we do our role today!

CHAPTER 45

What Makes Soul Winning Exciting?

John 10:10 The thief cometh not, but for to steal, and to kill, and to destroy: I am come that they might have life, and that they might have it more abundantly.

- 1. SOUL WINNING IS A JOB THAT ANYONE IN THE CHURCH CAN DO.**
- 2. YOU CAN TELL OF THE SAVING POWER OF JESUS BY EXPERIENCE NOT HEARSAY.**
- 3. SOUL WINNING IS A CHANCE FOR YOU TO SEE GOD WORK IN THE LIVES OF OTHERS.**
- 4. THERE IS GREAT MYSTERY AND SUSPENSE OF WHO, WHAT, WHERE AND WHEN IN REGARD TO SOUL WINNING.**
- 5. SOUL WINNING DISPLAYS THE POWER OF THE WORD OF GOD.**
- 6. WHEN YOU GO SOUL WINNING YOU STORE UP REWARDS AND TREASURES IN HEAVEN.**
- 7. SOUL WINNING PLEASES THE FATHER.**
- 8. SOUL WINNING AND THE GREAT COMMISSION ENABLES THE CHURCH TO BE ABLE TO GROW.**
- 9. SOUL WINNING CREATES AN EXCITING ATMOSPHERE IN OUR CHURCH SERVICES.**
- 10. SOUL WINNING HELPS YOU TO HAVE A REASON TO STAY RIGHT WITH GOD AND TO STAY CLOSE TO GOD.**

CHAPTER 46

How Is A Person Saved?

Acts 16:30 And brought them out, and said, Sirs, what must I do to be saved?

I. Most “church people” admit to believing that Christ is necessary for salvation.

II. Many “church people” think that something (works) must be added to faith to obtain or “hold on” to salvation.

III. Some “church people” think it is enough to just “believe” in God to go to Heaven.

IV. None of these views are biblically correct.

Galatians 2:16 Knowing that a man is not justified by the works of the law, but by the faith of Jesus Christ, even we have believed in Jesus Christ, that we might be justified by the faith of Christ, and not by the works of the law: for by the works of the law shall no flesh be justified.

Romans 4:4 Now to him that worketh is the reward not reckoned of grace, but of debt.

5 But to him that worketh not, but believeth on him that justifieth the ungodly, his faith is counted for righteousness.

6 Even as David also describeth the blessedness of the man, unto whom God imputeth righteousness without works,

Romans 11:6 And if by grace, then is it no more of works: otherwise grace is no more grace. But if it be of works, then is it no more grace: otherwise work is no more work.

James 2:19 Thou believest that there is one God; thou doest well: the devils also believe, and tremble.

V. There are 3 main ways “church people” view salvation.

- a. Salvation= Faith + Works
- b. Salvation= Works
- c. Salvation = Faith in Christ alone

VI. Conclusion:

- a. If a person includes works for any reason, he is not biblically saved.
- b. If a “church person” believes in God or believes that Christ died on the cross for their sins, do not assume that they have been biblically saved.
- c. Ask them a specific question:
 - 1. How do you know that you are going to Heaven?
 - 2. Has anyone ever showed you from the Bible how to be saved?
 - 3. If you were standing before Jesus and He asked you why He should let you into Heaven, what would you say?
 - 4. Do you know the one thing a person must do to go to Heaven?

CHAPTER 47

Symptoms Of A Soul Winner

Matthew 15:29 And Jesus departed from thence, and came nigh unto the sea of Galilee; and went up into a mountain, and sat down there.

30 And great multitudes came unto him, having with them those that were lame, blind, dumb, maimed, and many others, and cast them down at Jesus' feet; and he healed them:

31 Insomuch that the multitude wondered, when they saw the dumb to speak, the maimed to be whole, the lame to walk, and the blind to see: and they glorified the God of Israel.

32 Then Jesus called his disciples unto him, and said, I have compassion on the multitude, because they continue with me now three days, and have nothing to eat: and I will not send them away fasting, lest they faint in the way.

1. SOUL WINNERS BRING PEOPLE TO JESUS. (VS. 30)

- a. This will make you compassionate.
- b. This will cause you to be patient.

2. SOUL WINNERS NEVER GET USED TO SEEING PEOPLE SAVED. (VS. 31)

- a. It makes every soul winning time and church service exciting.
- b. It will cause you to go the extra mile to see somebody saved.

3. SOUL WINNERS GIVE GOD THE GLORY. (VS 31)

- a. This will remind you that you can do nothing without God.
- b. As long as you keep giving God the glory God will keep saving souls.

4. SOUL WINNERS MAKE SOUL WINNING A WAY OF LIFE. (VS. 32)

- a. As long as Jesus was in their area, they kept bringing sinners to Him.
- b. Jesus is always with us so we can bring sinners to Jesus anytime.

5. SOUL WINNERS ARE REWARDED FOR THEIR WORK. (VS. 32)

- a. Your labor of love will not go unnoticed by God.
- b. God will reward you now, not just in Heaven.

CHAPTER 48

Where No Wood Is The Fire Goeth Out

Proverbs 26:20 Where no wood is, there the fire goeth out...

Ingredients for successful soul winning:

- 1) Soul winner
- 2) Saviour
- 3) Scriptures
- 4) Sinner

Logs needed for the soul winning fire:

I. Log of Preparation.

- a. Walk with God.
- b. Mentally be ready to win someone to Christ.
- c. Read Scripture passages about Hell.

II. Log of Prayer

- a. Ask the Holy Spirit for direction as far as where to go.
- b. Ask the Holy Spirit to help you cross the path of one who wants to be saved.
- c. Ask for protection from the devil or any distractions.
- d. Ask the Holy Spirit to lead your mind to use the best Scriptures and illustrations.

III. Log of Power

- a. Submission is the key to power.
- b. Claim God's promises.
- c. Ask the Holy Spirit for power.
- d. Let God's Word speak for itself.

IV. Log of Persistence

- a. Keep going.
- b. Keep giving.
- c. Keep praying.
- d. Keep following up.
- e. Keep learning.
- f. Keep on keeping on.

CHAPTER 49

Soul Winning Phases

John 15:1 I am the true vine, and my Father is the husbandman.

*2 Every branch in me that **beareth not fruit** he taketh away: and every branch that **beareth fruit**, he purgeth it, that it may bring forth **more fruit**.*

3 Now ye are clean through the word which I have spoken unto you.

4 Abide in me, and I in you. As the branch cannot bear fruit of itself, except it abide in the vine; no more can ye, except ye abide in me.

*5 I am the vine, ye are the branches: He that abideth in me, and I in him, the same bringeth forth **much fruit**: for without me ye can do nothing.*

*16 Ye have not chosen me, but I have chosen you, and ordained you, that ye should go and bring forth fruit, and that your **fruit should remain**: that whatsoever ye shall ask of the Father in my name, he may give it you.*

1. PHASE ONE ***Very many are in this phase. ***

You go soul winning, and nobody gets saved. This may go on for months or even a year.

2. PHASE TWO

You go soul winning consistently and finally somebody gets saved.

3. PHASE THREE ***Very many get stuck in this phase as well. ***

You see people get saved on a regular basis, but you cannot get anybody to come to church.

4. PHASE FOUR

You see people saved and, at last, one comes to church.

5. PHASE FIVE

You start bringing people to church and one gets baptized.

6. PHASE SIX ***The last sticking phase before the end. ***

You see your converts come but none ever really stick it out and get involved.

7. PHASE SEVEN

You see people saved regularly. Some come to church. Most don't catch on. A year later some have caught it and are soul winners themselves.

CHAPTER 50

What We Get To Do Today

Proverbs 3:13 Happy is the man that findeth wisdom, and the man that getteth understanding.

Proverbs 11:30 The fruit of the righteous is a tree of life; and he that winneth souls is wise.

Ecclesiastes 11:4 He that observeth the wind shall not sow; and he that regardeth the clouds shall not reap.

5 As thou knowest not what is the way of the spirit, nor how the bones do grow in the womb of her that is with child: even so thou knowest not the works of God who maketh all.

6 In the morning sow thy seed, and in the evening withhold not thine hand: for thou knowest not whether shall prosper, either this or that, or whether they both shall be alike good.

- 1. We get to go to the lost with the greatest message they could ever hear.**
- 2. We get to leave our problems and troubles at home.**
- 3. We get to be a part of God's program.**
- 4. We get to encourage and help some new soul winners.**
- 5. We get to make the pastor happy.**
- 6. We get to meet a real need by warning people, who are dying without Christ, of a real Hell.**
- 7. We get to witness the new birth firsthand.**
- 8. We get to bring joy to Heaven today.**
- 9. We get to kick the devil in the teeth.**
- 10. We get to have folks beside us in Heaven someday.**

CHAPTER 51

Three Basic Truths About The Work Of The Holy Spirit In Bringing Lost People To Christ

John 16:7 Nevertheless I tell you the truth; It is expedient for you that I go away: for if I go not away, the Comforter will not come unto you; but if I depart, I will send him unto you.

8 And when he is come, he will reprove the world of sin, and of righteousness, and of judgment:

9 Of sin, because they believe not on me;

10 Of righteousness, because I go to my Father, and ye see me no more;

11 Of judgment, because the prince of this world is judged.

John 6:44 No man can come to me, except the Father which hath sent me draw him: and I will raise him up at the last day.

John 12:32 And I, if I be lifted up from the earth, will draw all men unto me.

1. THE HOLY SPIRIT IS AT WORK IN THE LIVES OF ALL LOST PEOPLE.

- a. The Holy Spirit reveals the truth of God's power and God's existence.
- b. The Holy Spirit convicts the lost of their sins and the need for a Saviour.
- c. The Holy Spirit enables the lost to see the Saviour.

2. THE HOLY SPIRIT IS AT WORK IN THE LIFE OF THE SOUL WINNER.

- a. To lead you to someone who wants to be saved.
- b. To guide you into truth to help the lost to understand.
- c. To empower you so you can win souls to Christ.

3. THE HOLY SPIRIT IS AT WORK DURING THE GOSPEL PRESENTATION.

- a. He validates truth to the lost.
- b. He causes the soul winner to know that he is not alone.
- c. The Holy Spirit brings the lost out of death unto life.

The Holy Spirit cannot complete His work without a witness. A judge cannot find a man guilty without a witness. The Holy Spirit will do His work if we do our part.

CHAPTER 52

Soul Winning Review Quiz

Hebrews 2:3 How shall we escape, if we neglect so great salvation; which at the first began to be spoken by the Lord, and was confirmed unto us by them that heard him;

1 Peter 3:15 But sanctify the Lord God in your hearts: and be ready always to give an answer to every man that asketh you a reason of the hope that is in you with meekness and fear:

YES NO 1. DO YOU HAVE A PEN?

YES NO 2. DO YOU HAVE A NEW TESTAMENT?

YES NO 3. DO YOU HAVE GOSPEL TRACTS IN ENGLISH AND IN SPANISH?

YES NO 4. DO YOU HAVE CONVERT SLIPS AND SALVATION CERTIFICATES?

YES NO 5. DO YOU HAVE A PARTNER?

YES NO 6. DO YOU KNOW THE PLAN OF SALVATION?

YES NO 7. HAVE YOU PRAYED FOR POWER AND WISDOM?

YES NO 8. WILL YOU DETERMINE TO WIN SOMEONE TODAY?

YES NO 9. WILL YOU GIVE YOUR CONVERTS A RIDE TO THE CHURCH?

YES NO 10. WILL YOU SIT IN CHURCH WITH YOUR CONVERTS?

YES NO 11. WILL YOU ASK THEM TO PRAY AT THE ALTAR WITH YOU?

YES NO 12. WILL YOU LET PASTOR TALK WITH THEM ABOUT BAPTISM?

YES NO 13. WILL YOU BEFRIEND THEM AND TAKE AN INTEREST IN THEM?

YES NO 14. WILL YOU STAY IN TOUCH WITH THEM?

YES NO 15. WILL YOU TAKE THEM SOUL WINNING WITH YOU?

CHAPTER 53

Tips On Soul Winning

Daniel 12:3 And they that be wise shall shine as the brightness of the firmament; and they that turn many to righteousness as the stars for ever and ever.

1. HAVE A DEFINITE TIME TO GO SOUL WINNING.

- a. Tuesday night
- b. Saturday morning
- c. Sunday afternoon
- d. Daily times

2. GET SPIRITUALLY REVIVED BEFORE YOU GO.

- a. Pray all day before you go out.
- b. Fast and pray.
- c. Confess any known sins and get right with God.
- d. Read passages in the Bible about Hell.
- e. Focus on what you are about to do.

3. ASK GOD FOR THE HOLY SPIRIT'S POWER.

- a. Do not depend upon your talent.
- b. Do not depend upon your personality.
- c. Do not depend upon your experience.
- d. Do not depend upon your past success.

4. IDENTIFY WITH THOSE YOU VISIT.

- a. This could have been me.
- b. This could be a family member of mine.
- c. This could be my friend.

5. BE EXTRA FRIENDLY WHEN YOU VISIT.

- a. They may not have many real friends.
- b. Be sincere, not a "put on."

6. BE LOVING WHEN YOU VISIT.

- a. Show them the love of Christ.
- b. Be compassionate when you talk.
- c. "They that sow in tears shall reap in joy."

CHAPTER 54

Verses To Highlight Or Mark In Your New Testament

- 1) *1 John 5:13 These things have I written unto you that believe on the name of the Son of God; that ye may know that ye have eternal life, and that ye may believe on the name of the Son of God.*
- 2) *Romans 3:23 For all have sinned, and come short of the glory of God;*
- 3) *Romans 6:23 For the wages of sin is death; but the gift of God is eternal life through Jesus Christ our Lord.*
- 4) *Revelation 20:14 And death and hell were cast into the lake of fire. This is the second death.
15 And whosoever was not found written in the book of life was cast into the lake of fire.*
- 5) *Romans 5:8 But God commendeth his love toward us, in that, while we were yet sinners, Christ died for us.
9 Much more then, being now justified by his blood, we shall be saved from wrath through him.*
- 6) *Romans 10:9 That if thou shalt confess with thy mouth the Lord Jesus, and shalt believe in thine heart that God hath raised him from the dead, thou shalt be saved.
10 For with the heart man believeth unto righteousness; and with the mouth confession is made unto salvation.
13 For whosoever shall call upon the name of the Lord shall be saved.*
- 7) *Matthew 7:21 Not every one that saith unto me, Lord, Lord, shall enter into the kingdom of heaven; but he that doeth the will of my Father which is in heaven.
22 Many will say to me in that day, Lord, Lord, have we not prophesied in thy name? and in thy name have cast out devils? and in thy name done many wonderful works?
23 And then will I profess unto them, I never knew you: depart from me, ye that work iniquity.*
- 8) *Matthew 14:30 But when he saw the wind boisterous, he was afraid; and beginning to sink, he cried, saying, Lord, save me.
31 And immediately Jesus stretched forth his hand, and caught him, and said unto him, O thou of little faith, wherefore didst thou doubt?*
- 9) *John 6:37 All that the Father giveth me shall come to me; and him that cometh to me I will in no wise cast out.*
- 10) *John 3:3 Jesus answered and said unto him, Verily, verily, I say unto thee, Except a man be born again, he cannot see the kingdom of God.*
- 11) *John 5:39 Search the scriptures; for in them ye think ye have eternal life: and they are they which testify of me.
40 And ye will not come to me, that ye might have life.*
- 12) *Titus 1:2 In hope of eternal life, which God, that cannot lie, promised before the world began;*
- 13) *Titus 2:11 For the grace of God that bringeth salvation hath appeared to all men,*
- 14) *Revelation 22:17 And the Spirit and the bride say, Come. And let him that heareth say, Come. And let him that is athirst come. And whosoever will, let him take the water of life freely.*

CHAPTER 55

Follow Up Is The Key To Baptisms

Matthew 28:18 And Jesus came and spake unto them, saying, All power is given unto me in heaven and in earth.

19 Go ye therefore, and teach all nations, baptizing them in the name of the Father, and of the Son, and of the Holy Ghost:

One of the key ingredients to getting your converts down the aisle for baptism is to follow up on them between the time they get saved and the time to bring them to church. You will get more people down the aisle for baptism if you follow up.

1. Saturday is the best time for follow up for converts who get saved today.

- a. It is closer to the time of coming to church.
- b. You can help deal with any hindrances that have arisen.
- c. You can review their salvation experience.
- d. You can witness to any family or friends that are present.
- e. You can arrange a time to pick them up for church or a ride on the bus.
- f. You can ask them to sit with you in church.
- g. You can invite them over to your house for lunch after church.

2. Sunday afternoon is a good time to follow up on converts.

- a. It gives you a chance to catch those you missed on Saturday.
- b. You can go by those who did not make it to church in the morning.
- c. It is another possibility to get them to church for Sunday night.
- d. It is a way to let them know it was not all or nothing Sunday morning.

3. Five keys to effectively follow up.

- a. First, see someone saved today.
- b. Fill out your convert slip completely.
- c. Go to their house on Saturday or Sunday.
- d. Pray for them.
- e. Let them know you care without being pushy or pressuring them.

CHAPTER 56

Bible Reasons Every Christian Should Be A Soul Winner

1. The fate of all who are not saved.

*Revelation 20:14 And death and hell were cast into the lake of fire. This is the second death.
15 And whosoever was not found written in the book of life was cast into the lake of fire.*

2. The love of Christ for us and for all men.

*2 Corinthians 5:14 For the love of Christ constraineth us; because we thus judge, that if one died for all, then were all dead:
15 And that he died for all, that they which live should not henceforth live unto themselves, but unto him which died for them, and rose again.*

3. God has commanded us to go.

Mark 16:15 And he said unto them, Go ye into all the world, and preach the gospel to every creature.

4. Our position as ambassadors is urging us.

*2 Corinthians 5:18 And all things are of God, who hath reconciled us to himself by Jesus Christ, and hath given to us the ministry of reconciliation;
19 To wit, that God was in Christ, reconciling the world unto himself, not imputing their trespasses unto them; and hath committed unto us the word of reconciliation.
20 Now then we are ambassadors for Christ, as though God did beseech you by us: we pray you in Christ's stead, be ye reconciled to God.*

5. Our responsibility to warn the lost is real.

*Ezekiel 33:8 When I say unto the wicked, O wicked man, thou shalt surely die; if thou dost not speak to warn the wicked from his way, that wicked man shall die in his iniquity; but his blood will I require at thine hand.
9 Nevertheless, if thou warn the wicked of his way to turn from it; if he do not turn from his way, he shall die in his iniquity; but thou hast delivered thy soul.*

6. The field is ready for us to win them.

*John 4:35 Say not ye, There are yet four months, and then cometh harvest? behold, I say unto you, Lift up your eyes, and look on the fields; for they are white already to harvest.
36 And he that reapeth receiveth wages, and gathereth fruit unto life eternal: that both he that soweth and he that reapeth may rejoice together.*

7. Jesus has chosen us to bear fruit.

John 15:16 Ye have not chosen me, but I have chosen you, and ordained you, that ye should go and bring forth fruit, and that your fruit should remain: that whatsoever ye shall ask of the Father in my name, he may give it you.

8. Jesus set the example for us to follow.

Luke 19:10 For the Son of man is come to seek and to save that which was lost.

CHAPTER 57

Shall Reap

Psalm 126:5 They that sow in tears shall reap in joy.

6 He that goeth forth and weepeth, bearing precious seed, shall doubtless come again with rejoicing, bringing his sheaves with him.

1. THE TASK- He that goeth forth

A command to the individual.

A commission to the church.

2. THE TEARS- and weepeth

The reason some do not see tears of conviction on sinners is because there are no tears of concern from soul winners.

3. THE TOIL- bearing

To lift, to work, to labor.

This must be done now because there will come a time when we can't.

4. THE TREASURE- precious seed

There is only one seed available - the Word of God.

There is only one sower available - the soul winner.

Romans 10:13 For whosoever shall call upon the name of the Lord shall be saved.

14 How then shall they call on him in whom they have not believed? and how shall they believe in him of whom they have not heard? and how shall they hear without a preacher?

15 And how shall they preach, except they be sent? as it is written, How beautiful are the feet of them that preach the gospel of peace, and bring glad tidings of good things!

5. THE TRUTH- shall doubtless come again

You can see somebody saved if you want to.

Go believing.

6. THE TRIUMPH- with rejoicing

The way to bring joy to Heaven

The way to bring joy to the lost

The way to bring joy to your heart

7. THE TROPHY- bringing his sheaves with him

You can have converts come to church.

They will be in Heaven one day.

CHAPTER 58

Wise Tools For Soul Winning

Daniel 12:3 And they that be wise shall shine as the brightness of the firmament; and they that turn many to righteousness as the stars for ever and ever.

1. NEW TESTAMENT

Make sure and use the Word of God when leading people to Christ. Do not just talk to them about salvation. Show them in God's Word.

2. GOALS

Be determined to see somebody saved. Have goals of improvement. Always be reaching forward. Do not be satisfied with what you have done in the past.

3. ATTITUDE

Be positive and excited. Do not bring your problems and burdens with you when you go soul winning. Be spiritually minded not carnally minded. Be focused and concerned with the task at hand.

4. METHOD

Make sure and follow the plan that works. Never just "wing it." Learn from other successful soul winners. Read good books on soul winning. Listen to soul winning illustrations in sermons and testimonies in church

5. PARTNER

When you have a partner, you have additional prayer for the lost to be saved. Don't just go with the same partner every time. Be willing to train a new soul winner. If a new soul winner came today, who would they go with to show them how to do it? Be willing to be used of God to disciple a new convert.

6. RESULTS

Want people to get saved. Want them to come to church. Want them to get baptized. Want them to be discipled. Want to see the entire Great Commission fulfilled not just part of it. Be as concerned about getting them to church as you are about winning them to Christ.

CHAPTER 59

Scriptural Soul Winners

*Proverbs 11:30 The fruit of the righteous is a tree of life;
and he that winneth souls is wise.*

1. Win souls to Christ.

Daniel 12:3 And they that be wise shall shine as the brightness of the firmament; and they that turn many to righteousness as the stars for ever and ever.

2. Pray for your converts.

Romans 1:9 For God is my witness, whom I serve with my spirit in the gospel of his Son, that without ceasing I make mention of you always in my prayers;

3. Do follow up visits with them.

Proverbs 27:23 Be thou diligent to know the state of thy flocks, and look well to thy herds.

4. Help your converts get to church by picking them up or securing a ride if necessary.

Psalms 126:5 They that sow in tears shall reap in joy.

6 He that goeth forth and weepeth, bearing precious seed, shall doubtless come again with rejoicing, bringing his sheaves with him.

5. Pray with them at the altar and help them with baptism.

Matthew 10:32 Whosoever therefore shall confess me before men, him will I confess also before my Father which is in heaven.

6. Work to get your converts faithful to attend church services.

Hebrews 10:24 And let us consider one another to provoke unto love and to good works:

25 Not forsaking the assembling of ourselves together, as the manner of some is; but exhorting one another: and so much the more, as ye see the day approaching.

7. Work at discipling your converts.

Matthew 28:20 Teaching them to observe all things whatsoever I have commanded you: and, lo, I am with you alway, even unto the end of the world. Amen.

8. Work at becoming a daily soul winner not just a weekly soul winner.

Acts 5:42 And daily in the temple, and in every house, they ceased not to teach and preach Jesus Christ.

CHAPTER 60

Seeking The Lost

Luke 19:10 For the Son of man is come to seek and to save that which was lost.

It is now up to us to **SEEK** the lost so Jesus can **SAVE** the lost.

- S** – See the need of getting the Gospel to the lost.
- E** – Eliminate excuses for not seeing people saved and for not going soul winning.
- E** – Expand your horizon by going to new and different areas.
- K** – Keep your mind, heart and conversation on souls.
- I** – Invest more time, prayer, money and energy in reaching the lost.
- N** – Never pass up an opportunity to give the Gospel.
- G** – Go soul winning every week and be soul conscious daily.

- T** – Testify of your salvation experience.
- H** – Heed the leadership of the Holy Spirit.
- E** – Expect to see people saved.

- L** – Lose yourself for the purpose of keeping people out of Hell.
- O** – Observe others who are successful soul winners.
- S** – Stick with what works.
- T** – Thank the Lord for the souls who have been saved and trust Him for more.

CHAPTER 61

He That Winneth Souls Is Wise

*Proverbs 11:30 The fruit of the righteous is a tree of life;
and he that winneth souls is wise.*

1. HE that winneth souls is wise.

- a. God uses people to see lost people saved.

*Romans 10:13 For whosoever shall call upon the name of the Lord shall be saved.
14 How then shall they call on him in whom they have not believed? and how shall they believe in him of whom they have not heard? and how shall they hear without a preacher?*

15 And how shall they preach, except they be sent? as it is written, How beautiful are the feet of them that preach the gospel of peace, and bring glad tidings of good things!

- b. God wants to use anybody who has been saved regardless of how long they have been saved.
- c. God can use you to win somebody today!

2. He THAT WINNETH souls is wise.

- a. To win a soul, you must present the Gospel to someone.
- b. To present the Gospel, you must GO.
- c. Our goal is to WIN somebody today.

3. He that winneth SOULS is wise.

- a. Souls will exist forever somewhere.
- b. We are making a difference for eternity today.
- c. God wants people to go the Heaven.

4. He that winneth souls IS WISE.

- a. Wise in that you are obedient to God's Word.
- b. Wise in that you are investing in eternity.
- c. Wise in that you are participating in the most important job you can accomplish.
- d. Wise in that you are defeating the devil in his attempt to keep people in Hell.

CHAPTER 62

When A Soul Winner Should Move On

Matthew 7:6 Give not that which is holy unto the dogs, neither cast ye your pearls before swine, lest they trample them under their feet, and turn again and rend you.

- 1) When a person shows anger.**
- 2) When talking to someone of another faith and he tries to convert you.**
- 3) When he is not listening but thinking of a way to make a rebuttal.**
- 4) When he is more interested in a TV program than the Gospel.**
- 5) When all he wants to do is argue.**
- 6) When you are convinced, he means “NO.”**
- 7) When he flatly says he does not want to talk about it.**
- 8) When you feel like you are wearing out your welcome.**
- 9) When the presence of other people makes it impossible to give the Gospel effectively.**
- 10) When a person is running late for work and must go.**
- 11) When the Holy Spirit says “GO.”**
- 12) When they are making fun of the Gospel.**

*Always leave the door open for the next soul winner who comes by.

*God does have someone out there who wants to be saved, and we are trying to find him.

*Remember, if you have nine people who say they are not interested but find one who is, you were successful.

CHAPTER 63

Stewards Of The Gospel

1 Peter 4:10 As every man hath received the gift, even so minister the same one to another, as good stewards of the manifold grace of God.

1) A STEWARD IS GIVEN SOMETHING TO MANAGE.

- a. The Gospel is a possession given to us by God.
- b. We are to manage the Gospel like Jesus would.

2) A STEWARD MUST BE CONSCIOUS OF WHAT HE HAS BEEN GIVEN.

Acts 20:24 But none of these things move me, neither count I my life dear unto myself, so that I might finish my course with joy, and the ministry, which I have received of the Lord Jesus, to testify the gospel of the grace of God.

3) A STEWARD IS EXPECTED TO PRODUCE.

Matthew 25:14 For the kingdom of heaven is as a man travelling into a far country, who called his own servants, and delivered unto them his goods.

15 And unto one he gave five talents, to another two, and to another one; to every man according to his several ability; and straightway took his journey.

16 Then he that had received the five talents went and traded with the same, and made them other five talents.

17 And likewise he that had received two, he also gained other two.

18 But he that had received one went and digged in the earth, and hid his lord's money.

19 After a long time the lord of those servants cometh, and reckoneth with them.

20 And so he that had received five talents came and brought other five talents, saying, Lord, thou deliveredst unto me five talents: behold, I have gained beside them five talents more.

21 His lord said unto him, Well done, thou good and faithful servant: thou hast been faithful over a few things, I will make thee ruler over many things: enter thou into the joy of thy lord.

22 He also that had received two talents came and said, Lord, thou deliveredst unto me two talents: behold, I have gained two other talents beside them.

23 His lord said unto him, Well done, good and faithful servant; thou hast been faithful over a few things, I will make thee ruler over many things: enter thou into the joy of thy lord.

24 Then he which had received the one talent came and said, Lord, I knew thee that thou art an hard man, reaping where thou hast not sown, and gathering where thou hast not strawed:

25 And I was afraid, and went and hid thy talent in the earth: lo, there thou hast that is thine.

26 His lord answered and said unto him, Thou wicked and slothful servant, thou knewest that I reap where I sowed not, and gather where I have not strawed:

27 Thou oughtest therefore to have put my money to the exchangers, and then at my coming I should have received mine own with usury.

28 Take therefore the talent from him, and give it unto him which hath ten talents.

29 For unto every one that hath shall be given, and he shall have abundance: but from him that hath not shall be taken away even that which he hath.

4) AS STEWARDS, WE SHOW OUR LOVE TO THE LORD BY HOW WE HANDLE HIS SUBSTANCE.

John 14:15 If ye love me, keep my commandments.

5) A STEWARD WHO DOES NOTHING WILL ONE DAY BE ASHAMED.

Revelation 20:11 And I saw a great white throne, and him that sat on it, from whose face the earth and the heaven fled away; and there was found no place for them.

12 And I saw the dead, small and great, stand before God; and the books were opened: and another book was opened, which is the book of life: and the dead were judged out of those things which were written in the books, according to their works.

13 And the sea gave up the dead which were in it; and death and hell delivered up the dead which were in them: and they were judged every man according to their works.

14 And death and hell were cast into the lake of fire. This is the second death.

15 And whosoever was not found written in the book of life was cast into the lake of fire.

6) A STEWARD, WHO IS FAITHFUL, WILL BE REWARDED.

Matthew 25:21 His lord said unto him, Well done, thou good and faithful servant: thou hast been faithful over a few things, I will make thee ruler over many things: enter thou into the joy of thy lord.

Psalm 126:5 They that sow in tears shall reap in joy.

6 He that goeth forth and weepeth, bearing precious seed, shall doubtless come again with rejoicing, bringing his sheaves with him.

CHAPTER 64

Why We Go Soul Winning

1) Soul winning gives you a reason to pray.

Acts 16:25 And at midnight Paul and Silas prayed, and sang praises unto God: and the prisoners heard them.

2) Soul winning gives you a reason to read and study your Bible.

1 Peter 3:15 But sanctify the Lord God in your hearts: and be ready always to give an answer to every man that asketh you a reason of the hope that is in you with meekness and fear:

3) Soul winning gives you a reason to be faithful to church.

Luke 14:23 And the lord said unto the servant, Go out into the highways and hedges, and compel them to come in, that my house may be filled.

4) Soul winning gives you a reason for giving.

Luke 6:38 Give, and it shall be given unto you; good measure, pressed down, and shaken together, and running over, shall men give into your bosom. For with the same measure that ye mete withal it shall be measured to you again.

5) Soul winning gives you a reason to support the preacher.

Hebrews 13:7 Remember them which have the rule over you, who have spoken unto you the word of God: whose faith follow, considering the end of their conversation.

6) Soul winning gives you a reason to live right.

2 Corinthians 6:17 Wherefore come out from among them, and be ye separate, saith the Lord, and touch not the unclean thing; and I will receive you,

18 And will be a Father unto you, and ye shall be my sons and daughters, saith the Lord Almighty.

7) Soul winning gives excitement to church services.

Psalms 126:6 He that goeth forth and weepeth, bearing precious seed, shall doubtless come again with rejoicing, bringing his sheaves with him.

8) Soul winning causes joy in Heaven.

Luke 15:10 Likewise, I say unto you, there is joy in the presence of the angels of God over one sinner that repenteth.

9) Soul winning gives us a tender heart.

Jude 1:22 And of some have compassion, making a difference:

10) Soul winning keeps our focus on others, not on ourselves.

Philippians 2:4 Look not every man on his own things, but every man also on the things of others.

5 Let this mind be in you, which was also in Christ Jesus:

11) Soul winning is the closest thing to the heart of God.

2 Peter 3:9 The Lord is not slack concerning his promise, as some men count slackness; but is longsuffering to us-ward, not willing that any should perish, but that all should come to repentance.

12) Soul winning is what Jesus did while on earth.

Luke 19:10 For the Son of man is come to seek and to save that which was lost.

13) Soul winning is the only way to keep people from going to Hell.

Romans 10:13 For whosoever shall call upon the name of the Lord shall be saved.

14 How then shall they call on him in whom they have not believed? and how shall they believe in him of whom they have not heard? and how shall they hear without a preacher?

15 And how shall they preach, except they be sent? as it is written, How beautiful are the feet of them that preach the gospel of peace, and bring glad tidings of good things!

CHAPTER 65

Doing What It Takes To Win The Lost

Mark 2:1 And again he entered into Capernaum after some days; and it was noised that he was in the house.

2 And straightway many were gathered together, insomuch that there was no room to receive them, no, not so much as about the door: and he preached the word unto them.

3 And they come unto him, bringing one sick of the palsy, which was borne of four.

4 And when they could not come nigh unto him for the press, they uncovered the roof where he was: and when they had broken it up, they let down the bed wherein the sick of the palsy lay.

5 When Jesus saw their faith, he said unto the sick of the palsy, Son, thy sins be forgiven thee.

In this passage we see these four men desperate to get their friend to Jesus. They were innovative and did whatever they could and whatever was necessary to get their friend to Jesus. We need to do the same when trying to get the lost to Jesus.

1) USE YOUR EYES TO SEE THE LOST.

Acts 17:16 Now while Paul waited for them at Athens, his spirit was stirred in him, when he saw the city wholly given to idolatry.

See them lost and headed for Hell. See them in need. See them getting saved.

2) USE YOUR EARS FOR THE LOST.

2 Timothy 4:4 And they shall turn away their ears from the truth, and shall be turned unto fables.

Don't let your ears be turned away from the truth that lost souls need to be saved. Hear their cry and listen for their pain. They need a Saviour, and we can lead them to Him.

3) USE YOUR HANDS TO HELP THE LOST.

Psalms 77:20 Thou leddest thy people like a flock by the hand of Moses and Aaron.

Reach out to them with your hands. Help them along down the path of faith. Hold the Word of God in your hand and give it to the lost.

4) USE YOUR FEET TO GO TO THE LOST.

Romans 10:14 How then shall they call on him in whom they have not believed? and how shall they believe in him of whom they have not heard? and how shall they hear without a preacher?

15 And how shall they preach, except they be sent? as it is written, How beautiful are the feet of them that preach the gospel of peace, and bring glad tidings of good things!

Use your feet to go to them. Don't wait for the lost to come to you.

5) USE YOUR HEART TO FEEL FOR THE LOST.

Psalms 119:112 I have inclined mine heart to perform thy statutes alway, even unto the end.

Incline your heart to win the lost to Christ. Care for the lost like Jesus cares.

6) USE YOUR MIND TO THINK ABOUT THE LOST.

Philippians 2:5 Let this mind be in you, which was also in Christ Jesus:

Jesus thinks about the lost. He thinks of ways to reach them. We should as well.

CHAPTER 66

How To Fail In Soul Winning

1) DON'T GO.

John 4:35 Say not ye, There are yet four months, and then cometh harvest? behold, I say unto you, Lift up your eyes, and look on the fields; for they are white already to harvest.

2) COMPLAIN ABOUT SOUL WINNING.

Ephesians 4:29 Let no corrupt communication proceed out of your mouth, but that which is good to the use of edifying, that it may minister grace unto the hearers.

3) HAVE THE ATTITUDE THAT NOBODY WILL GET SAVED.

Galatians 6:9 And let us not be weary in well doing: for in due season we shall reap, if we faint not.

4) DON'T BE PREPARED.

1 Peter 3:15 But sanctify the Lord God in your hearts: and be ready always to give an answer to every man that asketh you a reason of the hope that is in you with meekness and fear:

5) BE UNKIND AND RUDE TO PEOPLE.

Titus 2:7 In all things shewing thyself a pattern of good works: in doctrine shewing uncorruptness, gravity, sincerity,

8 Sound speech, that cannot be condemned; that he that is of the contrary part may be ashamed, having no evil thing to say of you.

6) HAVE A PROUD HEART AND BE CONDESCENDING TO PEOPLE.

Proverbs 16:18 Pride goeth before destruction, and an haughty spirit before a fall.

7) PASS BY PEOPLE WITHOUT EVEN OFFERING THEM A GOSPEL TRACT.

Lamentations 1:12 Is it nothing to you, all ye that pass by? behold, and see if there be any sorrow like unto my sorrow, which is done unto me, wherewith the LORD hath afflicted me in the day of his fierce anger.

8) GOOF AROUND AND WASTE TIME WHILE OUT TODAY.

Proverbs 10:23 It is as sport to a fool to do mischief: but a man of understanding hath wisdom.

9) WAIT FOR THE LOST TO COME TO US.

Mark 16:15 And he said unto them, Go ye into all the world, and preach the gospel to every creature.

10) SPEND YOUR TIME FELLOWSHIPING WITH YOUR PARTNER INSTEAD OF WINNING THE LOST TO CHRIST.

1 Corinthians 3:9 For we are labourers together with God: ye are God's husbandry, ye are God's building.

CHAPTER 67

How To Get Converts To Church And To Become Contributors In The Kingdom Of God

1) SOUL WIN SLOWLY AND THOROUGHLY.

Nehemiah 8:8 So they read in the book in the law of God distinctly, and gave the sense, and caused them to understand the reading.

2) PRAY FOR THEM REGULARLY.

1 Samuel 12:23 Moreover as for me, God forbid that I should sin against the LORD in ceasing to pray for you: but I will teach you the good and the right way:

3) FOLLOW UP WITH THEM AS OPPORTUNITIES AVAIL.

Acts 15:36 And some days after Paul said unto Barnabas, Let us go again and visit our brethren in every city where we have preached the word of the Lord, and see how they do.

4) DISCIPLE THEM.

Matthew 28:18 And Jesus came and spake unto them, saying, All power is given unto me in heaven and in earth.

19 Go ye therefore, and teach all nations, baptizing them in the name of the Father, and of the Son, and of the Holy Ghost:

20 Teaching them to observe all things whatsoever I have commanded you: and, lo, I am with you alway, even unto the end of the world. Amen.

We are not done after we have won them to Christ!

5) GET INVOLVED IN THEIR LIVES AND LET THEM KNOW YOU CARE ABOUT THEM.

2 Corinthians 8:16 But thanks be to God, which put the same earnest care into the heart of Titus for you.

17 For indeed he accepted the exhortation; but being more forward, of his own accord he went unto you.

Philippians 2:19 But I trust in the Lord Jesus to send Timotheus shortly unto you, that I also may be of good comfort, when I know your state.

20 For I have no man likeminded, who will naturally care for your state.

21 For all seek their own, not the things which are Jesus Christ's.

This can be done by staying in contact with them and by letting them know you are thinking of them and praying for them. Let them know if they need anything to let you know.

CHAPTER 68

Be Effective In Soul Winning

Proverbs 11:30 The fruit of the righteous is a tree of life; and he that winneth souls is wise.

1) BE ACCURATE.

- a. Follow the Scriptures.
- b. Ask the right questions.

2) BE BRIEF BUT COMPLETE.

- a. Give the entire plan, all four points.
- b. Give only the necessary Scripture, NOT all you know about the Bible.
- c. Don't get into theological debates with people.

3) BE CAUTIOUS.

- a. Use common sense.
- b. God wants a living sacrifice.
- c. Don't force a door open- literally or figuratively.

4) BE CONFIDENT.

- a. This person has an eternal soul.
- b. If he is lost, he will spend eternity in Hell.
- c. You are on a mission to reach this person with the only remedy- **JESUS CHRIST**.
- d. You have God's authority, blessing & command.

5) BE KIND.

- a. The objective is always to see people saved.
- b. If they don't get saved today, we still want them to get saved later.
- c. Leave the door open for the next soul winner who comes by.
- d. Leave preaching for the pulpit at church.

6) BE PRAYERFUL.

- a. Depend upon the Holy Spirit to do what only He can do.
- b. Don't depend upon yourself.

7) BE RESOLUTE.

- a. Give the Gospel.
- b. Do everything you know to do to see someone saved.
- c. Take your time.
- d. Eliminate obstacles.

CHAPTER 69

The Soul Winner's Part

Philippians 4:13 I can do all things through Christ which strengtheneth me.

1) GO.

Mark 16:15 And he said unto them, Go ye into all the world, and preach the gospel to every creature.

2) BELIEVE.

Matthew 21:22 And all things, whatsoever ye shall ask in prayer, believing, ye shall receive.

3) MAKE THE GOSPEL PLAIN.

2 Corinthians 11:3 But I fear, lest by any means, as the serpent beguiled Eve through his subtilty, so your minds should be corrupted from the simplicity that is in Christ.

4) LOOK FOR PEOPLE.

Matthew 9:36 But when he saw the multitudes, he was moved with compassion on them, because they fainted, and were scattered abroad, as sheep having no shepherd.

37 Then saith he unto his disciples, The harvest truly is plenteous, but the labourers are few;

38 Pray ye therefore the Lord of the harvest, that he will send forth labourers into his harvest.

5) BE FRIENDLY AND KIND TO PEOPLE.

Proverbs 19:22 The desire of a man is his kindness: and a poor man is better than a liar.

6) DRAW THE NET.

Matthew 4:19 And he saith unto them, Follow me, and I will make you fishers of men.

7) BE DETERMINED TO SEE SOMEBODY SAVED.

Proverbs 18:1 Through desire a man, having separated himself, seeketh and intermeddleth with all wisdom.

CHAPTER 70

The Saviour's Part

John 6:44 No man can come to me, except the Father which hath sent me draw him: and I will raise him up at the last day.

John 12:32 And I, if I be lifted up from the earth, will draw all men unto me.

Hebrews 7:25 Wherefore he is able also to save them to the uttermost that come unto God by him, seeing he ever liveth to make intercession for them.

1) PROVIDE THE DIRECTION.

Ask the Holy Spirit to lead you where you should go.

2) PROVIDE THE PROTECTION.

Ask for protection from distractions and the devil's interference.

3) PROVIDE THE PERSON WHO WANTS TO BE SAVED.

Ask to be led to the one who wants to be saved and for help in leading him to Christ.

4) PROVIDE THE CONVICTION.

Ask the Holy Spirit to convict the sinner of sin and the need for salvation. The silent partner can be praying for this while the partner is witnessing.

5) PROVIDE THE POWER OF THE WORD.

God says that His Word will not return unto Him void. The Word of God is quick and powerful and sharper than any two-edged sword.

6) PROVIDE THE SAVING OF THE LOST SOUL.

It is Jesus that saves lost souls, not us. We just lead them to the Saviour.

CHAPTER 71

The Sinner's Part

Acts 16:30 And brought them out, and said, Sirs, what must I do to be saved?

31 And they said, Believe on the Lord Jesus Christ, and thou shalt be saved, and thy house.

1) MUST BE ALIVE.

Mark 16:15 And he said unto them, Go ye into all the world, and preach the gospel to every creature.

2) MUST UNDERSTAND THE GOSPEL.

Acts 28:23 And when they had appointed him a day, there came many to him into his lodging; to whom he expounded and testified the kingdom of God, persuading them concerning Jesus, both out of the law of Moses, and out of the prophets, from morning till evening.

24 And some believed the things which were spoken, and some believed not.

25 And when they agreed not among themselves, they departed, after that Paul had spoken one word, Well spake the Holy Ghost by Esaias the prophet unto our fathers,

26 Saying, Go unto this people, and say, Hearing ye shall hear, and shall not understand; and seeing ye shall see, and not perceive:

27 For the heart of this people is waxed gross, and their ears are dull of hearing, and their eyes have they closed; lest they should see with their eyes, and hear with their ears, and understand with their heart, and should be converted, and I should heal them.

28 Be it known therefore unto you, that the salvation of God is sent unto the Gentiles, and that they will hear it.

3) MUST SEE THE NEED FOR SALVATION.

Matthew 9:27 And when Jesus departed thence, two blind men followed him, crying, and saying, Thou Son of David, have mercy on us.

28 And when he was come into the house, the blind men came to him: and Jesus saith unto them, Believe ye that I am able to do this? They said unto him, Yea, Lord.

29 Then touched he their eyes, saying, According to your faith be it unto you.

30 And their eyes were opened; and Jesus straitly charged them, saying, See that no man know it.

4) MUST BE WILLING TO CALL UPON THE LORD AND TRUST IN JESUS ALONE FOR HEAVEN.

Revelation 22:17 And the Spirit and the bride say, Come. And let him that heareth say, Come. And let him that is athirst come. And whosoever will, let him take the water of life freely.

CHAPTER 72

Reasons Why Christians Are Not Winning Souls

1) MOST CHRISTIANS ARE NOT GOING AFTER LOST SOULS.

Luke 14:23 And the lord said unto the servant, Go out into the highways and hedges, and compel them to come in, that my house may be filled.

Mark 16:15 And he said unto them, Go ye into all the world, and preach the gospel to every creature.

Acts 20:20 And how I kept back nothing that was profitable unto you, but have shewed you, and have taught you publickly, and from house to house,

- A. Do not expect lost souls to come to us.
- B. God does tell us to GO to them.
- C. The devil will try to hinder you from going.
- D. Put soul winning in your schedule and do not let things get in the way.

2) MOST CHRISTIANS ARE NOT PRESENTING THE GOSPEL TO THE LOST.

Romans 1:16 For I am not ashamed of the gospel of Christ: for it is the power of God unto salvation to every one that believeth; to the Jew first, and also to the Greek.

1 Corinthians 2:2 For I determined not to know any thing among you, save Jesus Christ, and him crucified.

Acts 8:35 Then Philip opened his mouth, and began at the same scripture, and preached unto him Jesus.

John 12:32 And I, if I be lifted up from the earth, will draw all men unto me.

- A. We must talk about Jesus and the Gospel.
- B. We must not get sidetracked.
- C. The Holy Spirit will convict if we present.
- D. Witness like they were your mother, father, best friend, etc.

3) MOST CHRISTIANS ARE NOT DRAWING THE NET.

2 Corinthians 5:11 Knowing therefore the terror of the Lord, we persuade men; but we are made manifest unto God; and I trust also are made manifest in your consciences.

Acts 18:4 And he reasoned in the synagogue every sabbath, and persuaded the Jews and the Greeks.

Luke 14:23 And the lord said unto the servant, Go out into the highways and hedges, and compel them to come in, that my house may be filled.

- A. Start giving an invitation after you present the Gospel.
- B. We must care about them receiving Christ right then.
- C. Realize this may be the last time they have an opportunity to be saved.
- D. People can and do get saved on the spot.

CHAPTER 73

Philip And The Ethiopian Eunuch

Acts 8:26 And the angel of the Lord spake unto Philip, saying, Arise, and go toward the south unto the way that goeth down from Jerusalem unto Gaza, which is desert.

27 And he arose and went: and, behold, a man of Ethiopia, an eunuch of great authority under Candace queen of the Ethiopians, who had the charge of all her treasure, and had come to Jerusalem for to worship,

28 Was returning, and sitting in his chariot read Esaias the prophet.

29 Then the Spirit said unto Philip, Go near, and join thyself to this chariot.

30 And Philip ran thither to him, and heard him read the prophet Esaias, and said, Understandest thou what thou readest?

31 And he said, How can I, except some man should guide me? And he desired Philip that he would come up and sit with him.

32 The place of the scripture which he read was this, He was led as a sheep to the slaughter; and like a lamb dumb before his shearer, so opened he not his mouth:

33 In his humiliation his judgment was taken away: and who shall declare his generation? for his life is taken from the earth.

34 And the eunuch answered Philip, and said, I pray thee, of whom speaketh the prophet this? of himself, or of some other man?

35 Then Philip opened his mouth, and began at the same scripture, and preached unto him Jesus.

36 And as they went on their way, they came unto a certain water: and the eunuch said, See, here is water; what doth hinder me to be baptized?

37 And Philip said, If thou believest with all thine heart, thou mayest. And he answered and said, I believe that Jesus Christ is the Son of God.

38 And he commanded the chariot to stand still: and they went down both into the water, both Philip and the eunuch; and he baptized him.

39 And when they were come up out of the water, the Spirit of the Lord caught away Philip, that the eunuch saw him no more: and he went on his way rejoicing.

1) There are people to win to Christ everywhere.

2) A person does not get saved because of:

- a. Sincerity
- b. Religion
- c. Importance

3) Salvation is based on:

- a. Facts of the Scripture
- b. Faith of the sinner

4) The Holy Spirit must direct the soul winner & convict the sinner. (vs 29)

5) God uses human instruments to lead others to Himself. (vs 30-31)

6) The King's business requires haste so we must be zealous. (vs 30)

7) Jesus is the message and the only way of salvation. (35-37)

8) Baptism is an outward expression of an inward decision. (vs 38)

9) There is great joy in seeing people saved. (vs 39)

CHAPTER 74

Did They Really Get Saved?

Romans 10:1 Brethren, my heart's desire and prayer to God for Israel is, that they might be saved.

2 For I bear them record that they have a zeal of God, but not according to knowledge.

3 For they being ignorant of God's righteousness, and going about to establish their own righteousness, have not submitted themselves unto the righteousness of God.

4 For Christ is the end of the law for righteousness to every one that believeth.

1. Salvation gives them the **POWER** and **ABILITY** to change but does not make them change.
2. Whether or not we see change is not evidence of salvation or lack of salvation.
3. Salvation is a simple act of **receiving** and **trusting** Jesus as their only hope for Heaven.
4. This salvation is not based on:
 - a. Emotion
 - b. Change of character
 - c. Change of appearance
 - d. Change of habits

DID THEY REALLY GET SAVED?

*This question can only be answered by the following questions. *

- 1) **Did they understand they were sinners?** (*Romans 3:23*)
- 2) **Did they understand the penalty for sin is Hell?** (*Romans 6:23/ Revelation 20:14-15*)
- 3) **Did they understand that Jesus died on the cross to pay for their sins?** (*Romans 6:23*)
- 4) **Did they understand that they needed to trust Christ to save them by calling upon the name of the Lord?** (*Romans 10:9-10, 13*)
- 5) **By their own testimony did they say they called upon the Lord from their heart?**

*Since we are not God and cannot see the heart of man, we must accept them at face value and not speculate whether they meant it or not. If we properly and clearly present the Gospel, we must trust that they were sincere when they prayed to be saved. *

CHAPTER 75

Be Prepared For Soul Winning

Luke 7:27 This is he, of whom it is written, Behold, I send my messenger before thy face, which shall prepare thy way before thee.

THREE REASONS TO BE PROPERLY PREPARED AS A SOUL WINNER

1. Our bodies are the temple of God.

1 Corinthians 6:19 What? know ye not that your body is the temple of the Holy Ghost which is in you, which ye have of God, and ye are not your own?

20 or ye are bought with a price: therefore glorify God in your body, and in your spirit, which are God's.

2. Our bodies are our only means of serving the Lord.

Romans 12:1 I beseech you therefore, brethren, by the mercies of God, that ye present your bodies a living sacrifice, holy, acceptable unto God, which is your reasonable service.

3. For testimony's sake.

1 Timothy 4:12 Let no man despise thy youth; but be thou an example of the believers, in word, in conversation, in charity, in spirit, in faith, in purity.

THREE AREAS OF PREPARATION FOR SOUL WINNING

1) PHYSICAL PREPARATION

- A. Be clean.
 - Shower
 - Use deodorant, cologne, perfume, etc.
 - Clothes that are nice and neat
- B. Be proper in appearance.
 - Dress up like you would for church.
 - Men wear nice shirt and tie, sport coat or suit.
 - Women wear nice dress or skirt and blouse.
 - Dress shoes
 - Be well groomed, hair combed, shaven, look sharp.
 - Remember you are an ambassador representing the King of kings.
- C. Look pleasant.
 - Breath mints
 - Smile
 - Walk tall.
 - Look people in the eyes.

2) MENTAL PREPARATION

- A. Think about lost souls.
- B. Be conscious of everyone you meet and walk by.
- C. Believe God is going to give you somebody to see saved.
- D. Forget about your problems and worries.

3) SPIRITUAL PREPARATION

- A. Stay in God's Word daily.
- B. Confess your sins.
- C. Pray daily for love, wisdom, the Holy Spirit's power and guidance.

CHAPTER 76

We Need The Power Of The Holy Spirit To Win Lost Souls

John 14:16 And I will pray the Father, and he shall give you another Comforter, that he may abide with you for ever;

17 Even the Spirit of truth; whom the world cannot receive, because it seeth him not, neither knoweth him: but ye know him; for he dwelleth with you, and shall be in you.

Acts 1:8 But ye shall receive power, after that the Holy Ghost is come upon you: and ye shall be witnesses unto me both in Jerusalem, and in all Judaea, and in Samaria, and unto the uttermost part of the earth.

1. We need the Holy Spirit to lead us.

Acts 8:29 Then the Spirit said unto Philip, Go near, and join thyself to this chariot.

Just like the Holy Spirit led Philip, we need the Holy Spirit to lead us to the lost.

2. We need the Holy Spirit to convict the lost of their need to be saved.

John 16:7 Nevertheless I tell you the truth; It is expedient for you that I go away: for if I go not away, the Comforter will not come unto you; but if I depart, I will send him unto you.

8 And when he is come, he will reprove the world of sin, and of righteousness, and of judgment:

No conviction, no conversion!

3. We need the Holy Spirit to teach us what to say.

John 16:13 Howbeit when he, the Spirit of truth, is come, he will guide you into all truth: for he shall not speak of himself; but whatsoever he shall hear, that shall he speak: and he will shew you things to come.

4. We need the Holy Spirit to shine the light on Jesus.

John 15:26 But when the Comforter is come, whom I will send unto you from the Father, even the Spirit of truth, which proceedeth from the Father, he shall testify of me:

5. We need wisdom from the Holy Spirit.

Proverbs 11:30 The fruit of the righteous is a tree of life; and he that winneth souls is wise.

6. We need the love of the Holy Spirit.

Romans 15:30 Now I beseech you, brethren, for the Lord Jesus Christ's sake, and for the love of the Spirit, that ye strive together with me in your prayers to God for me;

Galatians 5:22 But the fruit of the Spirit is love, joy, peace, longsuffering, gentleness, goodness, faith, 23 Meekness, temperance: against such there is no law.

7. We need boldness from the Holy Spirit.

Acts 4:31 And when they had prayed, the place was shaken where they were assembled together; and they were all filled with the Holy Ghost, and they spake the word of God with boldness.

CHAPTER 77

How To See Your Converts Baptized

Matthew 28:18 And Jesus came and spake unto them, saying, All power is given unto me in heaven and in earth.

19 Go ye therefore, and teach all nations, baptizing them in the name of the Father, and of the Son, and of the Holy Ghost:

20 Teaching them to observe all things whatsoever I have commanded you: and, lo, I am with you always, even unto the end of the world. Amen.

- 1. HAVE A HEART FOR PEOPLE.**
- 2. GO SOUL WINNING DETERMINED TO SEE SOMEBODY SAVED.**
- 3. BE THOROUGH IN YOUR GOSPEL PRESENTATION.**
- 4. LEAD THEM IN A PRAYER OF SALVATION.**
- 5. FILL OUT CONVERT SLIPS & SALVATION CERTIFICATES.**
- 6. INVITE THEM TO VISIT OUR CHURCH.**
- 7. PRAY FOR THEM DAILY TO COME TO CHURCH.**
- 8. YOU BE FAITHFUL TO ALL THE CHURCH SERVICES YOURSELF.**
- 9. FOLLOW UP ON YOUR INTERESTED CONVERTS.**
- 10. TURN YOUR CONVERT SLIP IN TO PASTOR IF YOU ARE UNABLE TO FOLLOW UP WITH THEM SO THEY CAN BE CONTACTED.**
- 11. ADD THEM TO YOUR LIST OF PROSPECTS.**
- 12. GIVE THEM A RIDE TO CHURCH OR HELP TO ARRANGE A RIDE.**
- 13. WHILE AT CHURCH, SIT WITH THEM AND PRAY WITH THEM AT THE ALTAR.**
- 14. TALK WITH THEM ABOUT THE IMPORTANCE OF BAPTISM.**
- 15. UNDERSTAND YOUR JOB IS NOT FINISHED WHEN THEY GET SAVED.**

CHAPTER 78

Soul Winning Is God's Will

Without a doubt the greatest difference between the churches in the Book of Acts and the churches of our day and age is soul winning. The early churches were *passionate* soul winners while the churches of today are mostly *passive* about telling others about Christ or not interested in soul winning at all.

1. IT IS GOD'S WILL FOR YOU TO BE A WITNESS FOR CHRIST.

Acts 1:8 But ye shall receive power, after that the Holy Ghost is come upon you: and ye shall be witnesses unto me both in Jerusalem, and in all Judaea, and in Samaria, and unto the uttermost part of the earth.

2. IT IS GOD'S WILL FOR YOU TO WIN SOULS TO CHRIST.

Proverbs 11:30 The fruit of the righteous is a tree of life; and he that winneth souls is wise.

3. IT IS GOD'S WILL FOR YOU TO SEE YOUR CONVERTS BAPTIZED.

Acts 8:36 And as they went on their way, they came unto a certain water: and the eunuch said, See, here is water; what doth hinder me to be baptized?

37 And Philip said, If thou believest with all thine heart, thou mayest. And he answered and said, I believe that Jesus Christ is the Son of God.

38 And he commanded the chariot to stand still: and they went down both into the water, both Philip and the eunuch; and he baptized him.

4. IT IS GOD'S WILL FOR YOU TO DISCIPLE OTHERS.

Matthew 4:19 And he saith unto them, Follow me, and I will make you fishers of men.

5. IT IS GOD'S WILL FOR YOU TO TRAIN OTHERS TO BE SOUL WINNERS.

Matthew 28:18 And Jesus came and spake unto them, saying, All power is given unto me in heaven and in earth.

19 Go ye therefore, and teach all nations, baptizing them in the name of the Father, and of the Son, and of the Holy Ghost:

20 Teaching them to observe all things whatsoever I have commanded you: and, lo, I am with you always, even unto the end of the world. Amen.

6. IT IS GOD'S WILL FOR US TO PASS THE TORCH OF SOUL WINNING TO THE NEXT GENERATION.

2 Timothy 2:2 And the things that thou hast heard of me among many witnesses, the same commit thou to faithful men, who shall be able to teach others also.

7. IT IS GOD'S WILL FOR YOU TO RECEIVE THE SOUL WINNER'S CROWN.

1 Thessalonians 2:19 For what is our hope, or joy, or crown of rejoicing? Are not even ye in the presence of our Lord Jesus Christ at his coming?

20 For ye are our glory and joy.

Revelation 4:10 The four and twenty elders fall down before him that sat on the throne, and worship him that liveth for ever and ever, and cast their crowns before the throne, saying,

11 Thou art worthy, O Lord, to receive glory and honour and power: for thou hast created all things, and for thy pleasure they are and were created.

CHAPTER 79

10 Things A Soul Winner Cannot Do

1. HE CANNOT BE TOO IGNORANT.

1 Corinthians 1:26 For ye see your calling, brethren, how that not many wise men after the flesh, not many mighty, not many noble, are called:

27 But God hath chosen the foolish things of the world to confound the wise; and God hath chosen the weak things of the world to confound the things which are mighty;

28 And base things of the world, and things which are despised, hath God chosen, yea, and things which are not, to bring to nought things that are:

29 That no flesh should glory in his presence.

2. HE CANNOT BE TOO BACKSLIDDEN TO GO SOUL WINNING.

Mark 16:14 Afterward he appeared unto the eleven as they sat at meat, and upbraided them with their unbelief and hardness of heart, because they believed not them which had seen him after he was risen.

15 And he said unto them, Go ye into all the world, and preach the gospel to every creature.

3. HE CANNOT GO TO THE WRONG PLACE.

Mark 16: 15 And he said unto them, Go ye into all the world, and preach the gospel to every creature.

4. HE CANNOT SPEAK TO THE WRONG PERSON.

Mark 16: 15 And he said unto them, Go ye into all the world, and preach the gospel to every creature.

5. HE CANNOT MAKE A GOSPEL PRESENTATION AT THE WRONG TIME.

Acts 20:31 Therefore watch, and remember, that by the space of three years I ceased not to warn every one night and day with tears.

2Corinthians 6:2 (For he saith, I have heard thee in a time accepted, and in the day of salvation have I succoured thee: behold, now is the accepted time; behold, now is the day of salvation.)

6. HE CANNOT TALK TO TOO MANY PEOPLE.

1 John 2:1 My little children, these things write I unto you, that ye sin not. And if any man sin, we have an advocate with the Father, Jesus Christ the righteous:

2 And he is the propitiation for our sins: and not for ours only, but also for the sins of the whole world.

7. HE CANNOT STAY OUT TOO LATE.

Acts 16:25 And at midnight Paul and Silas prayed, and sang praises unto God: and the prisoners heard them.

8. HE CANNOT MAKE ANYONE BELIEVE THE GOSPEL.

a) The Scripture can help a person believe.

b) A soul winner can help a person believe.

c) The Holy Spirit can help a person believe.

9. HE CANNOT MAKE ANYONE GO TO HEAVEN.

Revelation 22:17 And the Spirit and the bride say, Come. And let him that heareth say, Come. And let him that is athirst come. And whosoever will, let him take the water of life freely.

10. HE CANNOT SEND ANYONE TO HELL.

John 3:18 He that believeth on him is not condemned: but he that believeth not is condemned already, because he hath not believed in the name of the only begotten Son of God.

CHAPTER 80

How To Relax And Be Bold

Acts 4:31 And when they had prayed, the place was shaken where they were assembled together; and they were all filled with the Holy Ghost, and they spake the word of God with boldness.

1. BE YOURSELF.

- a. Do not try to be someone else with which you have been out soul winning.
- b. It is always good to learn from other soul winners and do some things you have seen that work but always be yourself.

2. DO NOT CARRY A BURDEN THAT IS NOT YOURS TO CARRY.

- a. It is not your job to get anyone to like you today.
- b. It is your job to adorn the Gospel. (make it attractive to the lost)
- c. It is not your job to save anyone.
- d. It is your job to let them know about Christ and the plan He offers to save them.
- e. It is not your job to make somebody receive Christ.
- f. It is your job to give them the opportunity to receive Christ.
- g. If they say no to getting saved, they are rejecting Christ not you.

3. HAVE CONFIDENCE IN GOD.

- a. Have confidence in the WORK of God.
- b. Have confidence in the WORD of God.
- c. Have confidence in the WILL of God.

4. DO RIGHT.

- a. Obey God daily. (be righteous in how you live)
Proverbs 28:1 The wicked flee when no man pursueth: but the righteous are bold as a lion.
- b. Go today. The more you do right by going, the more confident you will become in what you are doing.
Hebrews 10:35 Cast not away therefore your confidence, which hath great recompence of reward.
36 For ye have need of patience, that, after ye have done the will of God, ye might receive the promise.

5. DRAW OFF THE BOLDNESS OF OTHERS.

Philippians 1:13 So that my bonds in Christ are manifest in all the palace, and in all other places;
14 And many of the brethren in the Lord, waxing confident by my bonds, are much more bold to speak the word without fear.

CHAPTER 81

Soul Winning & The Soul Winner

Proverbs 11:30 The fruit of the righteous is a tree of life; and he that winneth souls is wise.

1. SOUL WINNING HELPS THE SOUL WINNER TO OBEY GOD.

Soul winning is not a gift. It is a command. People who do not go soul winning often say they do not have the gift of soul winning. The Bible never says soul winning is a gift!

“The only alternative to soul winning is disobedience.” Dr. Curtis Hutson

2. SOUL WINNING GIVES THE SOUL WINNER AND JESUS SOMETHING IN COMMON:

- The same rejoicing

Luke 15:10 Likewise, I say unto you, there is joy in the presence of the angels of God over one sinner that repenteth.

- The same work

Luke 19:10 For the Son of man is come to seek and to save that which was lost.

3. SOUL WINNING GIVES THE SOUL WINNER A REASON:

- To tithe
- To have a daily walk with God
- To get involved in the church
- To get right with God
- To be faithful

4. SOUL WINNING GIVES THE SOUL WINNER A SENSE OF VICTORY.

Acts 8:37 And Philip said, If thou believest with all thine heart, thou mayest. And he answered and said, I believe that Jesus Christ is the Son of God.

38 And he commanded the chariot to stand still: and they went down both into the water, both Philip and the eunuch; and he baptized him.

39 And when they were come up out of the water, the Spirit of the Lord caught away Philip, that the eunuch saw him no more: and he went on his way rejoicing.

5. SOUL WINNING GIVES THE SOUL WINNER REWARDS:

- Earthly rewards
- Heavenly rewards

1 Thessalonians 2:19 For what is our hope, or joy, or crown of rejoicing? Are not even ye in the presence of our Lord Jesus Christ at his coming?

CHAPTER 82

Conserving Our Converts

1. GIVE THEM ASSURANCE OF SALVATION.

- Don't leave immediately after praying with them.
- Review Romans 10:13 and remind them that this is a promise from God.
- Have them say where they will go when they die.

2. TELL THEM ABOUT ETERNAL SECURITY.

Hebrews 13:5 ...: for he hath said, I will never leave thee, nor forsake thee.

Titus 1:2 In hope of eternal life, which God, that cannot lie, promised before the world began;

3. TELL THEM ABOUT THEIR RESPONSIBILITY TO OBEY GOD.

- If they disobey, they will still be saved but they will not be blessed or close to God.
- When they disobey, God may punish them like any good father would do.
- If they confess their sins, God will cleanse them like when we take a daily shower.

4. TELL THEM THAT GOD WANTS THEM TO GO TO CHURCH.

Hebrews 10:25 Not forsaking the assembling of ourselves together, as the manner of some is; but exhorting one another: and so much the more, as ye see the day approaching.

- They need to be around other Christians who are living for God.
- They will be like those whom they are around.
- Get them to say that they will come to church.

5. PRAY FOR THEM.

6. ARRANGE A RIDE TO CHURCH FOR YOUR CONVERTS.

- If they need a ride, this will eliminate an excuse.

7. BRING YOUR CONVERTS DOWN THE AISLE.

- Tell them you would like to pray with them at the altar.
- Record their salvation on a decision slip from the pastor.
- Have the pastor/assistant pastor talk with them about baptism.

8. GIVE THEM GOOD LITERATURE.

- A Bible
- Discipleship books

9. FOLLOW UP ON THEM.

10. DON'T GIVE UP ON THEM.

CHAPTER 83

Frustrated Soul Winning

I do not frustrate the grace of God: for if righteousness come by the law, then Christ is dead in vain. ~ Galatians 2:21

~WHY PEOPLE BECOME FRUSTRATED WITH SOUL WINNING~

1) THEY DO NOT GO BELIEVING.

Psalm 126:5 They that sow in tears shall reap in joy.

6 He that goeth forth and weepeth, bearing precious seed, shall doubtless come again with rejoicing, bringing his sheaves with him.

2) THEY GET SIDETRACKED.

- a. Know your destination.
- b. Stay on track until you reach the end.

3) THEY DO NOT HAVE A SCHEDULE/PLAN.

- a. A set time is important.
- b. A set place is important.

4) THEY DON'T RELAX OR BE THEMSELVES.

Acts 28:31 Preaching the kingdom of God, and teaching those things which concern the Lord Jesus Christ, with all confidence, no man forbidding him.

5) THEY DO NOT REALIZE THAT SOUL WINNING IS A SPIRITUAL BATTLE.

Ephesians 6:12 For we wrestle not against flesh and blood, but against principalities, against powers, against the rulers of the darkness of this world, against spiritual wickedness in high places.

6) THEY RUSH THROUGH THE PLAN.

Romans 15:19 Through mighty signs and wonders, by the power of the Spirit of God; so that from Jerusalem, and round about unto Illyricum, I have fully preached the gospel of Christ.

7) THEY DO NOT KEEP GOING UNTIL THEY SEE VICTORY.

They stop one person, one house or one week too soon! It is always one day too early to quit!

Galatians 6:9 And let us not be weary in well doing: for in due season we shall reap, if we faint not.

8) SOUL WINNING BECOMES WHAT THEY DO INSTEAD OF WHO THEY ARE.

Soul winning is supposed to be a way of life not just a thing that you do once a week. Live a soul winner's life and you will not be a frustrated soul winner!

CHAPTER 84

Know The Gospel & How To Present It

Mark 16:15 And he said unto them, Go ye into all the world, and preach the gospel to every creature.

- 1) **Have the key verse marked in your New Testament so you can quickly turn to it. Have the top corner of the page folded or use a ribbon or bookmark.**
1 John 5:13 These things have I written unto you that believe on the name of the Son of God; that ye may know that ye have eternal life, and that ye may believe on the name of the Son of God.
- 2) **On top of that page, mark the next page in which to turn and continue to do this all the way to the end of the Gospel presentation.**
 - a. **All have sinned.**
Romans 3:23 For all have sinned, and come short of the glory of God;
 - b. **There is a penalty for sin (2 deaths).**
Romans 6:23 For the wages of sin is death...
Revelation 20:14 And death and hell were cast into the lake of fire. This is the second death.
15 And whosoever was not found written in the book of life was cast into the lake of fire.
 - c. **Jesus paid our sin debt for us.**
Romans 6:23 ...but the gift of God is eternal life through Jesus Christ our Lord.
Romans 5:8 But God commendeth his love toward us, in that, while we were yet sinners, Christ died for us.
9 Much more then, being now justified by his blood, we shall be saved from wrath through him.
 - d. **Ask Jesus to save you from Hell and take you to Heaven.**
Romans 10:13 For whosoever shall call upon the name of the Lord shall be saved.
Romans 10:9 That if thou shalt confess with thy mouth the Lord Jesus, and shalt believe in thine heart that God hath raised him from the dead, thou shalt be saved.
10 For with the heart man believeth unto righteousness; and with the mouth confession is made unto salvation.
- 3) **Memorize the verses you will use so it will be easier for you to read.**
- 4) **Use a New Testament that has a larger font size to be easier for them to read.**
- 5) **Mention the fact that the Bible should be our final authority not church, religion, or personal beliefs.**
- 6) **Present the Gospel with confidence in that you believe what you are showing them.**
- 7) **Express yourself with love and care as you show them how to be saved as opposed to expressing it as “they had better listen to you or else.”**
- 8) **Look for someone who really does want to know how to go to Heaven.**

CHAPTER 85

Soul Winning & The Master

Matthew 4:19 And he saith unto them, Follow me, and I will make you fishers of men.

As we read the four Gospels, we come across many soul winning experiences between our Lord and the lost. We can learn so much from Jesus the “Master Soul Winner!”

1) JESUS WENT SOUL WINNING.

John 4:4 And he must needs go through Samaria.

Luke 19:10 For the Son of man is come to seek and to save that which was lost.

2) JESUS WAS SOUL CONSCIOUS.

Luke 19:1 And Jesus entered and passed through Jericho.

2 And, behold, there was a man named Zacchaeus, which was the chief among the publicans, and he was rich.

3 And he sought to see Jesus who he was; and could not for the press, because he was little of stature.

4 And he ran before, and climbed up into a sycamore tree to see him: for he was to pass that way.

5 And when Jesus came to the place, he looked up, and saw him, and said unto him, Zacchaeus, make haste, and come down; for to day I must abide at thy house.

He was constantly looking for the lost. He noticed people when he was walking through town.

3) JESUS WAS NOT PREJUDICED NOR RACIST.

Mark 10:49 And Jesus stood still, and commanded him to be called. And they call the blind man, saying unto him, Be of good comfort, rise; he calleth thee.

50 And he, casting away his garment, rose, and came to Jesus.

51 And Jesus answered and said unto him, What wilt thou that I should do unto thee? The blind man said unto him, Lord, that I might receive my sight.

52 And Jesus said unto him, Go thy way; thy faith hath made thee whole. And immediately he received his sight, and followed Jesus in the way.

4) JESUS LOVED THE LOST.

Mark 10:21 Then Jesus beholding him loved him, and said unto him, One thing thou lackest: go thy way, sell whatsoever thou hast, and give to the poor, and thou shalt have treasure in heaven: and come, take up the cross, and follow me.

5) JESUS DID NOT CONDEMN.

John 8:10 When Jesus had lifted up himself, and saw none but the woman, he said unto her, Woman, where are those thine accusers? hath no man condemned thee?

11 She said, No man, Lord. And Jesus said unto her, Neither do I condemn thee: go, and sin no more.

6) JESUS DID NOT ARGUE NOR WASTE TIME.

Job 6:25 How forcible are right words! but what doth your arguing reprove?

Matthew 27:12 And when he was accused of the chief priests and elders, he answered nothing.

CHAPTER 86

The Four “V’s” Of Soul Winning

You will win more souls to Christ if you incorporate these four V’s.

1) VISION

John 4:35 Say not ye, There are yet four months, and then cometh harvest? behold, I say unto you, Lift up your eyes, and look on the fields; for they are white already to harvest.

36 And he that reapeth receiveth wages, and gathereth fruit unto life eternal: that both he that soweth and he that reapeth may rejoice together.

- The ability to see the fields and the lost who are ready to be saved.

2) VOW

Psalm 76:11 Vow, and pay unto the LORD your God: let all that be round about him bring presents unto him that ought to be feared.

- Vow to God that you will go soul winning.
- Ask God for a goal of how many to see saved.
- Purpose to do your part.

3) VOLUME

1 Thessalonians 4:1 Furthermore then we beseech you, brethren, and exhort you by the Lord Jesus, that as ye have received of us how ye ought to walk and to please God, so ye would abound more and more.

- Knock on more doors.
- Go for a longer time.
- Go more often.
- Talk to everyone you see and give a tract to everyone you can.

4) VIRTUE

2 Peter 1:3 According as his divine power hath given unto us all things that pertain unto life and godliness, through the knowledge of him that hath called us to glory and virtue:

4 Whereby are given unto us exceeding great and precious promises: that by these ye might be partakers of the divine nature, having escaped the corruption that is in the world through lust.

5 And beside this, giving all diligence, add to your faith virtue; and to virtue knowledge;

- Live a clean life.
- Have high morals.
- Be separated from the world.

CHAPTER 87

Ten Thoughts To Help You Win Souls

Isaiah 1:17 Learn to do well; seek judgment, ...

1) JUST BEGIN.

- Tell them how you got saved.
- Tell them you no longer fear death or wonder what will happen when you die.

2) REMEMBER THE MESSAGE THAT REACHED YOUR HEART.

- God loved you so much that He sent Jesus to die in your place.
- Christ paid your sin debt in full, and you will never have to pay it yourself.
- You don't have to go to Hell forever.
- Someone cared enough about you to show you the way.
- God will save anyone no matter who they are or what they have done.

3) LISTEN TO INSTRUCTIONS & POINTERS GIVEN AT CHURCH.

- Pointers given when the preacher preaches.
- Pointers given at the soul winning rally.

4) OBSERVE AND LEARN FROM THE EXPERIENCE OF OTHER SOUL WINNERS.

- Be submissive to teaching.
- It's OK to be a beginner. Purpose to learn and grow.
- Avoid problems by learning from the mistakes of others.

5) TAKE NOTES AND ASK QUESTIONS.

- Don't hesitate to write things down.
- Mark verses in your New Testament and write in the margins.
- Write down questions that come to mind and ask them when you can.

6) PRACTICE YOUR PRESENTATION ON YOUR PARTNER.

- The best time is on the way to soul winning or on the way back.

7) DON'T CHANGE WHAT YOU HAVE LEARNED.

- You don't need to reinvent the wheel.
- Do what works and what has been proven to work.
- You can always learn new ideas but there is only ONE way to be saved.

8) REALIZE THAT SOUL WINNERS MUST DEPEND ON GOD TO WIN SOULS.

- Pray for power, wisdom, divine appointments, guidance, protection from the devil.

9) SOUL WINNERS CAN'T SAVE A LOST SOUL.

- Jesus does the saving. We are just vessels for Him to use in sharing the Gospel.

10) DON'T LET FEAR KEEP YOU FROM SEEING SOULS SAVED.

- The more you go soul winning the better and more natural you will be.
- Soul winning will eventually become a way of life for you.

CHAPTER 88

Giving Your Convert Assurance Of Salvation

*1 John 5:11 And this is the record, that God hath given
to us eternal life, and this life is in his Son.*

12 He that hath the Son hath life; and he that hath not the Son of God hath not life.

*13 These things have I written unto you that believe on the name of the Son of God; that ye may
know that ye have eternal life, and that ye may believe on the name of the Son of God.*

1) USE 1 JOHN 5:13.

“These things have I written unto you that believe on the name of the Son of God”

2) EMPHASIZE THAT IT IS POSSIBLE TO KNOW THAT YOU ARE GOING TO HEAVEN.

“that ye may know that ye have eternal life”

3) REREAD ROMANS 10:13.

Romans 10:13 For whosoever shall call upon the name of the Lord shall be saved.

4) ASK QUESTIONS.

- Who does whosoever mean? (ANYBODY)
- Does it include you? (YES)
- On whom did you just call? (JESUS)
- What did you ask Jesus to do? (SAVE ME)
- Were you sincere? (YES)
- Did He promise to save you? (YES)
- Save you from what? (HELL)
- Does God lie? (NO)
- How many times did Jesus die on the cross? (ONCE)
- Did he write your name in the Book of Life today? (YES)
- What does everlasting mean? (NEVER ENDING)

*John 3:16 For God so loved the world, that he gave his only begotten Son, that
whosoever believeth in him should not perish, but have everlasting life.*

- Will Jesus ever leave once you asked him to save you? (NO)

*Hebrews 13:5 Let your conversation be without covetousness; and be content with
such things as ye have: for he hath said, I will never leave thee, nor forsake thee.*

- If you died today, where does the Bible say that you will go? (HEAVEN)

5) THE SALVATION CERTIFICATE.

- Give them a salvation certificate that you fill out for them right there.
- Suggest that they keep it in their Bible.
- Tell them that once Jesus writes their name in the Book of Life, He will never erase it.

CHAPTER 89

More Saved

*Philippians 3:13 Brethren, I count not myself to have apprehended: but this one thing I do, forgetting those things which are behind, and reaching forth unto those things which are before,
14 I press toward the mark for the prize of the high calling of God in Christ Jesus.*

- **A New Year brings new opportunities; for us, that means an opportunity to see MORE people saved.**
- **Jesus came to seek and to save those which are lost.**
- **His last command before going back to Heaven was for us to preach the Gospel to every person.**
- **Our primary objective is to get the Gospel out and see as many people saved as we possibly can.**

M – Make up your mind that you will go soul winning every week.

O – Observe those who are successful and consistent in their soul winning.

R – Recognize and depend upon God for the salvation of lost souls.

E – Expect people to get saved every time you go soul winning.

S – Set personal goals for your best year of soul winning this year.

A – Avail yourself of every opportunity for soul winning.

V – Visit with friends and relatives of your converts and lead them to Christ.

E – Evaluate yourself and your results weekly and monthly.

D – Draw the net every time you present the Gospel.

CHAPTER 90

Goals For Growth

*2 Peter 3:18 But grow in grace, and in the knowledge of our Lord and Saviour Jesus Christ.
To him be glory both now and for ever. Amen.*

1. GROWTH IS NECESSARY TO SUSTAIN LIFE.

- A. Lack of growth is deterioration.
- B. Every living thing is either growing or dying.
- C. Every Christian is either growing or backsliding.
- D. Strength is the result of steady, consistent growth.
- E. A great Christian is the result steady, yearly growth.

2. GROWTH REQUIRES CERTAIN THINGS.

- A. Circulation
- B. Taking in (personal devotions, preaching, study, etc.)
- C. Giving out (soul winning, tithes and offerings, ministry and serving, etc.)
- D. Energy source
- E. Prayer
- F. Bibles reading and studying
- G. Yielding to the Holy Spirit
- H. Time – (growth is impossible without an investment of time)

3. WE ARE THE KEY TO THE GROWTH OF OUR CHURCH.

- A. The church is an assembly of believers.
- B. When we as individuals stop growing, the church will stop growing.

4. SET GOALS TO GROW.

- A. Increase your prayer time.
- B. Increase your Bible time.
- C. Increase your Scripture memory.
- D. Increase your soul winning time.
- E. Increase your visitors and baptisms in church.
- F. Set goals that push you to grow, and that requires God to get involved in your life.

CHAPTER 91

Lessons Learned On The Mission Field

Proverbs 11:30 The fruit of the righteous is a tree of life; and he that winneth souls is wise.

Daniel 2:21 And he changeth the times and the seasons: he removeth kings, and setteth up kings: he giveth wisdom unto the wise, and knowledge to them that know understanding:

- 1. PEOPLE WANT TO KNOW THAT THEY ARE GOING TO HEAVEN WHEN THEY DIE.**
- 2. GENERALLY SPEAKING, PEOPLE ARE THE SAME THOUGH THEY MAY HAVE DIFFERENT CULTURES AND PRACTICES.**
- 3. CARING ABOUT PEOPLE IS IMPORTANT IF YOU WANT THEM TO LISTEN TO WHAT YOU HAVE TO SAY.**
- 4. IF YOU ARE PERSISTENT IN WANTING TO SEE SOMEBODY SAVED, GOD WILL BRING SOMEONE ACROSS YOUR PATH WHO WANTS TO BE SAVED.**
- 5. IT IS WISE TO ADAPT HOW YOU APPROACH PEOPLE BASED ON CIRCUMSTANCES AND SURROUNDINGS.**
- 6. PRAY, PRAY, PRAY!**
- 7. ALWAYS BE READY WITH A NEW TESTAMENT AND TRACTS.**
- 8. KNOW HOW TO SHOW SOMEONE IN THE BIBLE HOW TO BE SAVED.**
- 9. ALWAYS TREAT PEOPLE WITH RESPECT AND KINDNESS.**
- 10. ALWAYS USE YOUR TESTIMONY OF SALVATION.**
- 11. DON'T LET THE DEVIL GET INTO YOUR MIND OR DISCOURAGE YOU.**
- 12. BELIEVE THAT YOU WILL SEE SOMEONE SAVED.**
- 13. ANYONE CAN BE A SOUL WINNER IF YOU PUT YOUR MIND AND HEART TO IT!**

CHAPTER 92

Goals For The Gospel

Romans 1:15 So, as much as in me is, I am ready to preach the gospel to you that are at Rome also.

16 For I am not ashamed of the gospel of Christ: for it is the power of God unto salvation to every one that believeth; to the Jew first, and also to the Greek.

1. TO BE SERIOUS WHEN TAKING THE GOSPEL.

- A. Don't rush through the plan of salvation.
- B. Be focused on the task at hand.
- C. Someone's eternity is at stake.

2. TO BE SATURATING WITH THE GOSPEL.

- A. All in the household

Acts 16:30 And brought them out, and said, Sirs, what must I do to be saved?

31 And they said, Believe on the Lord Jesus Christ, and thou shalt be saved, and thy house.

- B. All creatures

Mark 16:15 And he said unto them, Go ye into all the world, and preach the gospel to every creature.

- C. All places

Acts 1:8 But ye shall receive power, after that the Holy Ghost is come upon you: and ye shall be witnesses unto me both in Jerusalem, and in all Judaea, and in Samaria, and unto the uttermost part of the earth.

3. TO BE SOUL WINNERS WITH THE GOSPEL.

Proverbs 11:30 The fruit of the righteous is a tree of life; and he that winneth souls is wise.

Daniel 12:3 And they that be wise shall shine as the brightness of the firmament; and they that turn many to righteousness as the stars for ever and ever.

- A. Not just passing out tracts
- B. Not just inviting people to church
- C. But, introducing them to Jesus as their Saviour

4. TO BE STEWARDS OF THE GOSPEL.

1 Corinthians 9:16 For though I preach the gospel, I have nothing to glory of: for necessity is laid upon me; yea, woe is unto me, if I preach not the gospel!

17 For if I do this thing willingly, I have a reward: but if against my will, a dispensation of the gospel is committed unto me.

Be soul winners everywhere you go. Be prepared any day and time.

5. TO SEE ADDITIONAL SOUL WINNERS BECAUSE OF THE GOSPEL.

Be recruiting others to join the ranks of soul winning at your Church.

CHAPTER 93

The Soul Winner's Resources

2 Corinthians 10:4 (For the weapons of our warfare are not carnal, but mighty through God to the pulling down of strong holds;)

We are without excuse! As soul winners, we have nothing to fear. God has given us a command to go, win, baptize, and teach. God has also given us the resources and tools with which to complete this assignment. Thank God we can go with confidence, boldness, power and assurance that we will see people saved, baptized and added to the church!

1. PRAYER

Acts 4:31 And when they had prayed, the place was shaken where they were assembled together; and they were all filled with the Holy Ghost, and they spake the word of God with boldness.

Mark 11:24 Therefore I say unto you, What things soever ye desire, when ye pray, believe that ye receive them, and ye shall have them.

2. POWER

Acts 1:8 But ye shall receive power, after that the Holy Ghost is come upon you: and ye shall be witnesses unto me both in Jerusalem, and in all Judaea, and in Samaria, and unto the uttermost part of the earth.

John 16:13 Howbeit when he, the Spirit of truth, is come, he will guide you into all truth: for he shall not speak of himself; but whatsoever he shall hear, that shall he speak: and he will shew you things to come.

14 He shall glorify me: for he shall receive of mine, and shall shew it unto you.

3. PRECIOUS SEED (THE WORD OF GOD)

Psalms 126:5 They that sow in tears shall reap in joy.

6 He that goeth forth and weepeth, bearing precious seed, shall doubtless come again with rejoicing, bringing his sheaves with him.

1 Peter 1:23 Being born again, not of corruptible seed, but of incorruptible, by the word of God, which liveth and abideth for ever.

24 For all flesh is as grass, and all the glory of man as the flower of grass. The grass withereth, and the flower thereof falleth away:

25 But the word of the Lord endureth for ever. And this is the word which by the gospel is preached unto you.

4. PRESENCE OF JESUS

Matthew 28:18 And Jesus came and spake unto them, saying, All power is given unto me in heaven and in earth.

19 Go ye therefore, and teach all nations, baptizing them in the name of the Father, and of the Son, and of the Holy Ghost:

20 Teaching them to observe all things whatsoever I have commanded you: and, lo, I am with you always, even unto the end of the world. Amen.

2 Timothy 4:17 Notwithstanding the Lord stood with me, and strengthened me; that by me the preaching might be fully known, and that all the Gentiles might hear: and I was delivered out of the mouth of the lion.

18 And the Lord shall deliver me from every evil work, and will preserve me unto his heavenly kingdom: to whom be glory for ever and ever. Amen.

CHAPTER 94

If The Rich Man In Luke 16 Went Soul Winning

Luke 16:19 There was a certain rich man, which was clothed in purple and fine linen, and fared sumptuously every day:

20 And there was a certain beggar named Lazarus, which was laid at his gate, full of sores,

21 And desiring to be fed with the crumbs which fell from the rich man's table: moreover the dogs came and licked his sores.

22 And it came to pass, that the beggar died, and was carried by the angels into Abraham's bosom: the rich man also died, and was buried;

23 And in hell he lift up his eyes, being in torments, and seeth Abraham afar off, and Lazarus in his bosom.

24 And he cried and said, Father Abraham, have mercy on me, and send Lazarus, that he may dip the tip of his finger in water, and cool my tongue; for I am tormented in this flame.

25 But Abraham said, Son, remember that thou in thy lifetime receivedst thy good things, and likewise Lazarus evil things: but now he is comforted, and thou art tormented.

26 And beside all this, between us and you there is a great gulf fixed: so that they which would pass from hence to you cannot; neither can they pass to us, that would come from thence.

27 Then he said, I pray thee therefore, father, that thou wouldest send him to my father's house:

28 For I have five brethren; that he may testify unto them, lest they also come into this place of torment.

29 Abraham saith unto him, They have Moses and the prophets; let them hear them.

30 And he said, Nay, father Abraham: but if one went unto them from the dead, they will repent.

31 And he said unto him, If they hear not Moses and the prophets, neither will they be persuaded, though one rose from the dead.

1. HE WOULD COMPEL THEM TO GET SAVED.

Luke 14:21 So that servant came, and shewed his lord these things. Then the master of the house being angry said to his servant, Go out quickly into the streets and lanes of the city, and bring in hither the poor, and the maimed, and the halt, and the blind.

22 And the servant said, Lord, it is done as thou hast commanded, and yet there is room.

23 And the lord said unto the servant, Go out into the highways and hedges, and compel them to come in, that my house may be filled.

(def) To drive or urge with force, or irresistibly; to constrain; to oblige; to necessitate, either by physical or moral force.

2. HE WOULD WANT ALL PEOPLE TO GET SAVED.

2 Peter 3:9 The Lord is not slack concerning his promise, as some men count slackness; but is longsuffering to us-ward, not willing that any should perish, but that all should come to repentance.

1 Timothy 2:3 For this is good and acceptable in the sight of God our Saviour;

4 Who will have all men to be saved, and to come unto the knowledge of the truth.

3. HE WOULD ALWAYS KEEP THE REALITY OF HELL AT THE FOREFRONT OF HIS MIND.

Revelation 20:14 And death and hell were cast into the lake of fire. This is the second death.

15 And whosoever was not found written in the book of life was cast into the lake of fire.

CHAPTER 95

When You Go Soul Winning, You Should Be...

Titus 2:10 Not purloining, but shewing all good fidelity; that they may adorn the doctrine of God our Saviour in all things.

I. NICE

- A. Be on your best behavior.
- B. Be nice to everyone because everyone is having a tough time.
- C. It will be like medicine for their soul.

II. NEAT

- A. Appearance, hair, dress clothes, fresh breath, etc.
- B. Look your best.
- C. Handle yourself with dignity and class.

III. NATURAL

- A. Not artificial, phony, or like a salesperson.
- B. You will get much further with them by being yourself.
- C. God can use your personality and life's experiences to reach some that others cannot reach.

IV. NOTEWORTHY

- A. The definition is – deserving of notice.
- B. You should approach them as if you have something to say they would want to hear.
- C. People want to learn from those who know something that they do not know themselves.

V. NOURISHING

- A. Is defined as – to feed or promote the growth of.
- B. Pastoral type love is as gentle as a nurse cherishes her children.
- C. When you leave the home or person, you should have the goal to be a blessing to everyone you speak with.

If you will be nice, neat, natural, noteworthy and nourishing, it will help your soul winning efforts. Our goal is to win souls, baptize our converts, and teach them how to live a dedicated Christian life.

1 Corinthians 9:20 And unto the Jews I became as a Jew, that I might gain the Jews; to them that are under the law, as under the law, that I might gain them that are under the law;

21 To them that are without law, as without law, (being not without law to God, but under the law to Christ,) that I might gain them that are without law.

22 To the weak became I as weak, that I might gain the weak: I am made all things to all men, that I might by all means save some.

23 And this I do for the gospel's sake, that I might be partaker thereof with you.

CHAPTER 96

Soul Winning Don'ts

*Matthew 10:16 Behold, I send you forth as sheep in the midst of wolves:
be ye therefore wise as serpents, and harmless as doves.*

1. **DON'T PASS UP ANYONE OR LEAVE THEM FOR SOMEONE ELSE TO GET.**
2. **DON'T ARGUE. WE ARE NOT GOING OUT TO ARGUE WITH PEOPLE.**
3. **DON'T TALK DOWN TO THE UNSAVED.**
4. **DON'T GET SIDETRACKED ON OPINIONS, DOCTRINES, SINS, ETC. STAY ON COURSE WITH THE GOSPEL.**
5. **DON'T PUT THEM ON THE DEFENSIVE. DON'T CRITICIZE OR CONDEMN THEIR RELIGION, OPINIONS OR BELIEFS.**
6. **DON'T BE RUDE.**
7. **DON'T TALK TO THEM LIKE YOU ARE PREACHING A SERMON. YOU ARE NOT BRINGING A PULPIT WITH YOU WHEN YOU GO SOUL WINNING.**
8. **DON'T TALK OVER THEIR HEAD BY USING BIG THEOLOGICAL WORDS OR TERMS THAT ARE HARD FOR THE LOST TO UNDERSTAND.**
9. **DON'T SOOTHE THEIR CONSCIENCE BY IMPLYING THAT THEY ARE A GOOD PERSON. THEY NEED TO UNDERSTAND THAT THEY ARE A SINNER AND WOULD GO TO HELL IF THEY DIED IN THEIR SINS.**
10. **DON'T LET EXCUSES DETER YOU. GET AROUND THEM IF YOU CAN WITHOUT BEING OFFENSIVE.**
11. **DON'T BE HARSH LIKE AN ATTORNEY ON A CROSS-EXAMINATION. GENUINELY CARE ABOUT THEM.**
12. **DON'T LET THE DEVIL CONVINCE YOU THAT YOU CANNOT WIN SOULS.**

CHAPTER 97

Overcoming Common Misconceptions

I. I MUST CLEAN UP MY LIFE FIRST BEFORE I GET SAVED.

Luke 15:7 I say unto you, that likewise joy shall be in heaven over one sinner that repenteth, more than over ninety and nine just persons, which need no repentance.

II. I WILL HAVE TO GIVE UP TOO MUCH TO GET SAVED.

*Mark 8:36 For what shall it profit a man, if he shall gain the whole world, and lose his own soul?
37 Or what shall a man give in exchange for his soul?*

III. I HAVE PLENTY OF TIME TO GET SAVED LATER.

2 Corinthians 6:2 (For he saith, I have heard thee in a time accepted, and in the day of salvation have I succoured thee: behold, now is the accepted time; behold, now is the day of salvation.)

IV. CHRISTIANS ARE A BUNCH OF HYPOCRITES.

John 7:24 Judge not according to the appearance, but judge righteous judgment.

John 19:4 Pilate therefore went forth again, and saith unto them, Behold, I bring him forth to you, that ye may know that I find no fault in him.

V. I HAVE SINNED TOO MUCH TO GET SAVED.

*Romans 5:6 For when we were yet without strength, in due time Christ died for the ungodly.
7 For scarcely for a righteous man will one die: yet peradventure for a good man some would even dare to die.
8 But God commendeth his love toward us, in that, while we were yet sinners, Christ died for us.*

VI. IT'S TOO LATE FOR ME TO GET SAVED.

*Luke 23:41 And we indeed justly; for we receive the due reward of our deeds: but this man hath done nothing amiss.
42 And he said unto Jesus, Lord, remember me when thou comest into thy kingdom.
43 And Jesus said unto him, Verily I say unto thee, To day shalt thou be with me in paradise.*

VII. I AM JUST NOT READY TO BE SAVED.

Proverbs 27:1 Boast not thyself of to morrow; for thou knowest not what a day may bring forth.

VIII. PEOPLE WILL LAUGH AT ME IF I GET SAVED.

Proverbs 29:25 The fear of man bringeth a snare: but whoso putteth his trust in the LORD shall be safe.

IX. I HAVE ALWAYS BELIEVED.

*John 3:3 Jesus answered and said unto him, Verily, verily, I say unto thee, Except a man be born again, he cannot see the kingdom of God.
6 That which is born of the flesh is flesh; and that which is born of the Spirit is spirit.
7 Marvel not that I said unto thee, Ye must be born again.*

X. I AM WORKING ON GETTING SAVED.

*Titus 3:5 Not by works of righteousness which we have done, but according to his mercy he saved us, by the washing of regeneration, and renewing of the Holy Ghost;
6 Which he shed on us abundantly through Jesus Christ our Saviour;
7 That being justified by his grace, we should be made heirs according to the hope of eternal life.*

CHAPTER 98

Trust And Soul Winning

Psalm 18:30 As for God, his way is perfect: the word of the LORD is tried: he is a buckler to all those that trust in him.

I. TRUST GOD:

- a. For truth
- b. For wisdom
- c. For power

II. TRUST THE HOLY SPIRIT:

- a. For His presence
- b. For His direction
- c. For His ability

III. TRUST GOD'S WORD:

- a. To be true
- b. To bring conviction
- c. To produce faith

IV. TRUST JESUS:

- a. To save souls
- b. To forgive the sinner
- c. To be with us

V. TRUST YOUR PASTOR:

- a. For instruction in soul winning
- b. For correct biblical doctrine
- c. For leading in the right way

VI. TRUST YOUR SOUL WINNING PARTNER:

- a. The Holy Spirit - our main partner
- b. The talking partner
- c. The silent partner

VII. TRUST THE CONVERT:

- a. To want to know
- b. To listen well
- c. To mean it when they ask Jesus to save them

CHAPTER 99

Simple Salvation

2 Corinthians 11:3 But I fear, lest by any means, as the serpent beguiled Eve through his subtilty, so your minds should be corrupted from the simplicity that is in Christ.

I. SALVATION IS NOT ANY FORM OF WORKS.

Romans 3:20 Therefore by the deeds of the law there shall no flesh be justified in his sight: for by the law is the knowledge of sin.

Galatians 3:10 For as many as are of the works of the law are under the curse: for it is written, Cursed is every one that continueth not in all things which are written in the book of the law to do them.

11 But that no man is justified by the law in the sight of God, it is evident: for, The just shall live by faith.

*Ephesians 2:8 For by grace are ye saved through faith; and that not of yourselves: it is the gift of God:
9 Not of works, lest any man should boast.*

- a. Is not in baptism.
- b. Is not in church attendance.
- c. Is not in Bible knowledge.
- d. Is not in a changed life.
- e. Is not in experience.
- f. Is not in sorrow for sin.
- g. Is not in any good deeds that we can do.

II. SALVATION IS SIMPLY TRUSTING JESUS ALONE TO GET TO HEAVEN.

Romans 3:28 Therefore we conclude that a man is justified by faith without the deeds of the law.

Ephesians 1:12 That we should be to the praise of his glory, who first trusted in Christ.

- a. For salvation from Hell
- b. For eternal life in Heaven
- c. For keeping us saved (eternal security)

III. CHECK OUT WHAT THEY BELIEVE IN FOR SALVATION.

- a. When a person says they believe that they will go to Heaven, ask them what they believe is the reason they will go.
- b. What are they trusting in?
- c. Maybe they believe a false gospel or maybe they have been misled.
- d. Some think that what anyone believes is correct for them. They need to believe that what God says in His Word is all that matters when we stand before God.
- e. Help them to truly repent, think differently about how to go to Heaven, and trust in Jesus alone by calling upon His name for salvation.

CHAPTER 100

Success In Fishing For Men

Luke 5:1 And it came to pass, that, as the people pressed upon him to hear the word of God, he stood by the lake of Gennesaret,

2 And saw two ships standing by the lake: but the fishermen were gone out of them, and were washing their nets.

3 And he entered into one of the ships, which was Simon's, and prayed him that he would thrust out a little from the land. And he sat down, and taught the people out of the ship.

4 Now when he had left speaking, he said unto Simon, Launch out into the deep, and let down your nets for a draught.

5 And Simon answering said unto him, Master, we have toiled all the night, and have taken nothing: nevertheless at thy word I will let down the net.

6 And when they had this done, they inclosed a great multitude of fishes: and their net brake.

7 And they beckoned unto their partners, which were in the other ship, that they should come and help them. And they came, and filled both the ships, so that they began to sink.

8 When Simon Peter saw it, he fell down at Jesus' knees, saying, Depart from me; for I am a sinful man, O Lord.

9 For he was astonished, and all that were with him, at the draught of the fishes which they had taken:

10 And so was also James, and John, the sons of Zebedee, which were partners with Simon. And Jesus said unto Simon, Fear not; from henceforth thou shalt catch men.

11 And when they had brought their ships to land, they forsook all, and followed him.

1) DEEP WATER

- a. Obey where Jesus leads.
- b. Increased faith
- c. More fish (souls) bring more glory to Jesus.

2) A BOAT

- a. The New Testament Church is God's fishing boat.
- b. The best fishing is done from the boat.
- c. Be with other fishermen from the same boat.

3) A NET

- a. Church-wide soul winning times
- b. Bus ministry/Sunday school class visiting
- c. Daily soul winning

4) GOOD BAIT

- a. Gospel Tracts and the Word of God
- b. Love for the lost
- c. Promotions

5) FISH THAT ARE KEEPERS

- a. Any size
- b. Any color
- c. Any condition

CHAPTER 101

The Soul Winner & Balance

Luke 10:38 Now it came to pass, as they went, that he entered into a certain village: and a certain woman named Martha received him into her house.

39 And she had a sister called Mary, which also sat at Jesus' feet, and heard his word.

40 But Martha was cumbered about much serving, and came to him, and said, Lord, dost thou not care that my sister hath left me to serve alone? bid her therefore that she help me.

41 And Jesus answered and said unto her, Martha, Martha, thou art careful and troubled about many things:

42 But one thing is needful: and Mary hath chosen that good part, which shall not be taken away from her.

Matthew 28:18 And Jesus came and spake unto them, saying, All power is given unto me in heaven and in earth.

19 Go ye therefore, and teach all nations, baptizing them in the name of the Father, and of the Son, and of the Holy Ghost:

20 Teaching them to observe all things whatsoever I have commanded you: and, lo, I am with you always, even unto the end of the world. Amen.

I. PRODUCTIVE BALANCE

- a. **Work** without **Worship** is distraction and troubled.

CUMBERED (vs 40) – distracted and hindered

CAREFUL (vs 41) – to be worried and stressed

- b. **Worship** without **Works** is prayer without purpose.

PART (vs 42) – portion, segment of a whole

PURPOSE (Matt 28:18-20) – soul winning and discipleship

- c. **Worship** with **Works** is complete obedience and success.

FRUIT – *Proverbs 11:30 The fruit of the righteous is a tree of life; and he that winneth souls is wise.*

FULFILLED - *Mark 16:15 And he said unto them, Go ye into all the world, and preach the gospel to every creature.*

II. PROMISE TO BELIEVERS

Psalm 126:5 They that sow in tears shall reap in joy.

6 He that goeth forth and weepeth, bearing precious seed, shall doubtless come again with rejoicing, bringing his sheaves with him.

CHAPTER 102

Abide In Christ

John 15:4 Abide in me, and I in you. As the branch cannot bear fruit of itself, except it abide in the vine; no more can ye, except ye abide in me.

5 I am the vine, ye are the branches: He that abideth in me, and I in him, the same bringeth forth much fruit: for without me ye can do nothing.

6 If a man abide not in me, he is cast forth as a branch, and is withered; and men gather them, and cast them into the fire, and they are burned.

7 If ye abide in me, and my words abide in you, ye shall ask what ye will, and it shall be done unto you.

8 Herein is my Father glorified, that ye bear much fruit; so shall ye be my disciples.

WHAT DO WE GET WHEN WE ABIDE IN CHRIST?

1. PROTECTION OF CHRIST

Matthew 16:18 And I say also unto thee, That thou art Peter, and upon this rock I will build my church; and the gates of hell shall not prevail against it.

2. POWER OF CHRIST

Acts 1:8 But ye shall receive power, after that the Holy Ghost is come upon you: and ye shall be witnesses unto me both in Jerusalem, and in all Judaea, and in Samaria, and unto the uttermost part of the earth.

Psalm 62:11 God hath spoken once; twice have I heard this; that power belongeth unto God.

Psalm 68:35 O God, thou art terrible out of thy holy places: the God of Israel is he that giveth strength and power unto his people. Blessed be God.

3. PRESENCE OF CHRIST

Matthew 28:19 Go ye therefore, and teach all nations, baptizing them in the name of the Father, and of the Son, and of the Holy Ghost:

20 Teaching them to observe all things whatsoever I have commanded you: and, lo, I am with you alway, even unto the end of the world. Amen.

4. PATH OF CHRIST

Acts 8:26 And the angel of the Lord spake unto Philip, saying, Arise, and go toward the south unto the way that goeth down from Jerusalem unto Gaza, which is desert.

27 And he arose and went: and, behold, a man of Ethiopia, an eunuch of great authority under Candace queen of the Ethiopians, who had the charge of all her treasure, and had come to Jerusalem for to worship,

28 Was returning, and sitting in his chariot read Esaias the prophet.

29 Then the Spirit said unto Philip, Go near, and join thyself to this chariot.

5. PRODUCT OF CHRIST

Psalm 126:5 They that sow in tears shall reap in joy.

6 He that goeth forth and weepeth, bearing precious seed, shall doubtless come again with rejoicing, bringing his sheaves with him.

CHAPTER 103

Symptoms Of A Soul Winner

Matthew 15:29 And Jesus departed from thence, and came nigh unto the sea of Galilee; and went up into a mountain, and sat down there.

30 And great multitudes came unto him, having with them those that were lame, blind, dumb, maimed, and many others, and cast them down at Jesus' feet; and he healed them:

31 Insomuch that the multitude wondered, when they saw the dumb to speak, the maimed to be whole, the lame to walk, and the blind to see: and they glorified the God of Israel.

32 Then Jesus called his disciples unto him, and said, I have compassion on the multitude, because they continue with me now three days, and have nothing to eat: and I will not send them away fasting, lest they faint in the way.

36 And he took the seven loaves and the fishes, and gave thanks, and brake them, and gave to his disciples, and the disciples to the multitude.

37 And they did all eat, and were filled: and they took up of the broken meat that was left seven baskets full.

1) SOUL WINNERS BRING PEOPLE TO JESUS. (vs. 30)

- a. This will make you compassionate.
- b. This will cause you to be patient.

2) SOUL WINNERS NEVER GET USED TO SEEING PEOPLE GET SAVED. (vs. 31)

- a. It makes every soul winning time and church service exciting.
- b. It will cause you to go the extra mile to see someone get saved.

3) SOUL WINNERS GIVE GOD THE GLORY. (vs. 31)

- a. This will remind you that without God you could do nothing.
- b. As long as you keep giving God the glory, God keeps giving the souls.

4) SOUL WINNERS MAKE SOUL WINNING A WAY OF LIFE. (vs. 32)

- a. When Jesus was in the area, they continued to bring the lost to Him.
- b. Jesus is always with us so at any time we can bring the lost to Him.

5) SOUL WINNERS ARE REWARDED FOR THEIR WORK. (vs. 32-37)

- a. Your labors will not go unnoticed by God.
- b. God will reward you now, not just in Heaven.

CHAPTER 104

Lead Them To A Decision

Joel 3:14 Multitudes, multitudes in the valley of decision: for the day of the LORD is near in the valley of decision.

1) SOUL WINNING IS WINNING SOMEONE TO CHRIST.

Proverbs 11:30 The fruit of the righteous is a tree of life; and he that winneth souls is wise.

2) SOUL WINNING IS TURNING THEM TO RIGHTEOUSNESS.

Daniel 12:3 And they that be wise shall shine as the brightness of the firmament; and they that turn many to righteousness as the stars for ever and ever.

3) SOUL WINNING IS BEARING FRUIT.

John 15:1 I am the true vine, and my Father is the husbandman.

2 Every branch in me that beareth not fruit he taketh away: and every branch that beareth fruit, he purgeth it, that it may bring forth more fruit.

8 Herein is my Father glorified, that ye bear much fruit; so shall ye be my disciples.

4) SOUL WINNING IS HELPING SOMEONE MAKE A DECISION TO RECEIVE CHRIST AS THEIR SAVIOUR.

John 1:12 But as many as received him, to them gave he power to become the sons of God, even to them that believe on his name:

Romans 10:9 That if thou shalt confess with thy mouth the Lord Jesus, and shalt believe in thine heart that God hath raised him from the dead, thou shalt be saved.

10 For with the heart man believeth unto righteousness; and with the mouth confession is made unto salvation.

11 For the scripture saith, Whosoever believeth on him shall not be ashamed.

12 For there is no difference between the Jew and the Greek: for the same Lord over all is rich unto all that call upon him.

13 For whosoever shall call upon the name of the Lord shall be saved.

5) SOUL WINNING IS HELPING THE LOST TO HAVE A DAY OF SALVATION.

2 Corinthians 6:2 (For he saith, I have heard thee in a time accepted, and in the day of salvation have I succoured thee: behold, now is the accepted time; behold, now is the day of salvation.)

CHAPTER 105

The Heart Of The Church

Deuteronomy 5:29 O that there were such an heart in them, that they would fear me, and keep all my commandments always, that it might be well with them, and with their children for ever!

Deuteronomy 6:5 And thou shalt love the LORD thy God with all thine heart, and with all thy soul, and with all thy might.

6 And these words, which I command thee this day, shall be in thine heart:

1 Samuel 16:7 But the LORD said unto Samuel, Look not on his countenance, or on the height of his stature; because I have refused him: for the LORD seeth not as man seeth; for man looketh on the outward appearance, but the LORD looketh on the heart.

Psalms 22:26 The meek shall eat and be satisfied: they shall praise the LORD that seek him: your heart shall live for ever.

~THE HEART OF THE LOCAL CHURCH~

- 1) SHOULD DIRECT ITS LOVE AND SUBMIT ITS WILL TO GOD.**
- 2) PROVIDES THE FORCE OR “BLOOD PRESSURE” NEEDED FOR GOOD CIRCULATION.**
- 3) GIVES OFF A STRONG HEALTHY PULSE- A JOYFUL SOUND.**
- 4) SHOWS THE REAL CONDITION AND COURSE (INTENT) OF THE CHURCH.**
- 5) MAINTAINS THE HEALTH OF ALL THE OTHER ORGANS (MINISTRIES) IN THE CHURCH.**
- 6) SHOULD BE GIVEN REGULAR EXAMINATIONS.**
- 7) SHOULD BE EXERCISED REGULARLY.**
- 8) IS THE MAIN REASON FOR BEING A SOUL WINNING CHURCH.**

Proverbs 4:23 Keep thy heart with all diligence; for out of it are the issues of life.

CHAPTER 106

Ambassadors For Christ

2 Corinthians 5:17 Therefore if any man be in Christ, he is a new creature: old things are passed away; behold, all things are become new.

18 And all things are of God, who hath reconciled us to himself by Jesus Christ, and hath given to us the ministry of reconciliation;

19 To wit, that God was in Christ, reconciling the world unto himself, not imputing their trespasses unto them; and hath committed unto us the word of reconciliation.

20 Now then we are ambassadors for Christ, as though God did beseech you by us: we pray you in Christ's stead, be ye reconciled to God..

1) WE ARE A NEW CREATURE IN CHRIST WHEN WE GET SAVED.

Ephesians 4:22 That ye put off concerning the former conversation the old man, which is corrupt according to the deceitful lusts;

23 And be renewed in the spirit of your mind;

24 And that ye put on the new man, which after God is created in righteousness and true holiness.

2) WE HAVE BEEN GIVEN THE MINISTRY OF RECONCILIATION.

2 Corinthians 5:18 And all things are of God, who hath reconciled us to himself by Jesus Christ, and hath given to us the ministry of reconciliation;

19 To wit, that God was in Christ, reconciling the world unto himself, not imputing their trespasses unto them; and hath committed unto us the word of reconciliation.

3) WE ARE AMBASSADORS FOR CHRIST.

2 Corinthians 5:20 Now then we are ambassadors for Christ, as though God did beseech you by us: we pray you in Christ's stead, be ye reconciled to God..

4) WE REPRESENT THE KING WITH OUR BEHAVIOUR.

Matthew 5:16 Let your light so shine before men, that they may see your good works, and glorify your Father which is in heaven.

5) WE REPRESENT THE KING WITH OUR WORDS.

Colossians 4:6 Let your speech be alway with grace, seasoned with salt, that ye may know how ye ought to answer every man.

6) WE REPRESENT THE KING WITH OUR TIME.

Colossians 4:5 Walk in wisdom toward them that are without, redeeming the time.

7) WE REPRESENT THE KING WITH INVITATIONS.

Luke 14:16 Then said he unto him, A certain man made a great supper, and bade many:

17 And sent his servant at supper time to say to them that were bidden, Come; for all things are now ready.

CHAPTER 107

What We Get To Do Today

Proverbs 3:13 Happy is the man that findeth wisdom, and the man that getteth understanding.

Ecclesiastes 11:4 He that observeth the wind shall not sow; and he that regardeth the clouds shall not reap.

5 As thou knowest not what is the way of the spirit, nor how the bones do grow in the womb of her that is with child: even so thou knowest not the works of God who maketh all.

6 In the morning sow thy seed, and in the evening withhold not thine hand: for thou knowest not whether shall prosper, either this or that, or whether they both shall be alike good.

Proverbs 11:30 The fruit of the righteous is a tree of life; and he that winneth souls is wise.

- 1) WE GET TO GO TELL THE LOST THE GREATEST MESSAGE THEY COULD EVER HEAR.**
- 2) WE GET TO LEAVE OUR PROBLEMS AND TROUBLES FOR ONE OR TWO HOURS.**
- 3) WE GET TO BE A PART OF GOD'S PROGRAM.**
- 4) WE GET TO ENCOURAGE AND HELP A NEW SOUL WINNER.**
- 5) WE GET TO MAKE PASTOR HAPPY.**
- 6) WE GET TO MEET A REAL NEED BY WARNING PEOPLE WHO ARE DYING WITHOUT CHRIST OF A REAL HELL.**
- 7) WE GET TO WITNESS SOMEONE GETTING SAVED AND HAVING THEIR ETERNAL DESTINATION CHANGED FOREVER.**
- 8) WE GET TO STIR UP HEAVEN TODAY.**
- 9) WE GET TO KICK THE DEVIL IN THE TEETH.**
- 10) WE GET TO HAVE SOMEONE SPEND ETERNITY WITH US IN HEAVEN ONE DAY.**

CHAPTER 108

Does It Really Work?

*Matthew 28:18 And Jesus came and spake unto them, saying, All power is given unto me in heaven and in earth.
19 Go ye therefore, and teach all nations, baptizing them in the name of the Father, and of the Son, and of the Holy Ghost:*

20 Teaching them to observe all things whatsoever I have commanded you: and, lo, I am with you alway, even unto the end of the world. Amen.

John 4:38 I sent you to reap ...

1) CRITICISMS OF PERSONAL SOUL WINNING

- A. IF THEY REALLY GOT SAVED, HOW COME THEY DON'T COME TO CHURCH?
- B. HOW DO YOU KNOW THEY REALLY MEANT IT?
- C. IT TAKES LONGER THAN 20-30 MINUTES TO WIN SOMEONE TO CHRIST.
- D. YOU CAN'T SEE PEOPLE SAVED THE FIRST TIME YOU MEET THEM.
- E. EASY BELIEVISM
- F. YOU MAKE IT TOO SIMPLE.
- G. A PRAYER DOESN'T SAVE ANYONE.

2) DID IT WORK FOR YOU?

- A. IF YOU DID ANYTHING MORE FOR YOUR SALVATION THAN CALLING UPON THE NAME OF THE LORD AND TRUSTING ONLY IN JESUS TO GET TO HEAVEN, YOU ARE NOT SAVED.
- B. SALVATION IS ONLY BY GRACE THROUGH FAITH PLUS NOTHING ELSE.

3) EXAMPLES

- A. CHURCHES LIKE FIRST BAPTIST CHURCH IN HAMMOND, INDIANA HAVE SEEN THOUSANDS SAVED AND BAPTIZED ANNUALLY FOR DECADES.
- B. THE CHURCH IN THE BOOK OF ACTS HAD TREMENDOUS RESULTS.
- C. TRY TO TALK AN UNSAVED PERSON INTO GETTING BAPTIZED IF THEY REALLY DIDN'T GET SAVED.

4) WHAT DOES THE BIBLE SAY ABOUT SOUL WINNING?

- A. WE ARE TO PREACH THE GOSPEL TO EVERYONE IN THE WORLD.
- B. PEOPLE CAN AND DO GET SAVED.

CHAPTER 109

Incentives For Soul Winners

1) THE CONDITION OF THE SINNER

John 3:18 He that believeth on him is not condemned: but he that believeth not is condemned already, because he hath not believed in the name of the only begotten Son of God.

36 He that believeth on the Son hath everlasting life: and he that believeth not the Son shall not see life; but the wrath of God abideth on him.

Ephesians 2:12 That at that time ye were without Christ, being aliens from the commonwealth of Israel, and strangers from the covenants of promise, having no hope, and without God in the world:

- He is condemned.
- He is lost.
- He is under wrath.
- He is without Christ and without hope.
- He is blind.
- He does not seek after God.

2) THE HORRORS OF HELL

Luke 16:22 And it came to pass, that the beggar died, and was carried by the angels into Abraham's bosom: the rich man also died, and was buried;

23 And in hell he lift up his eyes, being in torments, and seeth Abraham afar off, and Lazarus in his bosom.

24 And he cried and said, Father Abraham, have mercy on me, and send Lazarus, that he may dip the tip of his finger in water, and cool my tongue; for I am tormented in this flame.

Revelation 20:11 And I saw a great white throne, and him that sat on it, from whose face the earth and the heaven fled away; and there was found no place for them.

12 And I saw the dead, small and great, stand before God; and the books were opened: and another book was opened, which is the book of life: and the dead were judged out of those things which were written in the books, according to their works.

13 And the sea gave up the dead which were in it; and death and hell delivered up the dead which were in them: and they were judged every man according to their works.

14 And death and hell were cast into the lake of fire. This is the second death.

15 And whosoever was not found written in the book of life was cast into the lake of fire.

- The certainty of Hell
- The character of Hell
- The crowds in Hell

3) THE JOYS OF EARTH

Psalms 126:5 They that sow in tears shall reap in joy.

6 He that goeth forth and weepeth, bearing precious seed, shall doubtless come again with rejoicing, bringing his sheaves with him.

- The joy of winning
- The joy of fellowship
- The joy of development
- The joy of watching

4) THE GLORIES OF HEAVEN

Matthew 25:21 His lord said unto him, Well done, thou good and faithful servant: thou hast been faithful over a few things, I will make thee ruler over many things: enter thou into the joy of thy lord.

CHAPTER 110

See The Lost

John 9:1 And as Jesus passed by, he saw a man which was blind from his birth.

John 4:35 Say not ye, There are yet four months, and then cometh harvest? behold, I say unto you, Lift up your eyes, and look on the fields; for they are white already to harvest.

Luke 19:10 For the Son of man is come to seek and to save that which was lost.

1) THE LOST (UNSAVED) ARE AS GOOD AS BLIND SPIRITUALLY.

Luke 6:39 And he spake a parable unto them, Can the blind lead the blind? shall they not both fall into the ditch?

2) WE WHO ARE SAVED HAVE OUR SPIRITUAL EYES OPENED.

1 John 1:1 That which was from the beginning, which we have heard, which we have seen with our eyes, which we have looked upon, and our hands have handled, of the Word of life;

3) WE MUST SEE THE LOST AND LEAD THEM TO THE SAVIOUR.

Luke 19:10 For the Son of man is come to seek and to save that which was lost.

4) SOME OF THE LOST WANT HELP WHILE OTHERS DO NOT.

Acts 28:24 And some believed the things which were spoken, and some believed not.

5) THE LOST DO NOT KNOW THE WAY TO THE SAVIOUR.

1 Corinthians 2:14 But the natural man receiveth not the things of the Spirit of God: for they are foolishness unto him: neither can he know them, because they are spiritually discerned.

6) THE LOST NEED SOMONE TO GUIDE THEM.

Acts 8:30 And Philip ran thither to him, and heard him read the prophet Esaias, and said, Understandest thou what thou readest?

31 And he said, How can I, except some man should guide me? And he desired Philip that he would come up and sit with him.

7) THE LOST NEED TO HEAR US TELL THEM THE WAY SINCE THEY CANNOT SEE.

Romans 10:13 For whosoever shall call upon the name of the Lord shall be saved.

14 How then shall they call on him in whom they have not believed? and how shall they believe in him of whom they have not heard? and how shall they hear without a preacher?

8) IF THEY HEAR AND BELIEVE, JESUS WILL OPEN THEIR EYES SO THEY CAN SEE.

Matthew 9:27 And when Jesus departed thence, two blind men followed him, crying, and saying, Thou Son of David, have mercy on us.

28 And when he was come into the house, the blind men came to him: and Jesus saith unto them, Believe ye that I am able to do this? They said unto him, Yea, Lord.

29 Then touched he their eyes, saying, According to your faith be it unto you.

30 And their eyes were opened; and Jesus straitly charged them, saying, See that no man know it.

CHAPTER 111

The Summer Harvest

Proverbs 10:5 He that gathereth in summer is a wise son: but he that sleepeth in harvest is a son that causeth shame.

Jeremiah 8:20 The harvest is past, the summer is ended, and we are not saved.

1. DAYLIGHT

- A. People are outside later in the evenings.
- B. You can knock on doors later without upsetting people.

2. SCHOOL IS OUT

- A. Children are outside playing.
- B. Talk to parents first or at the same time.
- C. Teenagers can be found outside all over the city.

3. WEATHER

- A. People are in parks and walking all over the city.
- B. People are in their front yards or out on their property.

4. VACATIONS

- A. There will be many people in our city who are here visiting relatives and friends that you may never see again.
- B. Win people to Christ when you go on vacation this summer.

1 Chronicles 12:32 And of the children of Issachar, which were men that had understanding of the times, to know what Israel ought to do; the heads of them were two hundred; and all their brethren were at their commandment.

Ephesians 5:14 Wherefore he saith, Awake thou that sleepest, and arise from the dead, and Christ shall give thee light.

15 See then that ye walk circumspectly, not as fools, but as wise,

16 Redeeming the time, because the days are evil.

Luke 10:2 Therefore said he unto them, The harvest truly is great, but the labourers are few: pray ye therefore the Lord of the harvest, that he would send forth labourers into his harvest.

CHAPTER 112

Jesus Saves

Hebrews 7:25 Wherefore he is able also to save them to the uttermost that come unto God by him, seeing he ever liveth to make intercession for them.

1. JESUS SAVES SINNERS.

Psalm 51:13 Then will I teach transgressors thy ways; and sinners shall be converted unto thee.

2. JESUS SAVES FREE OF CHARGE.

Romans 6:23 For the wages of sin is death; but the gift of God is eternal life through Jesus Christ our Lord.

Ephesians 2:8 For by grace are ye saved through faith; and that not of yourselves: it is the gift of God:

9 Not of works, lest any man should boast.

Romans 5:15 But not as the offence, so also is the free gift. For if through the offence of one many be dead, much more the grace of God, and the gift by grace, which is by one man, Jesus Christ, hath abounded unto many.

16 And not as it was by one that sinned, so is the gift: for the judgment was by one to condemnation, but the free gift is of many offences unto justification.

17 For if by one man's offence death reigned by one; much more they which receive abundance of grace and of the gift of righteousness shall reign in life by one, Jesus Christ.)

18 Therefore as by the offence of one judgment came upon all men to condemnation; even so by the righteousness of one the free gift came upon all men unto justification of life.

3. JESUS SAVES ONCE FOR ALL.

Hebrews 10:10 By the which will we are sanctified through the offering of the body of Jesus Christ once for all.

4. JESUS SAVES THE SOUL.

Hebrews 10:39 But we are not of them who draw back unto perdition; but of them that believe to the saving of the soul.

5. JESUS SAVES FROM HELL.

Revelation 20:14 And death and hell were cast into the lake of fire. This is the second death.

15 And whosoever was not found written in the book of life was cast into the lake of fire.

Romans 5:8 But God commendeth his love toward us, in that, while we were yet sinners, Christ died for us.

9 Much more then, being now justified by his blood, we shall be saved from wrath through him.

6. JESUS SAVES WITH HELP FROM US.

Romans 10:13 For whosoever shall call upon the name of the Lord shall be saved.

14 How then shall they call on him in whom they have not believed? and how shall they believe in him of whom they have not heard? and how shall they hear without a preacher?

15 And how shall they preach, except they be sent? as it is written, How beautiful are the feet of them that preach the gospel of peace, and bring glad tidings of good things!

7. JESUS SAVES TO GIVE LIFE AND MORE ABUNDANTLY.

John 10:10 The thief cometh not, but for to steal, and to kill, and to destroy: I am come that they might have life, and that they might have it more abundantly.

CHAPTER 113

You Can See People Saved

Proverbs 11:30 The fruit of the righteous is a tree of life; and he that winneth souls is wise.

Daniel 12:3 And they that be wise shall shine as the brightness of the firmament; and they that turn many to righteousness as the stars for ever and ever.

To be wise is “to be able to figure it out” or “to find a way to get the job done.” God does want us to preach the Gospel to every person, but He also wants us to win souls to Christ. You really can see people saved.

There are many ways to get the Gospel to people and see them receive Christ as their Saviour.

- a) Go soul winning door to door or in public places.
- b) Hand out Gospel tracts.
- c) Invite people to church.
- d) Give people rides to church.
- e) Share the Gospel on social media.
- f) Talk to people about salvation over the phone.
- g) Preach the Gospel in a service or at a public place.
- h) Pray for people by name to get saved.

~WHAT YOU NEED TO WIN SOULS~

1) TESTIMONY

*John 4:28 The woman then left her waterpot, and went her way into the city, and saith to the men,
29 Come, see a man, which told me all things that ever I did: is not this the Christ?
30 Then they went out of the city, and came unto him.*

2) BIBLE VERSES ON SALVATION

Romans 10:17 So then faith cometh by hearing, and hearing by the word of God.

3) HOLY SPIRIT- POWER & LEADING

Acts 8:29 Then the Spirit said unto Philip, Go near, and join thyself to this chariot.

4) TECHNIQUE- PROCEDURES, PLAN, THE HOW-TO

1 Chronicles 12:32 And of the children of Issachar, which were men that had understanding of the times, to know what Israel ought to do; the heads of them were two hundred; and all their brethren were at their commandment.

5) DESIRE

Proverbs 18:1 Through desire a man, having separated himself, seeketh and intermeddleth with all wisdom.

CHAPTER 114

You Get What You Emphasize

Joshua 11:15 As the LORD commanded Moses his servant, so did Moses command Joshua, and so did Joshua; he left nothing undone of all that the LORD commanded Moses.

- 1) **OUR MAIN JOB AS CHRISTIANS IS KEEPING PEOPLE FROM GOING TO HELL.**
- 2) **THE PROOF OF A JOB WELL DONE IS SOULS SAVED AND CONVERTS BAPTIZED.**
- 3) **BAPTISMS ARE AN INDICATOR OF THOSE WE WIN BEING GLAD THAT JESUS SAVED THEM AND WANTING TO GIVE GLORY TO GOD.**
- 4) **CONVERTS COMING TO CHURCH AND GETTING BAPTIZED GIVE US A POOL OF PEOPLE TO DISCIPLE.**
- 5) **WE NEED TO KEEP A PERSONAL LIST OF THOSE WE SEE SAVED.**
- 6) **WE NEED TO KEEP TRACK OF WHEN THEY COME TO CHURCH AND WHEN THEY GET BAPTIZED.**
- 7) **REVIEW THIS LIST FOR PROSPECTS AND TO PRAY FOR THEM.**
- 8) **WE SHOULD NOT BE SIDETRACKED WITH DOING GOOD THINGS AT THE EXPENSE OF WHAT IS THE BEST THING.**
- 9) **LIVE BY BIBLICAL PRIORITIES.**
- 10) **BE MORE CONCERNED ABOUT TALKING TO PEOPLE THAN KNOCKING ON DOORS OR PUTTING IN TIME WHEN SOUL WINNING.**
- 11) **DON'T LET THINGS GET IN THE WAY OF SOUL WINNING TIMES.**
- 12) **MAKE EVERY SUNDAY AN IMPORTANT OPPORTUNITY TO GET OUR CONVERTS AND VISITORS TO CHURCH.**
- 13) **ALWAYS GIVE GOD THE GLORY FOR ANY RESULTS THAT COME.**

CHAPTER 115

The Sower

Luke 8:11 Now the parable is this: The seed is the word of God.

12 Those by the way side are they that hear; then cometh the devil, and taketh away the word out of their hearts, lest they should believe and be saved.

13 They on the rock are they, which, when they hear, receive the word with joy; and these have no root, which for a while believe, and in time of temptation fall away.

14 And that which fell among thorns are they, which, when they have heard, go forth, and are choked with cares and riches and pleasures of this life, and bring no fruit to perfection.

15 But that on the good ground are they, which in an honest and good heart, having heard the word, keep it, and bring forth fruit with patience.

1) THE SOWER'S JOB IS TO SOW.

- A. A Christian's job is to tell the lost about Christ and salvation.
- B. We are all commissioned to this job regardless of our position in church.

2) THE SOWER IS TO SOW THE SEED.

- A. The seed (the Word of God)
- B. The testimony (how Jesus saved us)

3) THE SOWER IS TO SOW THE SEED EVERYWHERE.

There are 4 kinds of ground upon which we sow.

- A. Wayside
- B. Rock (Stony Places)
- C. Among Thorns
- D. Good Ground

4) THE SOWER WILL SEE DIFFERENT RESULTS.

- A. Wayside- They hear the Word but do not believe or get saved. The devil interferes and distracts them.
- B. Rock- They hear the Word and receive it with joy. They do get saved but they never take root in the Christian life and last only for a little while in the things of God. A time of temptation comes, and they fall away from any kind of Christian living. Unfortunately, this category will be most of the people we lead to Christ.
- C. Among Thorns- they hear and get saved. They go forth in their Christian living. They begin attending church on a regular and consistent basis. They serve the Lord in some ministry. They become soul winners, tithe and live a separated life for a time. But the cares, riches and pleasures of this life steal their heart away from following Christ and they never reach their full potential in the Christian life.
- D. Good Ground- they get saved with an honest and good heart. They keep the Word and live by biblical principles. They do bring forth fruit to completion. They are patient and live the rest of their lives serving God and being faithful to the things of God.

CHAPTER 116

Gospel

Mark 1:15 And saying, The time is fulfilled, and the kingdom of God is at hand: repent ye, and believe the gospel.

Mark 16:15 And he said unto them, Go ye into all the world, and preach the gospel to every creature.

Romans 1:15 So, as much as in me is, I am ready to preach the gospel to you that are at Rome also.

16 For I am not ashamed of the gospel of Christ: for it is the power of God unto salvation to every one that believeth; to the Jew first, and also to the Greek.

G – GO TO THE LOST AND TELL THEM THAT JESUS SAVES.

Acts 1:8 But ye shall receive power, after that the Holy Ghost is come upon you: and ye shall be witnesses unto me both in Jerusalem, and in all Judaea, and in Samaria, and unto the uttermost part of the earth.

The Gospel only works if we go and tell the lost. Without us getting the Gospel to the lost, they will never get saved.

O – ONE PERSON IS ALL IT TAKES FOR THE LOST TO HEAR AND BE SAVED.

John 4:28 The woman then left her waterpot, and went her way into the city, and saith to the men,

29 Come, see a man, which told me all things that ever I did: is not this the Christ?

30 Then they went out of the city, and came unto him.

All throughout the Scriptures we can see the value of one person doing what God told them to do.

S – SATAN IS THE ENEMY WHO WANTS TO PREVENT PEOPLE FROM GETTING SAVED.

Luke 8:12 Those by the way side are they that hear; then cometh the devil, and taketh away the word out of their hearts, lest they should believe and be saved.

The devil is passionate about taking people to Hell with him. We need passion to help them get to Heaven.

P – PUNISHMENT FOR REJECTING CHRIST IS HELL.

Revelation 20:14 And death and hell were cast into the lake of fire. This is the second death.

15 And whosoever was not found written in the book of life was cast into the lake of fire.

E – ETERNAL SECURITY IS GUARANTEED TO ALL WHO GET SAVED.

Hebrews 13:5 Let your conversation be without covetousness; and be content with such things as ye have: for he hath said, I will never leave thee, nor forsake thee.

L – LOVE THE LORD AND THE LOST ENOUGH TO GET THE GOSPEL TO THE LOST.

Jude 1:22 And of some have compassion, making a difference:

23 And others save with fear, pulling them out of the fire; hating even the garment spotted by the flesh.

CHAPTER 117

Seven Woes Of Not Soul Winning

1 Corinthians 9:16 For though I preach the gospel, I have nothing to glory of: for necessity is laid upon me; yea, woe is unto me, if I preach not the gospel!

Woe (def) an exclamation of grief, a curse, a heavy calamity.

1) THE WOE OF NOT DOING YOUR PART

Romans 1:15 So, as much as in me is, I am ready to preach the gospel to you that are at Rome also.

16 For I am not ashamed of the gospel of Christ: for it is the power of God unto salvation to every one that believeth; to the Jew first, and also to the Greek.

2) THE WOE OF A FALSE EXAMPLE FOR THE NEXT GENERATION

Psalms 78:4 We will not hide them from their children, shewing to the generation to come the praises of the LORD, and his strength, and his wonderful works that he hath done.

5 For he established a testimony in Jacob, and appointed a law in Israel, which he commanded our fathers, that they should make them known to their children:

6 That the generation to come might know them, even the children which should be born; who should arise and declare them to their children:

3) THE WOE OF SOMEONE MISSING OUT ON HEAVEN

Hebrews 12:1 Wherefore seeing we also are compassed about with so great a cloud of witnesses, let us lay aside every weight, and the sin which doth so easily beset us, and let us run with patience the race that is set before us,

4) THE WOE OF A DESTROYED LIFE HERE ON EARTH

John 10:10 The thief cometh not, but for to steal, and to kill, and to destroy: I am come that they might have life, and that they might have it more abundantly.

5) THE WOE OF NO REWARDS IN HEAVEN

1 Corinthians 3:8 Now he that planteth and he that watereth are one: and every man shall receive his own reward according to his own labour.

9 For we are labourers together with God: ye are God's husbandry, ye are God's building.

6) THE WOE OF INVESTING IN THE WRONG THINGS

2 Corinthians 4:18 While we look not at the things which are seen, but at the things which are not seen: for the things which are seen are temporal; but the things which are not seen are eternal.

7) THE WOE OF THE GREAT WHITE THRONE JUDGMENT

Revelation 20:11 And I saw a great white throne, and him that sat on it, from whose face the earth and the heaven fled away; and there was found no place for them.

12 And I saw the dead, small and great, stand before God; and the books were opened: and another book was opened, which is the book of life: and the dead were judged out of those things which were written in the books, according to their works.

13 And the sea gave up the dead which were in it; and death and hell delivered up the dead which were in them: and they were judged every man according to their works.

14 And death and hell were cast into the lake of fire. This is the second death.

15 And whosoever was not found written in the book of life was cast into the lake of fire.

CHAPTER 118

What Makes Up The Faith?

Jude 1:3 Beloved, when I gave all diligence to write unto you of the common salvation, it was needful for me to write unto you, and exhort you that ye should earnestly contend for the faith which was once delivered unto the saints.

What makes up the faith is found in the “common salvation.” Anything that is involved in a lost person getting saved is the faith over which we should contend!

1) THE MESSAGE (OF CHRIST)

1 Timothy 3:16 And without controversy great is the mystery of godliness: God was manifest in the flesh, justified in the Spirit, seen of angels, preached unto the Gentiles, believed on in the world, received up into glory.

- A. Virgin Birth
- B. Sinless Life
- C. Vicarious Death
- D. Bodily Resurrection
- E. Blood Atonement
- F. Imminent Return

2) THE PLAN (OF SALVATION)

- A. All are sinners. (Romans 3:23)
- B. Death is the penalty for sin. (Romans 6:23 & Revelation 20:14-15)
- C. Jesus paid for our sins and rose from the dead. (Romans 6:23 & Romans 5:8-9)
- D. We need to place our trust in Christ by calling upon His name to save us. (Romans 10:9-10, 13)

3) THE BOOK (WHERE THE GOSPEL IS FOUND)

2 Timothy 3:15 And that from a child thou hast known the holy scriptures, which are able to make thee wise unto salvation through faith which is in Christ Jesus.

- A. The inspired Word of God (II Timothy 3:16-17)
- B. The Preserved Word of God in the KJV (Psalm 12:6-7)

4) THE INSTITUTION (THAT WAS COMMISSIONED TO SPREAD THE GOSPEL)

Matthew 16:18 And I say also unto thee, That thou art Peter, and upon this rock I will build my church; and the gates of hell shall not prevail against it.

- A. The local New Testament Independent Bible-based Baptist Church.

5) THE POWER (NEEDED TO SEE A LOST PERSON SAVED)

Ephesians 5:18 And be not drunk with wine, wherein is excess; but be filled with the Spirit;

- A. The fulness of the Holy Spirit upon our lives. (Ephesians 5:18)
- B. Separation from the world, pure and holy lives. (II Corinthians 6:14-18)

6) THE METHOD (TO PROPAGATE THE GOSPEL)

John 15:16 Ye have not chosen me, but I have chosen you, and ordained you, that ye should go and bring forth fruit, and that your fruit should remain: that whatsoever ye shall ask of the Father in my name, he may give it you.

1 Corinthians 1:21 For after that in the wisdom of God the world by wisdom knew not God, it pleased God by the foolishness of preaching to save them that believe.

- A. Soul winning
- B. Bible preaching

CHAPTER 119

The Joy Of Soul Winning

1) THERE IS JOY ON THE PART OF THE SOUL WINNER.

Psalm 126:5 They that sow in tears shall reap in joy.

6 He that goeth forth and weepeth, bearing precious seed, shall doubtless come again with rejoicing, bringing his sheaves with him.

2) THERE IS JOY ON THE PART OF THE ONE GETTING SAVED.

Acts 8:5 Then Philip went down to the city of Samaria, and preached Christ unto them.

8 And there was great joy in that city.

29 Then the Spirit said unto Philip, Go near, and join thyself to this chariot.

30 And Philip ran thither to him, and heard him read the prophet Esaias, and said, Understandest thou what thou readest?

31 And he said, How can I, except some man should guide me? And he desired Philip that he would come up and sit with him.

32 The place of the scripture which he read was this, He was led as a sheep to the slaughter; and like a lamb dumb before his shearer, so opened he not his mouth:

33 In his humiliation his judgment was taken away: and who shall declare his generation? for his life is taken from the earth.

34 And the eunuch answered Philip, and said, I pray thee, of whom speaketh the prophet this? of himself, or of some other man?

35 Then Philip opened his mouth, and began at the same scripture, and preached unto him Jesus.

39 And when they were come up out of the water, the Spirit of the Lord caught away Philip, that the eunuch saw him no more: and he went on his way rejoicing.

3) THERE IS JOY ON THE PART OF THOSE IN HEAVEN.

Luke 15:7 I say unto you, that likewise joy shall be in heaven over one sinner that repenteth, more than over ninety and nine just persons, which need no repentance.

10 Likewise, I say unto you, there is joy in the presence of the angels of God over one sinner that repenteth.

a. Jesus

b. People who are already in Heaven

4) YOU WILL BE MORE MOTIVATED TO DO THE THINGS THAT BRING JOY.

1 Thessalonians 2:19 For what is our hope, or joy, or crown of rejoicing? Are not even ye in the presence of our Lord Jesus Christ at his coming?

20 For ye are our glory and joy.

Seeing someone saved will put joy in your heart and it will stay there long after the other joys of life fade away. People spend a lot of their time and money trying to have joy in this life. The greatest joy in the world can be found in seeing people saved. This is a joy that will last into eternity!

CHAPTER 120

The Example Of The Good Samaritan

Luke 10:30 And Jesus answering said, A certain man went down from Jerusalem to Jericho, and fell among thieves, which stripped him of his raiment, and wounded him, and departed, leaving him half dead.

31 And by chance there came down a certain priest that way: and when he saw him, he passed by on the other side.

32 And likewise a Levite, when he was at the place, came and looked on him, and passed by on the other side.

33 But a certain Samaritan, as he journeyed, came where he was: and when he saw him, he had compassion on him,

34 And went to him, and bound up his wounds, pouring in oil and wine, and set him on his own beast, and brought him to an inn, and took care of him.

35 And on the morrow when he departed, he took out two pence, and gave them to the host, and said unto him, Take care of him; and whatsoever thou spendest more, when I come again, I will repay thee.

36 Which now of these three, thinkest thou, was neighbour unto him that fell among the thieves?

37 And he said, He that shewed mercy on him. Then said Jesus unto him, Go, and do thou likewise.

1) THE RELIGIOUS ELITE IGNORED THE MAN AND PASSED BY ON THE OTHER SIDE. (vs 31-32)

Many today who are religious or are even saved pass by lost people all the time without ever attempting to help them get saved.

2) THE GOOD SAMARITAN NOTICED HIM. (vs 33)

We need to keep our eyes open and notice those with whom we cross paths.

3) HE HAD COMPASSION ON HIM. (vs 33)

We need to love people like Jesus loves them.

4) HE CARED ENOUGH TO DO SOMETHING ABOUT THE STATE HE WAS IN. (vs 34)

If we truly cared about them, we would act.

5) HE STAYED CONNECTED WITH HIM AFTER THE INITIAL MEETING. (vs 35)

We should not forget about them but rather pray for them, invite them to church, give them a ride if needed, text them, etc.

6) JESUS WANTS US TO GO AND DO LIKEWISE. (vs 37)

We need to be like the good Samaritan when concerning how we treat the lost with whom we cross paths.

7) IF WE DON'T DO ANYTHING, THEY MAY NEVER FIND OUT ABOUT SALVATION.

Romans 10:13 For whosoever shall call upon the name of the Lord shall be saved.

14 How then shall they call on him in whom they have not believed? and how shall they believe in him of whom they have not heard? and how shall they hear without a preacher?

15 And how shall they preach, except they be sent? as it is written, How beautiful are the feet of them that preach the gospel of peace, and bring glad tidings of good things!

CHAPTER 121

Christ Has A Need

Luke 10:1 After these things the Lord appointed other seventy also, and sent them two and two before his face into every city and place, whither he himself would come.

2 Therefore said he unto them, The harvest truly is great, but the labourers are few: pray ye therefore the Lord of the harvest, that he would send forth labourers into his harvest.

1) HE NEEDS OUR MOUTH TO SHARE/PREACH HIS GOSPEL.

Romans 10:14 How then shall they call on him in whom they have not believed? and how shall they believe in him of whom they have not heard? and how shall they hear without a preacher?

2) HE NEEDS OUR EARS TO LISTEN TO HIS VOICE AND HIS LEADING.

Proverbs 2:1 My son, if thou wilt receive my words, and hide my commandments with thee;

2 So that thou incline thine ear unto wisdom, and apply thine heart to understanding;

3) HE NEEDS OUR HANDS TO MINISTER TO THE NEEDS OF OTHERS.

Matthew 25:34 Then shall the King say unto them on his right hand, Come, ye blessed of my Father, inherit the kingdom prepared for you from the foundation of the world:

35 For I was an hungred, and ye gave me meat: I was thirsty, and ye gave me drink: I was a stranger, and ye took me in:

36 Naked, and ye clothed me: I was sick, and ye visited me: I was in prison, and ye came unto me.

37 Then shall the righteous answer him, saying, Lord, when saw we thee an hungred, and fed thee? or thirsty, and gave thee drink?

38 When saw we thee a stranger, and took thee in? or naked, and clothed thee?

39 Or when saw we thee sick, or in prison, and came unto thee?

40 And the King shall answer and say unto them, Verily I say unto you, Inasmuch as ye have done it unto one of the least of these my brethren, ye have done it unto me.

4) HE NEEDS OUR FEET TO GO TO THE LOST.

Romans 10:15 And how shall they preach, except they be sent? as it is written, How beautiful are the feet of them that preach the gospel of peace, and bring glad tidings of good things!

5) HE NEEDS OUR OBEDIENCE TO BE SUCCESSFUL IN HIS TASK.

Mark 16:15 And he said unto them, Go ye into all the world, and preach the gospel to every creature.

6) HE NEEDS OUR ABILITIES THAT HE GIFTED TO US.

Romans 12:5 So we, being many, are one body in Christ, and every one members one of another.

6 Having then gifts differing according to the grace that is given to us...

7) HE NEEDS OUR LIVES TO BE DEDICATED TO HIS CAUSE.

Romans 12:1 I beseech you therefore, brethren, by the mercies of God, that ye present your bodies a living sacrifice, holy, acceptable unto God, which is your reasonable service.

2 And be not conformed to this world: but be ye transformed by the renewing of your mind, that ye may prove what is that good, and acceptable, and perfect, will of God.

CHAPTER 122

Drawing A Map In Your New Testament

Even if you are newly saved and you don't know a single verse of Scripture, you can be a soul winner. Just as you use a road map to reach a destination, you can put a road map in your New Testament to help you win souls to Christ.

1. First verse to go to is I John 5:13. Underline it or use a yellow highlighter. Mark this page with a ribbon in your New Testament or use a paper clip.
2. Above or below the verse write Romans 3:23 with the page number.
3. Underline or highlight Romans 3:23.
4. Above or below the verse write Romans 6:23a with the page number.
5. Underline or highlight Romans 6:23.
6. Above or below the verse write Revelation 20:14-15 with the page number. Make sure and use the letter (A) with the reference.
7. Underline or highlight Revelation 20:14-15.
8. Above or below the verse write Romans 6:23b.
9. Above or below the verse write Romans 10:9-10, 13. Make sure and use the letter (B) with the reference.
10. Underline or highlight Romans 10:9-10, 13. Put a number (1) next to verse 13 and a number (2) next to verses 9-10. You will want to read verse 13 first and then verses 9-10.

Now that you have a map, follow it until you have the verses committed to memory. Of course, as you go along, you will find many other verses to underline or highlight to help as needed. Such verses are Ephesians 2:8-9, Romans 5:8-9, Matthew 7:21-23, John 1:12, II Corinthians 6:2, John 5:39-40, John 14:1-3, 6, and many others!

You need to work on memorizing the Romans Road verses and on memorizing the prayer of salvation. The Bible is best to use when showing someone how to be saved but a Gospel tract will work as well. Sometimes, not very often, you may not be able to use either and you will need to quote the verses and explain the plan of salvation.

Now that you have a map, use it to see somebody saved!

CHAPTER 123

Let's Plan To Grow

2 Peter 3:18 But grow in grace, and in the knowledge of our Lord and Saviour Jesus Christ. To him be glory both now and for ever. Amen.

Psalms 92:13 Those that be planted in the house of the LORD shall flourish in the courts of our God.

14 They shall still bring forth fruit in old age; they shall be fat and flourishing;

Ephesians 4:15 But speaking the truth in love, may grow up into him in all things, which is the head, even Christ:

16 From whom the whole body fitly joined together and compacted by that which every joint supplieth, according to the effectual working in the measure of every part, maketh increase of the body unto the edifying of itself in love.

- 1. Have a goal concerning personal growth.**
- 2. Desire for the church to grow.**
- 3. God expects us to be moving, growing and increasing.**
- 4. If we do not increase, we will decrease.**
- 5. Never be satisfied with where you are personally or with where your church is.**
- 6. Set an annual goal and then break it down into 12 months.**
- 7. If you never set any goals, you will never grow.**
- 8. The goals you set should stretch your faith but be realistic at the same time.**
- 9. Set goals with which you need God's help to hit.**
- 10. God will equip you to reach those goals if you live by faith and follow His Word.**
- 11. Give yourself as many opportunities as possible to hit your goals.**
- 12. Pray like everything depends on God and work like everything depends on you.**
- 13. If you consistently walk with God, you will always reach your destination.**
- 14. God is more interested in the direction you are going than where you have been.**
- 15. Be determined to grow personally and to see your church grow.**

CHAPTER 124

Salvation

Romans 1:16 For I am not ashamed of the gospel of Christ: for it is the power of God unto salvation to every one that believeth; to the Jew first, and also to the Greek.

S – SALVATION MEANS TO BE RESCUED FROM SIN AND HELL.

Matthew 1:21 And she shall bring forth a son, and thou shalt call his name JESUS: for he shall save his people from their sins.

A – ALL HAVE SINNED AND NEED TO ADMIT SO TO GOD.

Romans 3:23 For all have sinned, and come short of the glory of God;

L – LOST AND HEADED FOR HELL IS THE CONDITION OF ALL MANKIND.

John 3:18 He that believeth on him is not condemned: but he that believeth not is condemned already, because he hath not believed in the name of the only begotten Son of God.

V – VICTORY ONLY COMES THROUGH JESUS CHRIST.

1 Corinthians 15:57 But thanks be to God, which giveth us the victory through our Lord Jesus Christ.

A – ACKNOWLEDGE THAT WE CANNOT SAVE OURSELVES.

Titus 3:5 Not by works of righteousness which we have done, but according to his mercy he saved us, by the washing of regeneration, and renewing of the Holy Ghost;

6 Which he shed on us abundantly through Jesus Christ our Saviour;

T – TAKING THE FREE GIFT THROUGH CHRIST GRANTS US ETERNAL LIFE.

Romans 6:23 For the wages of sin is death; but the gift of God is eternal life through Jesus Christ our Lord.

I – INTENTIONALLY RECEIVE CHRIST AS YOUR SAVIOUR.

John 1:12 But as many as received him, to them gave he power to become the sons of God, even to them that believe on his name:

O – ONLY JESUS CAN GIVE SALVATION.

Acts 4:12 Neither is there salvation in any other: for there is none other name under heaven given among men, whereby we must be saved.

N – NOW IS THE DAY TO BE SAVED.

2 Corinthians 6:2 (For he saith, I have heard thee in a time accepted, and in the day of salvation have I succoured thee: behold, now is the accepted time; behold, now is the day of salvation.)

CHAPTER 125

The Father's Business

Luke 2:49 And he said unto them, How is it that ye sought me? wist ye not that I must be about my Father's business?

1. THE FATHER'S BUSINESS WAS ESTABLISHED BEFORE THE WORLD BEGAN.

2 Timothy 1:9 Who hath saved us, and called us with an holy calling, not according to our works, but according to his own purpose and grace, which was given us in Christ Jesus before the world began,

2. THE FATHER'S BUSINESS HAS A BOARD OF DIRECTORS.

1 John 5:7 For there are three that bear record in heaven, the Father, the Word, and the Holy Ghost: and these three are one.

3. THE FATHER'S BUSINESS HOME OFFICE IS LOCATED IN HEAVEN.

John 14:2 In my Father's house are many mansions: if it were not so, I would have told you. I go to prepare a place for you.

3 And if I go and prepare a place for you, I will come again, and receive you unto myself; that where I am, there ye may be also.

4. THE FATHER'S BUSINESS IS A FAMILY BUSINESS.

Romans 8:16 The Spirit itself beareth witness with our spirit, that we are the children of God:

17 And if children, then heirs; heirs of God, and joint-heirs with Christ; if so be that we suffer with him, that we may be also glorified together.

5. THE FATHER'S BUSINESS GIVES FREE GIFTS TO ALL CUSTOMERS.

Romans 6:23 For the wages of sin is death; but the gift of God is eternal life through Jesus Christ our Lord.

6. THE FATHER'S BUSINESS HAS LOCAL, INDEPENDENT CLEARING HOUSES.

1 Timothy 3:15 But if I tarry long, that thou mayest know how thou oughtest to behave thyself in the house of God, which is the church of the living God, the pillar and ground of the truth.

7. THE FATHER'S BUSINESS HAS AN OPEN PHONE LINE - 24/7.

Romans 10:13 For whosoever shall call upon the name of the Lord shall be saved.

8. THE FATHER'S BUSINESS HAS NEVER HAD A REFUND.

Ephesians 4:30 And grieve not the holy Spirit of God, whereby ye are sealed unto the day of redemption.

9. THE FATHER'S BUSINESS HAS A WIDE-OPEN MARKET.

Mark 16:15 And he said unto them, Go ye into all the world, and preach the gospel to every creature.

10. THE FATHER'S BUSINESS WILL NOT CLOSE UNTIL EVERYONE HAS HEARD.

1 Timothy 2:3 For this is good and acceptable in the sight of God our Saviour;

4 Who will have all men to be saved, and to come unto the knowledge of the truth.

CHAPTER 126

Walking With Jesus Leads To Soul Winning

Ephesians 5:1 Be ye therefore followers of God, as dear children;

2 And walk in love, as Christ also hath loved us, and hath given himself for us an offering and a sacrifice to God for a sweetsmelling savour.

WHEN YOU GET CLOSER TO JESUS YOU WILL FALL IN LOVE WITH:

A. HIM

John 14:23 Jesus answered and said unto him, If a man love me, he will keep my words: and my Father will love him, and we will come unto him, and make our abode with him.

B. HIS HOUSE

Psalms 26:8 LORD, I have loved the habitation of thy house, and the place where thine honour dwelleth.

C. THE LOST

Romans 5:6 For when we were yet without strength, in due time Christ died for the ungodly.

7 For scarcely for a righteous man will one die: yet peradventure for a good man some would even dare to die.

8 But God commendeth his love toward us, in that, while we were yet sinners, Christ died for us.

D. HIS PEOPLE

John 21:16 He saith to him again the second time, Simon, son of Jonas, lovest thou me? He saith unto him, Yea, Lord; thou knowest that I love thee. He saith unto him, Feed my sheep.

17 He saith unto him the third time, Simon, son of Jonas, lovest thou me? Peter was grieved because he said unto him the third time, Lovest thou me? And he said unto him, Lord, thou knowest all things; thou knowest that I love thee. Jesus saith unto him, Feed my sheep.

E. SERVING IN HIS KINGDOM

Galatians 5:13 For, brethren, ye have been called unto liberty; only use not liberty for an occasion to the flesh, but by love serve one another.

F. SOUL WINNING

Psalms 40:16 Let all those that seek thee rejoice and be glad in thee: let such as love thy salvation say continually, The LORD be magnified.

Romans 10:13 For whosoever shall call upon the name of the Lord shall be saved.

14 How then shall they call on him in whom they have not believed? and how shall they believe in him of whom they have not heard? and how shall they hear without a preacher?

15 And how shall they preach, except they be sent? as it is written, How beautiful are the feet of them that preach the gospel of peace, and bring glad tidings of good things!

CHAPTER 127

The Wisdom Of Soul Winning

Daniel 12:3 And they that be wise shall shine as the brightness of the firmament; and they that turn many to righteousness as the stars for ever and ever.

1. BECAUSE OF THE EXAMPLE OF OUR SAVIOUR.

John 4:25 The woman saith unto him, I know that Messias cometh, which is called Christ: when he is come, he will tell us all things.

26 Jesus saith unto her, I that speak unto thee am he.

2. BECAUSE OF THE PURPOSE OF CHRIST'S COMING.

1 Timothy 1:15 This is a faithful saying, and worthy of all acceptation, that Christ Jesus came into the world to save sinners; of whom I am chief.

3. BECAUSE OF THE COMMAND OF CHRIST.

Matthew 28:18 And Jesus came and spake unto them, saying, All power is given unto me in heaven and in earth.

19 Go ye therefore, and teach all nations, baptizing them in the name of the Father, and of the Son, and of the Holy Ghost:

20 Teaching them to observe all things whatsoever I have commanded you: and, lo, I am with you alway, even unto the end of the world. Amen.

4. BECAUSE OF THE SIMPLICITY OF SALVATION.

2 Corinthians 11:3 But I fear, lest by any means, as the serpent beguiled Eve through his subtilty, so your minds should be corrupted from the simplicity that is in Christ.

5. BECAUSE EVERY CHRISTIAN CAN WIN SOULS.

Acts 2:17 And it shall come to pass in the last days, saith God, I will pour out of my Spirit upon all flesh: and your sons and your daughters shall prophesy, and your young men shall see visions, and your old men shall dream dreams:

18 And on my servants and on my handmaidens I will pour out in those days of my Spirit; and they shall prophesy:

6. BECAUSE WE CAN WIN SOULS ANYWHERE.

Mark 16:15 And he said unto them, Go ye into all the world, and preach the gospel to every creature.

7. BECAUSE OF THE ETERNAL VALUE.

John 14:1 Let not your heart be troubled: ye believe in God, believe also in me.

2 In my Father's house are many mansions: if it were not so, I would have told you. I go to prepare a place for you.

3 And if I go and prepare a place for you, I will come again, and receive you unto myself; that where I am, there ye may be also.

8. BECAUSE SOMEONE WON YOU TO CHRIST.

Acts 8:30 And Philip ran thither to him, and heard him read the prophet Esaias, and said, Understandest thou what thou readest?

31 And he said, How can I, except some man should guide me? And he desired Philip that he would come up and sit with him.

CHAPTER 128

The Reality Of Hell & Soul Winning

Luke 16:22 And it came to pass, that the beggar died, and was carried by the angels into Abraham's bosom: the rich man also died, and was buried;

23 And in hell he lift up his eyes, being in torments, and seeth Abraham afar off, and Lazarus in his bosom.

24 And he cried and said, Father Abraham, have mercy on me, and send Lazarus, that he may dip the tip of his finger in water, and cool my tongue; for I am tormented in this flame.

1. HELL IS INEVITABLE AND IS A REAL PLACE.

Psalms 9:17 The wicked shall be turned into hell, and all the nations that forget God.

2. GOD DID NOT MAKE HELL FOR US.

Matthew 25:41 Then shall he say also unto them on the left hand, Depart from me, ye cursed, into everlasting fire, prepared for the devil and his angels:

3. GOD DOESN'T SEND PEOPLE TO HELL AS IF IT WERE SOMETHING HE WANTS TO DO.

John 3:18 He that believeth on him is not condemned: but he that believeth not is condemned already, because he hath not believed in the name of the only begotten Son of God.

4. SIN IS THE REASON PEOPLE GO TO HELL.

Romans 6:23 For the wages of sin is death...

5. GOD HAS DONE EVERYTHING HE CAN DO TO HELP US NOT TO GO TO HELL.

Romans 5:8 But God commendeth his love toward us, in that, while we were yet sinners, Christ died for us.

6. GOD ALLOWS SINFUL MAN AN OPPORTUNITY TO BE SAVED.

Revelation 22:17 And the Spirit and the bride say, Come. And let him that heareth say, Come. And let him that is athirst come. And whosoever will, let him take the water of life freely.

7. GOD INSTRUCTS THOSE WHO ARE SAVED TO WARN THE LOST.

John 20:21 Then said Jesus to them again, Peace be unto you: as my Father hath sent me, even so send I you.

8. MANY WON'T GET SAVED BECAUSE THOSE WHO BELIEVE IN A LITERAL HEAVEN DO NOT BELIEVE IN A LITERAL HELL.

Revelation 20:14 And death and hell were cast into the lake of fire. This is the second death.

15 And whosoever was not found written in the book of life was cast into the lake of fire.

9. WE ARE TO WARN THE LOST UNTIL WE DIE OR UNTIL JESUS RETURNS.

Luke 19:12 He said therefore, A certain nobleman went into a far country to receive for himself a kingdom, and to return.

13 And he called his ten servants, and delivered them ten pounds, and said unto them, Occupy till I come.

10. WE CAN MAKE A DIFFERENCE IN SOMEONE'S ETERNITY TODAY.

Jude 1:22 And of some have compassion, making a difference:

23 And others save with fear, pulling them out of the fire; hating even the garment spotted by the flesh.

CHAPTER 129

Soul Winning In Basic Steps

John 4:35 Say not ye, There are yet four months, and then cometh harvest? behold, I say unto you, Lift up your eyes, and look on the fields; for they are white already to harvest.

36 And he that reapeth receiveth wages, and gathereth fruit unto life eternal: that both he that soweth and he that reapeth may rejoice together.

37 And herein is that saying true, One soweth, and another reapeth.

38 I sent you to reap ...

1. THERE ARE THREE PEOPLE INVOLVED WHEN SOUL WINNING:

- A. The Saviour
- B. The Soul Winner
- C. The Sinner

2. THE ONLY PERSON WE CAN CONTROL IS THE SOUL WINNER.

- A. Be prepared physically.
- B. Be prepared spiritually.
- C. Be prepared mentally.

3. INTRODUCE YOURSELF AND EXPLAIN WHY YOU ARE THERE.

- A. Be yourself.
- B. Shake their hand.
- C. Find out something about them.

4. RESPONSE + REPETITION = UNDERSTANDING.

- A. Restate each point before you pray with them.
- B. Involve them by asking them questions.
- C. Ask them if it makes sense or if they have any questions.

5. LEAD THEM TO A DECISION THROUGH PRAYER.

- A. Let them know that you are going to pray for them.
- B. Explain to them how the prayer will go.
- C. Give them an opportunity to receive the Lord as their Saviour.

6. EXPLAIN AND CONFIRM WHAT JUST HAPPENED.

- A. Go over Romans 10:13 once again.
- B. Explain now that they are saved, it is permanent.
- C. Give them a filled-out salvation certificate.

7. INVITE THEM TO CHURCH.

- A. Ask them to visit one time to see if they would like it.
- B. Offer them a ride if needed and that you will sit with them in church.
- C. Let them know that this Sunday would be best if they are available.

CHAPTER 130

Soul Winning And Death

Hebrews 9:27 And as it is appointed unto men once to die, but after this the judgment:

1. DEATH IS FOR ALL MANKIND.

Ecclesiastes 3:1 To every thing there is a season, and a time to every purpose under the heaven:

2 A time to be born, and a time to die; a time to plant, and a time to pluck up that which is planted;

2. THE DEATH OF THE UNSAVED.

Revelation 20:14 And death and hell were cast into the lake of fire. This is the second death.

15 And whosoever was not found written in the book of life was cast into the lake of fire.

Mark 9:47 And if thine eye offend thee, pluck it out: it is better for thee to enter into the kingdom of God with one eye, than having two eyes to be cast into hell fire:

48 Where their worm dieth not, and the fire is not quenched.

Jude 1:13 Raging waves of the sea, foaming out their own shame; wandering stars, to whom is reserved the blackness of darkness for ever.

Revelations 9:1 And the fifth angel sounded, and I saw a star fall from heaven unto the earth: and to him was given the key of the bottomless pit.

2 And he opened the bottomless pit; and there arose a smoke out of the pit, as the smoke of a great furnace; and the sun and the air were darkened by reason of the smoke of the pit.

Revelation 20:10 And the devil that deceived them was cast into the lake of fire and brimstone, where the beast and the false prophet are, and shall be tormented day and night for ever and ever.

3. THE DEATH OF THE SAVED.

Philippians 1:21 For to me to live is Christ, and to die is gain.

2 Corinthians 5:8 We are confident, I say, and willing rather to be absent from the body, and to be present with the Lord.

John 14:1 Let not your heart be troubled: ye believe in God, believe also in me.

2 In my Father's house are many mansions: if it were not so, I would have told you. I go to prepare a place for you.

3 And if I go and prepare a place for you, I will come again, and receive you unto myself; that where I am, there ye may be also.

4. THERE IS NO END TO A LIVING SOUL.

5. DEATH IS NO RESPECTOR OF PERSONS.

6. DEATH CANNOT BE UNDONE.

7. DEATH IS A ONE-WAY DOORWAY.

8. THE ONLY WAY TO DENY DEATH ITS VICTORY IS TO BE SAVED.

1 Corinthians 15:55 O death, where is thy sting? O grave, where is thy victory?

57 But thanks be to God, which giveth us the victory through our Lord Jesus Christ.

9. THE SOUL WINNER CANNOT STOP DEATH BUT CAN HELP THE LOST TO CHANGE THEIR ETERNAL DESTINATION.

CHAPTER 131

What Soul Winning Teaches Us

1. SOUL WINNING TEACHES US THAT WE ARE ALL IN THE SAME CONDITION.

Romans 3:23 For all have sinned, and come short of the glory of God;

2. SOUL WINNING TEACHES US THAT LIFE IS MORE THAN WHAT WE SEE WITH OUR EYES.

2 Corinthians 4:18 While we look not at the things which are seen, but at the things which are not seen: for the things which are seen are temporal; but the things which are not seen are eternal.

3. SOUL WINNING TEACHES US THAT WE NEED TO GROW IN THE LORD.

2 Peter 3:18 But grow in grace, and in the knowledge of our Lord and Saviour Jesus Christ. To him be glory both now and for ever. Amen.

4. SOUL WINNING TEACHES US THAT LOST SOULS ARE DEPENDING ON US TO SHOW THEM THE WAY TO HEAVEN.

Acts 8:30 And Philip ran thither to him, and heard him read the prophet Esaias, and said, Understandest thou what thou readest?

31 And he said, How can I, except some man should guide me? And he desired Philip that he would come up and sit with him.

5. SOUL WINNING TEACHES US THAT GOD DEPENDS ON US TO GET THE GOSPEL TO THE LOST.

Romans 10:13 For whosoever shall call upon the name of the Lord shall be saved.

14 How then shall they call on him in whom they have not believed? and how shall they believe in him of whom they have not heard? and how shall they hear without a preacher?

15 And how shall they preach, except they be sent? as it is written, How beautiful are the feet of them that preach the gospel of peace, and bring glad tidings of good things!

6. SOUL WINNING TEACHES US THAT PEOPLE DO WANT TO BE SAVED.

Matthew 13:20 But he that received the seed into stony places, the same is he that heareth the word, and anon with joy receiveth it;

7. SOUL WINNING TEACHES US THAT UNLESS WE LEAD OTHERS TO CHRIST, WE ARE MISSING OUT ON OUR PURPOSE IN CHRIST.

Luke 10:37 And he said, He that shewed mercy on him. Then said Jesus unto him, Go, and do thou likewise.

8. SOUL WINNING TEACHES US THAT THE JOY OF THE LORD IS OUR STRENGTH.

Nehemiah 8:10 Then he said unto them, Go your way, eat the fat, and drink the sweet, and send portions unto them for whom nothing is prepared: for this day is holy unto our Lord: neither be ye sorry; for the joy of the LORD is your strength.

9. SOUL WINNING TEACHES US THAT GOD BLESSES OBEDIENT CHRISTIANS.

1 Corinthians 3:6 I have planted, Apollos watered; but God gave the increase.

7 So then neither is he that planteth any thing, neither he that watereth; but God that giveth the increase.

CHAPTER 132

Determination In Soul Winning

Romans 1:15 So, as much as in me is, I am ready to preach the gospel to you that are at Rome also.

16 For I am not ashamed of the gospel of Christ: for it is the power of God unto salvation to every one that believeth; to the Jew first, and also to the Greek.

1. DECIDE TO GO SOUL WINNING.

Isaiah 6:8 Also I heard the voice of the Lord, saying, Whom shall I send, and who will go for us? Then said I, Here am I; send me.

2. DECLARE WHOSE SIDE YOU ARE ON.

Exodus 32:26 Then Moses stood in the gate of the camp, and said, Who is on the LORD'S side? let him come unto me. And all the sons of Levi gathered themselves together unto him.

3. DEFER ALL EXCUSES.

Luke 14:18 And they all with one consent began to make excuse. The first said unto him, I have bought a piece of ground, and I must needs go and see it: I pray thee have me excused.

19 And another said, I have bought five yoke of oxen, and I go to prove them: I pray thee have me excused.

20 And another said, I have married a wife, and therefore I cannot come.

21 So that servant came, and shewed his lord these things. Then the master of the house being angry said to his servant, Go out quickly into the streets and lanes of the city, and bring in hither the poor, and the maimed, and the halt, and the blind.

4. DEPART FROM SELF.

Mark 8:35 For whosoever will save his life shall lose it; but whosoever shall lose his life for my sake and the gospel's, the same shall save it.

5. DEPEND UPON THE HOLY SPIRIT.

Acts 1:8 But ye shall receive power, after that the Holy Ghost is come upon you: and ye shall be witnesses unto me both in Jerusalem, and in all Judaea, and in Samaria, and unto the uttermost part of the earth.

6. DEFY SATAN.

Acts 26:18 To open their eyes, and to turn them from darkness to light, and from the power of Satan unto God, that they may receive forgiveness of sins, and inheritance among them which are sanctified by faith that is in me.

7. DEMONSTRATE THE LOVE OF GOD TO THE LOST.

1 John 3:16 Hereby perceive we the love of God, because he laid down his life for us: and we ought to lay down our lives for the brethren.

8. DEPLORE SIN AND ANY HINDRANCES.

2 Timothy 3:5 Having a form of godliness, but denying the power thereof: from such turn away.

9. DELIVER SAVING TRUTH.

Ephesians 1:13 In whom ye also trusted, after that ye heard the word of truth, the gospel of your salvation: in whom also after that ye believed, ye were sealed with that holy Spirit of promise,

10. DELIGHT IN SEEING SOULS SAVED.

1 Thessalonians 2:19 For what is our hope, or joy, or crown of rejoicing? Are not even ye in the presence of our Lord Jesus Christ at his coming?

20 For ye are our glory and joy.

CHAPTER 133

Same Salvation – Same Soul Winning

1. JESUS HASN'T CHANGED.

John 14:6 Jesus saith unto him, I am the way, the truth, and the life: no man cometh unto the Father, but by me.

2. SALVATION HASN'T CHANGED.

Acts 4:12 Neither is there salvation in any other: for there is none other name under heaven given among men, whereby we must be saved.

3. HEAVEN HASN'T CHANGED.

John 14:1 Let not your heart be troubled: ye believe in God, believe also in me.

2 In my Father's house are many mansions: if it were not so, I would have told you. I go to prepare a place for you.

3 And if I go and prepare a place for you, I will come again, and receive you unto myself; that where I am, there ye may be also.

4. SIN HASN'T CHANGED.

Romans 3:23 For all have sinned, and come short of the glory of God;

5. DEATH HASN'T CHANGED.

Romans 6:23 For the wages of sin is death; but the gift of God is eternal life through Jesus Christ our Lord.

6. HELL HASN'T CHANGED.

Revelation 20:14 And death and hell were cast into the lake of fire. This is the second death.

15 And whosoever was not found written in the book of life was cast into the lake of fire.

7. GOD'S WORD HASN'T CHANGED.

1 Peter 1:23 Being born again, not of corruptible seed, but of incorruptible, by the word of God, which liveth and abideth for ever.

8. GOD'S METHOD OF SOUL WINNING HASN'T CHANGED.

Mark 16:15 And he said unto them, Go ye into all the world, and preach the gospel to every creature.

9. GOD'S LOVE HASN'T CHANGED.

John 3:16 For God so loved the world, that he gave his only begotten Son, that whosoever believeth in him should not perish, but have everlasting life.

10. GOD'S PLAN HASN'T CHANGED.

Romans 10:9 That if thou shalt confess with thy mouth the Lord Jesus, and shalt believe in thine heart that God hath raised him from the dead, thou shalt be saved.

10 For with the heart man believeth unto righteousness; and with the mouth confession is made unto salvation.

11 For the scripture saith, Whosoever believeth on him shall not be ashamed.

12 For there is no difference between the Jew and the Greek: for the same Lord over all is rich unto all that call upon him.

13 For whosoever shall call upon the name of the Lord shall be saved.

CHAPTER 134

The Soul Winner's Song

S – SALVATION IS FOR ALL MANKIND.

John 3:16 For God so loved the world, that he gave his only begotten Son, that whosoever believeth in him should not perish, but have everlasting life.

1 Timothy 2:4 Who will have all men to be saved, and to come unto the knowledge of the truth.

5 For there is one God, and one mediator between God and men, the man Christ Jesus;

6 Who gave himself a ransom for all, to be testified in due time.

2 Peter 3:9 The Lord is not slack concerning his promise, as some men count slackness; but is longsuffering to us-ward, not willing that any should perish, but that all should come to repentance.

O – ONCE SAVED WE ARE ALWAYS SAVED.

Hebrews 13:5 Let your conversation be without covetousness; and be content with such things as ye have: for he hath said, I will never leave thee, nor forsake thee.

Hebrews 10:10 By the which will we are sanctified through the offering of the body of Jesus Christ once for all.

Ephesians 1:13 In whom ye also trusted, after that ye heard the word of truth, the gospel of your salvation: in whom also after that ye believed, ye were sealed with that holy Spirit of promise,

N – NOW WE SHOULD LET OUR LIGHT SHINE IN THE DARKNESS OF THIS WORLD.

Matthew 5:14 Ye are the light of the world. A city that is set on an hill cannot be hid.

15 Neither do men light a candle, and put it under a bushel, but on a candlestick; and it giveth light unto all that are in the house.

16 Let your light so shine before men, that they may see your good works, and glorify your Father which is in heaven.

1 Thessalonians 5:5 Ye are all the children of light, and the children of the day: we are not of the night, nor of darkness.

6 Therefore let us not sleep, as do others; but let us watch and be sober.

G – GOD WANTS US TO SHARE THE GOOD NEWS WITH THE LOST.

Isaiah 52:7 How beautiful upon the mountains are the feet of him that bringeth good tidings, that publisheth peace; that bringeth good tidings of good, that publisheth salvation; that saith unto Zion, Thy God reigneth!

Romans 10:14 How then shall they call on him in whom they have not believed? and how shall they believe in him of whom they have not heard? and how shall they hear without a preacher?

15 And how shall they preach, except they be sent? as it is written, How beautiful are the feet of them that preach the gospel of peace, and bring glad tidings of good things!

CHAPTER 135

The Way Of Soul Winning

*Psalm 32:8 I will instruct thee and teach thee in the way which thou shalt go:
I will guide thee with mine eye.*

Psalm 119:33 Teach me, O LORD, the way of thy statutes; and I shall keep it unto the end.

Proverbs 4:11 I have taught thee in the way of wisdom; I have led thee in right paths.

*Proverbs 10:29 The way of the LORD is strength to the upright:
but destruction shall be to the workers of iniquity.*

1. SOUL WINNING HAS A COURSE, ROUTINE AND REGIMENT.

- A. HOLY SPIRIT FILLED AND LED
- B. CLEAN LIVING
- C. PASSION TO REACH THE LOST

2. SOUL WINNING HAS A METHOD.

- A. DOOR TO DOOR
- B. PERSON TO PERSON
- C. PREACHING THE CROSS OF CHRIST

3. SOUL WINNING HAS A STANDARD OF DISCIPLINE AND A BASE OF OPERATIONS.

- A. PERSONAL DAILY WALK WITH THE LORD
- B. CHURCH COORDINATED EFFORTS
- C. GOSPEL TRACTS AND FLYERS

4. SOUL WINNING HAS THREE-FOLD RESULTS.

- A. THE CAUSE OF CHRIST IS FURTHERED.
- B. SOULS ARE KEPT OUT OF HELL.
- C. THE SOUL WINNER GROWS IN THE LORD.

5. SOUL WINNING HAS AN END.

- A. PERSONAL CONFRONTATION OF THEIR NEED FOR THE SAVIOUR
- B. CONVICTS THE SAVED WITH THE NEED TO SPREAD THE GOSPEL
- C. THERE IS A TIME LIMIT- THE RETURN OF CHRIST

CHAPTER 136

Successful Soul Winning

Joshua 1:8 This book of the law shall not depart out of thy mouth; but thou shalt meditate therein day and night, that thou mayest observe to do according to all that is written therein: for then thou shalt make thy way prosperous, and then thou shalt have good success.

1. SOUL WINNING TOOLS:

- A. NEW TESTAMENT
- B. GOSPEL TRACTS
- C. CONVERT SLIPS
- D. SALVATION CERTIFICATES
- E. PEN

2. SOUL WINNING TIMES:

- A. SATURDAY SOUL WINNING RALLY 10:30 AM
- B. SATURDAY SOUL WINNING TIME 11:00 AM
- C. WEDNESDAY YOUTH SOUL WINNING 4:45 PM
- D. ANY TIME, ANY DAY THAT YOU CAN GO

3. SOUL WINNING TACTICS:

- A. TWO BY TWO
- B. PERSON TO PERSON
- C. DOOR TO DOOR
- D. PHONE CONVERSATIONS
- E. SOCIAL MEDIA

4. SOUL WINNING TARGETS:

- A. ALL SIZES
- B. ALL COLORS
- C. ALL CLASSES
- D. ALL PLACES

5. SOUL WINNING TERRITORIES:

- A. YOUR FAMILY
- B. YOUR FRIENDS
- C. YOUR NEIGHBORS
- D. YOUR COMMUNITY
- E. YOUR COWORKERS
- F. YOUR CONTACTS

6. SOUL WINNING TREASURES:

- A. CONVERTS
- B. VISITORS IN CHURCH
- C. BAPTISMS
- D. CONVERTS DISCIPLED

CHAPTER 137

Is God Fair?

Deuteronomy 32:4 He is the Rock, his work is perfect: for all his ways are judgment: a God of truth and without iniquity, just and right is he.

1. THE QUESTION

- A. What about all the people all around the world who have never heard of Jesus Christ?
- B. How could a loving God send anyone to Hell?

2. THE ANSWER

- A. God created a perfect world. (Genesis 1 & 2)
- B. Death and sorrow were brought into the world by man. (Romans 5:12)
- C. God has revealed Himself to all mankind. (Psalm 19:1-4)
- D. There are no men who have sought after God on their own. (Psalm 14:2-3)
- E. The Holy Spirit draws men to a loving God for salvation. (John 6:44)
- F. All men have sinned against a holy God. (Romans 3:23)
- G. All men are guilty before God. (Romans 3:19)
- H. Mankind is without excuse. (Romans 1:20)
- I. If God were to give all of us what we deserve, we would all go to Hell. (Romans 6:23)
- J. God is gracious and merciful even though we are undeserving. (Titus 3:5)

3. THE CONCLUSION

- A. God has given all of us a chance to live in Heaven forever through Jesus Christ. *Titus 2:11 For the grace of God that bringeth salvation hath appeared to all men,*
- B. Those of us who are saved have been given the charge to carry the message of the Gospel to a lost and dying world. *Mark 16:15 And he said unto them, Go ye into all the world, and preach the gospel to every creature.*
- C. If someone dies and goes to Hell, it is always because they have rejected the grace of God that brought salvation to them. *2 Thessalonians 2:10 And with all deceivableness of unrighteousness in them that perish; because they received not the love of the truth, that they might be saved. 11 And for this cause God shall send them strong delusion, that they should believe a lie: 12 That they all might be damned who believed not the truth, but had pleasure in unrighteousness.*
- D. God has been more than fair to sinful mankind. *Isaiah 1:18 Come now, and let us reason together, saith the LORD: though your sins be as scarlet, they shall be as white as snow; though they be red like crimson, they shall be as wool.*
- E. Will we be fair and do our part to get the Gospel to the lost? *Isaiah 6:8 Also I heard the voice of the Lord, saying, Whom shall I send, and who will go for us? Then said I, Here am I; send me.*

CHAPTER 138

Overcoming Fear In Soul Winning

2 Timothy 1:7 For God hath not given us the spirit of fear; but of power, and of love, and of a sound mind.

One of the biggest hindrances to soul winning is fear. Fear of saying the wrong thing. Fear of being rejected. Fear of making a mistake. Fear is a tool of the devil to keep you from going soul winning.

1. PERSPECTIVE

A. Fear comes from the devil.

B. Fear is also of the flesh, not of the spirit.

Romans 7:18 For I know that in me (that is, in my flesh,) dwelleth no good thing...

C. Fear is sinful if it keeps you from doing what God wants you to do.

D. Fear comes from the unknown.

2. PREPARATION

A. Depend upon the Holy Spirit to help you when the devil attacks.

1 John 4:4 Ye are of God, little children, and have overcome them: because greater is he that is in you, than he that is in the world.

B. Knowledge gives confidence and confidence results in boldness.

Hosea 4:6 My people are destroyed for lack of knowledge: because thou hast rejected knowledge, I will also reject thee, that thou shalt be no priest to me: seeing thou hast forgotten the law of thy God, I will also forget thy children.

C. Have a plan, follow the plan, and don't get sidetracked.

Proverbs 24:27 Prepare thy work without, and make it fit for thyself in the field; and afterwards build thine house.

3. PRAYER

A. Prayer gets God involved.

B. Pray for power.

C. Pray for protection.

D. Pray for results to be of God.

Acts 4:31 And when they had prayed, the place was shaken where they were assembled together; and they were all filled with the Holy Ghost, and they spake the word of God with boldness.

The victory is ours. We can see souls saved. People will come to church after we invite them. God is on your side, and He is there to assist you as you spread His Word. Tell the devil you will not let fear keep you from going soul winning.

CHAPTER 139

Soul Winning With Jesus

Matthew 4:19 And he saith unto them, Follow me, and I will make you fishers of men.

As we read the four Gospels, we come across many soul winning experiences between Jesus and a lost person. We can learn so much from Jesus the Master soul winner.

1. JESUS WENT SOUL WINNING.

Luke 19:10 For the Son of man is come to seek and to save that which was lost.

2. JESUS WAS SOUL CONSCIOUS.

Luke 19:2 And, behold, there was a man named Zacchaeus, which was the chief among the publicans, and he was rich.

3 And he sought to see Jesus who he was; and could not for the press, because he was little of stature.

4 And he ran before, and climbed up into a sycamore tree to see him: for he was to pass that way.

5 And when Jesus came to the place, he looked up, and saw him, and said unto him, Zacchaeus, make haste, and come down; for to day I must abide at thy house.

3. JESUS CARED ABOUT ALL PEOPLE.

John 4:7 There cometh a woman of Samaria to draw water: Jesus saith unto her, Give me to drink.

9 Then saith the woman of Samaria unto him, How is it that thou, being a Jew, askest drink of me, which am a woman of Samaria? for the Jews have no dealings with the Samaritans.

4. JESUS LOVED THE LOST.

Mark 10:21 Then Jesus beholding him loved him, and said unto him, One thing thou lackest: go thy way, sell whatsoever thou hast, and give to the poor, and thou shalt have treasure in heaven: and come, take up the cross, and follow me.

5. JESUS DID NOT CONDEMN.

John 8:11 She said, No man, Lord. And Jesus said unto her, Neither do I condemn thee: go, and sin no more.

6. JESUS DID NOT ARGUE WITH PEOPLE NOR WASTE TIME.

Matthew 10:12 And when ye come into an house, salute it.

13 And if the house be worthy, let your peace come upon it: but if it be not worthy, let your peace return to you.

14 And whosoever shall not receive you, nor hear your words, when ye depart out of that house or city, shake off the dust of your feet.

7. JESUS HAD THE POWER OF THE HOLY SPIRIT.

Luke 4:1 And Jesus being full of the Holy Ghost returned from Jordan, and was led by the Spirit into the wilderness,

8. JESUS WANTED LITTLE CHILDREN TO BE SAVED.

Matthew 19:14 But Jesus said, Suffer little children, and forbid them not, to come unto me: for of such is the kingdom of heaven.

9. JESUS MADE SOUL WINNING A PRIORITY.

Luke 2:49 And he said unto them, How is it that ye sought me? wist ye not that I must be about my Father's business?

CHAPTER 140

The Word In Soul Winning

Acts 4:20 For we cannot but speak the things which we have seen and heard.

There are four different “WORDS” that are given when we go soul winning. All four have a vital role in a lost person getting saved.

1. GOD’S WORD IN SOUL WINNING

John 17:17 Sanctify them through thy truth: thy word is truth.

Romans 10:17 So then faith cometh by hearing, and hearing by the word of God.

The Word of God is necessary to produce faith in the heart of the lost.

2. JESUS’S WORD IN SOUL WINNING

John 1:1 In the beginning was the Word, and the Word was with God, and the Word was God.

14 And the Word was made flesh, and dwelt among us, (and we beheld his glory, the glory as of the only begotten of the Father,) full of grace and truth.

1 Timothy 2:5 For there is one God, and one mediator between God and men, the man Christ Jesus;

Jesus is the mediator between God and man. He speaks to the heart of the lost while we are soul winning.

3. THE HOLY SPIRIT’S WORD IN SOUL WINNING

John 16:13 Howbeit when he, the Spirit of truth, is come, he will guide you into all truth: for he shall not speak of himself; but whatsoever he shall hear, that shall he speak: and he will shew you things to come.

John 16:7 Nevertheless I tell you the truth; It is expedient for you that I go away: for if I go not away, the Comforter will not come unto you; but if I depart, I will send him unto you.

8 And when he is come, he will reprove the world of sin, and of righteousness, and of judgment:

Luke 12:12 For the Holy Ghost shall teach you in the same hour what ye ought to say.

The Holy Spirit will teach the soul winner what to say. He will convict the lost of their sins and their need of a Saviour. He will also confirm the truth of the Gospel to the lost.

4. THE SOUL WINNER’S WORD IN SOUL WINNING

Acts 26:22 Having therefore obtained help of God, I continue unto this day, witnessing both to small and great, saying none other things than those which the prophets and Moses did say should come:

23 That Christ should suffer, and that he should be the first that should rise from the dead, and should shew light unto the people, and to the Gentiles.

Revelation 12:11 And they overcame him by the blood of the Lamb, and by the word of their testimony...

Share the pure Gospel according to the Word of God and share your testimony of salvation.

We have so much going for us today! **GOD’S WORD** - The Truth/ **JESUS’S WORD** - Our Mediator/ **THE HOLY SPIRIT’S WORD** - The Conviction/ **THE SOUL WINNER’S WORD** - Sharing the Gospel and Our Personal Testimony.

CHAPTER 141

Tools For Soul Winning

Proverbs 11:30 The fruit of the righteous is a tree of life; and he that winneth souls is wise.

1. NEW TESTAMENT AND GOSPEL TRACTS

Romans 10:17 So then faith cometh by hearing, and hearing by the word of God.

Hebrews 4:12 For the word of God is quick, and powerful, and sharper than any twoedged sword, piercing even to the dividing asunder of soul and spirit, and of the joints and marrow, and is a discernor of the thoughts and intents of the heart.

2. SOUL WINNING SLIPS AND SALVATION CERTIFICATES

1 John 5:11 And this is the record, that God hath given to us eternal life, and this life is in his Son.

Record their salvation for you to keep and give them a salvation certificate to help them remember the day they were saved.

2 Corinthians 6:2 (For he saith, I have heard thee in a time accepted, and in the day of salvation have I succoured thee: behold, now is the accepted time; behold, now is the day of salvation.)

3. GOALS

Philippians 3:14 I press toward the mark for the prize of the high calling of God in Christ Jesus.

4. ATTITUDE

Romans 1:15 So, as much as in me is, I am ready to preach the gospel to you that are at Rome also.

16 For I am not ashamed of the gospel of Christ: for it is the power of God unto salvation to every one that believeth; to the Jew first, and also to the Greek.

5. METHOD

Acts 2:46 And they, continuing daily with one accord in the temple, and breaking bread from house to house, did eat their meat with gladness and singleness of heart,

47 Praising God, and having favour with all the people. And the Lord added to the church daily such as should be saved.

Acts 5:42 And daily in the temple, and in every house, they ceased not to teach and preach Jesus Christ.

Acts 8:29 Then the Spirit said unto Philip, Go near, and join thyself to this chariot.

30 And Philip ran thither to him, and heard him read the prophet Esaias, and said, Understandest thou what thou readest?

31 And he said, How can I, except some man should guide me? And he desired Philip that he would come up and sit with him.

6. RESULTS

Psalms 126:5 They that sow in tears shall reap in joy.

6 He that goeth forth and weepeth, bearing precious seed, shall doubtless come again with rejoicing, bringing his sheaves with him.

Go believing. Expect souls to get saved!

CHAPTER 142

How Soul Winning Benefits You

Proverbs 11:30 The fruit of the righteous is a tree of life; and he that winneth souls is wise.

1. YOU HAVE AN OPPORTUNITY TO OBEY THE COMMAND OF GOD.

Mark 16:15 And he said unto them, Go ye into all the world, and preach the gospel to every creature.

2. YOU ARE A WITNESS OF SOMEONE BEING BORN AGAIN.

John 3:3 Jesus answered and said unto him, Verily, verily, I say unto thee, Except a man be born again, he cannot see the kingdom of God.

3. YOU GET TO BE USED BY GOD.

Isaiah 6:8 Also I heard the voice of the Lord, saying, Whom shall I send, and who will go for us? Then said I, Here am I; send me.

4. YOU GET TO BE WITH JESUS EVERY TIME YOU SHARE THE GOSPEL.

Matthew 28:20 ... and, lo, I am with you alway, even unto the end of the world. Amen.

5. YOU RECEIVE A BLESSING FROM GOD.

James 1:25 But whoso looketh into the perfect law of liberty, and continueth therein, he being not a forgetful hearer, but a doer of the work, this man shall be blessed in his deed.

6. YOU RECEIVE DIVINE PROTECTION FROM JESUS.

Matthew 16:18 And I say also unto thee, That thou art Peter, and upon this rock I will build my church; and the gates of hell shall not prevail against it.

7. YOU GET TO MAKE A DIFFERENCE IN ETERNITY.

Jude 1:22 And of some have compassion, making a difference:

8. YOU WILL RECEIVE A SOUL WINNER'S CROWN IN HEAVEN.

1 Thessalonians 2:19 For what is our hope, or joy, or crown of rejoicing? Are not even ye in the presence of our Lord Jesus Christ at his coming?

9. YOU CAN CLAIM THE SOUL WINNER'S PRAYER PROMISE.

John 15:16 Ye have not chosen me, but I have chosen you, and ordained you, that ye should go and bring forth fruit, and that your fruit should remain: that whatsoever ye shall ask of the Father in my name, he may give it you.

10. YOU WILL GIVE GOD A REASON NOT TO PUT YOU ON THE SHELF.

1 Corinthians 9:27 But I keep under my body, and bring it into subjection: lest that by any means, when I have preached to others, I myself should be a castaway.

CHAPTER 143

Soul Winning & The Church

Matthew 16:18 And I say also unto thee, That thou art Peter, and upon this rock I will build my church; and the gates of hell shall not prevail against it.

1. THE CHURCH WAS GIVEN THE GREAT COMMISSION.

Matthew 28:16 Then the eleven disciples went away into Galilee, into a mountain where Jesus had appointed them.

17 And when they saw him, they worshipped him: but some doubted.

18 And Jesus came and spake unto them, saying, All power is given unto me in heaven and in earth.

19 Go ye therefore, and teach all nations, baptizing them in the name of the Father, and of the Son, and of the Holy Ghost:

20 Teaching them to observe all things whatsoever I have commanded you: and, lo, I am with you alway, even unto the end of the world. Amen.

2. THERE ARE SIX PARTS TO THE GREAT COMMISSION:

A. BE IN THE CHURCH.

B. GET THE POWER OF GOD.

C. GO TO THE LOST.

D. WIN THE LOST TO CHRIST.

E. BAPTIZE YOUR CONVERTS.

F. TEACH YOUR CONVERTS TO LIVE OBEDIENT TO GOD.

3. THE MAIN CONCERN OF THE CHURCH IS SPREADING THE GOSPEL TO THE ENTIRE WORLD.

Mark 16:15 And he said unto them, Go ye into all the world, and preach the gospel to every creature.

4. IF WE DO ALL SIX PARTS, WE WILL REACH THE WORLD THROUGH MULTIPLICATION, NOT ADDITION.

Acts 6:7 And the word of God increased; and the number of the disciples multiplied in Jerusalem greatly; and a great company of the priests were obedient to the faith.

5. IF WE DON'T FOCUS ON THE GREAT COMMISSION, OUR CHURCH WILL DIE AND LOSE ITS RIGHT TO BE A CHURCH.

Revelation 2:5 Remember therefore from whence thou art fallen, and repent, and do the first works; or else I will come unto thee quickly, and will remove thy candlestick out of his place, except thou repent.

6. THE GOAL FOR TODAY IS THREE-FOLD:

A. FIND SOMEONE WHO WANTS TO BE SAVED AND LEAD THEM TO CHRIST.

B. INVITE THEM TO COME TO THE CHURCH.

C. INVEST TIME, PRAYER AND ENCOURAGEMENT TO THEIR GROWTH IN THE LORD.

CHAPTER 144

Soul Winning & The Lost

1. SOUL WINNING IS DESIGNED TO FIND LOST SINNERS.

Luke 19:10 For the Son of man is come to seek and to save that which was lost.

John 4:4 And he must needs go through Samaria.

5 Then cometh he to a city of Samaria, which is called Sychar, near to the parcel of ground that Jacob gave to his son Joseph.

6 Now Jacob's well was there. Jesus therefore, being wearied with his journey, sat thus on the well: and it was about the sixth hour.

7 There cometh a woman of Samaria to draw water: Jesus saith unto her, Give me to drink.

Romans 10:14 How then shall they call on him in whom they have not believed? and how shall they believe in him of whom they have not heard? and how shall they hear without a preacher?

15 And how shall they preach, except they be sent? as it is written, How beautiful are the feet of them that preach the gospel of peace, and bring glad tidings of good things!

2. WHOSOEVER MAY GET SAVED.

Romans 10:13 For whosoever shall call upon the name of the Lord shall be saved.

Acts 2:21 And it shall come to pass, that whosoever shall call on the name of the Lord shall be saved.

Revelation 22:17 And the Spirit and the bride say, Come. And let him that heareth say, Come. And let him that is athirst come. And whosoever will, let him take the water of life freely.

3. A LOST SINNER MUST TRUST IN JESUS TO BE SAVED BY CALLING UPON THE NAME OF THE LORD.

Ephesians 1:12 That we should be to the praise of his glory, who first trusted in Christ.

13 In whom ye also trusted, after that ye heard the word of truth, the gospel of your salvation: in whom also after that ye believed, ye were sealed with that holy Spirit of promise,

Romans 10:9 That if thou shalt confess with thy mouth the Lord Jesus, and shalt believe in thine heart that God hath raised him from the dead, thou shalt be saved.

10 For with the heart man believeth unto righteousness; and with the mouth confession is made unto salvation.

11 For the scripture saith, Whosoever believeth on him shall not be ashamed.

12 For there is no difference between the Jew and the Greek: for the same Lord over all is rich unto all that call upon him.

13 For whosoever shall call upon the name of the Lord shall be saved.

4. ONCE SAVED THE SINNER IS FOREVER SAVED.

Hebrews 13:5 Let your conversation be without covetousness; and be content with such things as ye have: for he hath said, I will never leave thee, nor forsake thee.

Ephesians 1:13 In whom ye also trusted, after that ye heard the word of truth, the gospel of your salvation: in whom also after that ye believed, ye were sealed with that holy Spirit of promise,

14 Which is the earnest of our inheritance until the redemption of the purchased possession, unto the praise of his glory.

CHAPTER 145

Soul Winning & The Remedy For Sin

1 Peter 1:5 Who are kept by the power of God through faith unto salvation ready to be revealed in the last time.

Romans 5:8 But God commendeth his love toward us, in that, while we were yet sinners, Christ died for us.

9 Much more then, being now justified by his blood, we shall be saved from wrath through him.

Romans 6:23 For the wages of sin is death; but the gift of God is eternal life through Jesus Christ our Lord.

1. CHRIST

- a. On the cross Christ became our substitute.
- b. God showed His love for us in Christ.
- c. Christ was the only begotten Son of God.

2. DIED

- a. Christ paid for our sins in our place.
- b. Christ appeared before the Judge and took our place.
- c. Christ paid our sin debt, satisfying the law of God which demands a payment for sin.

3. FOR US

- a. Christ is no respecter of persons dying for all mankind.
- b. God so loved the entire world that He sent Christ for us.
- c. The Father will accept Christ's death as payment in full for our sins.

4. JUSTIFIED BY HIS BLOOD

- a. Christ's shed blood is the only thing that can wash away our sins.
- b. It was necessary for Christ to die by shedding His blood.
- c. Christ's blood will forever be on the mercy seat in Heaven to make our salvation eternally secured.

5. GIFT OF GOD

- a. A gift is free.
- b. You cannot buy it or earn it.
- c. You must receive a gift for it to be yours.

CHAPTER 146

Soul Winning & The Consequence Of Sin

Romans 5:12 Wherefore, as by one man sin entered into the world, and death by sin; and so death passed upon all men, for that all have sinned:

Romans 6:23 For the wages of sin is death; but the gift of God is eternal life through Jesus Christ our Lord.

*Revelation 20:14 And death and hell were cast into the lake of fire. This is the second death.
15 And whosoever was not found written in the book of life was cast into the lake of fire.*

1. WAGES OF

- a. Wages means payment, penalty, or price. (*Romans 6:23*)
- b. We are guilty.
Romans 3:19 Now we know that what things soever the law saith, it saith to them who are under the law: that every mouth may be stopped, and all the world may become guilty before God.
- c. We are condemned already.
Romans 5:18 Therefore as by the offence of one judgment came upon all men to condemnation; even so by the righteousness of one the free gift came upon all men unto justification of life.

2. SIN

- a. We are born into sin with a sin nature. (*Romans 5:12*)
- b. Once we reach the age of accountability, we are accountable for our actions.
Romans 14:12 So then every one of us shall give account of himself to God.
- c. We have chosen to sin.
Romans 3:23 For all have sinned, and come short of the glory of God;

3. DEATH

- a. We have an appointment with death.
Hebrews 9:27 And as it is appointed unto men once to die, but after this the judgment:
- b. There are two deaths: physical and spiritual. (*Revelation 20:14*)
- c. Spiritual death is eternal separation from God.
Revelation 20:10 And the devil that deceived them was cast into the lake of fire and brimstone, where the beast and the false prophet are, and shall be tormented day and night for ever and ever.

CHAPTER 147

Soul Winning & The Mind

The mind is a battlefield for the devil as he tries to defeat us from winning the lost to Christ. We need to recognize his tactics and understand how to protect ourselves in this war. God's Word has a lot to say about our minds especially concerning winning the lost to Christ.

1. A RIGHT MIND THROUGH CHRIST

Mark 5:15 And they come to Jesus, and see him that was possessed with the devil, and had the legion, sitting, and clothed, and in his right mind: and they were afraid.

2. A READY MIND TO BELIEVE THE WORD

Acts 17:11 These were more noble than those in Thessalonica, in that they received the word with all readiness of mind, and searched the scriptures daily, whether those things were so.

3. A SAME MIND IN UNITY WITH OTHERS

1 Corinthians 1:10 Now I beseech you, brethren, by the name of our Lord Jesus Christ, that ye all speak the same thing, and that there be no divisions among you; but that ye be perfectly joined together in the same mind and in the same judgment.

4. A LOWLY MIND VOID OF STRIFE

Philippians 2:3 Let nothing be done through strife or vainglory; but in lowliness of mind let each esteem other better than themselves.

5. A STEADY MIND NOT TO BE SHAKEN

2 Thessalonians 2:2 That ye be not soon shaken in mind, or be troubled, neither by spirit, nor by word, nor by letter as from us, as that the day of Christ is at hand.

6. A GIRDED MIND TO HAVE HOPE

1 Peter 1:13 Wherefore gird up the loins of your mind, be sober, and hope to the end for the grace that is to be brought unto you at the revelation of Jesus Christ;

7. A SOUND MIND TO BE LED OF THE SPIRIT

2 Timothy 1:7 For God hath not given us the spirit of fear; but of power, and of love, and of a sound mind.

Often the battle is won or lost before we leave to go soul winning. Properly prepare your mind to see someone saved and you will have a better chance of success!

CHAPTER 148

Soul Winning & Compassion

Matthew 9:36 But when he saw the multitudes, he was moved with compassion on them, because they fainted, and were scattered abroad, as sheep having no shepherd.

37 Then saith he unto his disciples, The harvest truly is plenteous, but the labourers are few;

38 Pray ye therefore the Lord of the harvest, that he will send forth labourers into his harvest.

Jude 1:22 And of some have compassion, making a difference:

~WHAT COMPASSION WILL DO CONCERNING SOUL WINNING~

C – Clearly present the Gospel in a simple and understandable manner.

O – Open doors and hearts which otherwise would not be opened.

M – Maximize each opportunity for making a presentation of the Gospel.

P – Present the Gospel to ALL people of ALL ages and from ALL walks of life.

A – Abandon concerns for criticism of self, verbal abuse, apathy for others, etc. in exchange for concerns for the lost souls of people.

S – Sincerely address people with the inescapable reality of where they will spend eternity.

S – Seldom return from soul winning without some kind of fruit.

I – Inspire and influence others by example to win souls.

O – Observe good manners and courtesies by dealing with people in a respectful way.

N – Necessitate a concern for more than just the salvation of a person's soul.

CHAPTER 149

The Value Of Going Two By Two

Luke 10:1 After these things the Lord appointed other seventy also, and sent them two and two before his face into every city and place, whither he himself would come.

2 Therefore said he unto them, The harvest truly is great, but the labourers are few: pray ye therefore the Lord of the harvest, that he would send forth labourers into his harvest.

- 1) **GOING 2 x 2** WILL EXPOSE YOU TO THE SOUL WINNING TECHNIQUES OF OTHERS.
- 2) **GOING 2 x 2** WILL ALLOW ONE PERSON TO PRAY AND PREVENT DISTRACTIONS FROM INTERFERING.
- 3) **GOING 2 x 2** WILL ALLOW YOU TO BE A MUTUAL ENCOURAGEMENT TO EACH OTHER.
- 4) **GOING 2 x 2** WILL PROVIDE EXTRA INCENTIVE FOR STAYING OUT UNTIL YOU SEE SOMEONE SAVED.
- 5) **GOING 2 x 2** WILL HELP YOU NOT TO WASTE TIME.
- 6) **GOING 2 x 2** WILL OPEN THE DOOR FOR OTHER “FISHING HOLES” TO TRY OUT.
- 7) **GOING 2 x 2** WILL HELP WHILE YOU ARE NOT ON THE TOP OF YOUR GAME WHEN YOUR PARTNER IS.
- 8) **GOING 2 x 2** WILL HELP YOU TO DEVELOP FRIENDSHIPS WITH OTHER PEOPLE.
- 9) **GOING 2 x 2** DOUBLES THE POTENTIAL TO SEE SOMEONE SAVED.
- 10) **GOING 2 x 2** ENABLES YOU TO FOLLOW SCRIPTURAL EXAMPLES.
- 11) **GOING 2 x 2** GIVES YOU A CHANCE TO INVOLVE A NEW CHRISTIAN.
- 12) **GOING 2 x 2** MAKES YOU ACCOUNTABLE TO SOMEONE.

CHAPTER 150

Catching Men For Jesus

Luke 5:10 And so was also James, and John, the sons of Zebedee, which were partners with Simon. And Jesus said unto Simon, Fear not; from henceforth thou shalt catch men.

1. WHO SHOULD CATCH MEN FOR JESUS?

- A. New Christians (*John 4:28-30, 39-42*)
- B. Preachers (*Acts 20:20-21*)
- C. Church Members (*Acts 8:4*)

2. WHY SHOULD WE CATCH MEN FOR JESUS?

- A. Hell is real. (*Revelation 20:14-15*)
- B. We are commanded to do so. (*Matthew 28:18-20*)
- C. Joy will be the result. (*Luke 15:7*)

3. WHEN SHOULD WE CATCH MEN FOR JESUS?

- A. Today (*II Corinthians 6:2*)
- B. When someone crosses your path who wants to be saved (*Acts 8:26-35*)
- C. Anytime of the day (*Acts 16:25-33*)

4. WHERE SHOULD WE CATCH MEN FOR JESUS?

- A. Homes (*Luke 19:9*)
- B. Public Places (*John 4:5-7*)
- C. All the World (*Mark 16:15*)

5. HOW SHOULD WE CATCH MEN FOR JESUS?

- A. Compassionately (*Jude 1:22*)
- B. Purposefully (*Jude 1:23*)
- C. Thoroughly (*Romans 15:19*)

6. WHAT SHOULD I USE TO CATCH MEN FOR JESUS?

- A. God's Word (*I Peter 1:23-25*)
- B. Holy Spirit (*Acts 4:31*)
- C. My Testimony (*Acts 22:6-16*)

CHAPTER 151

Sowing & Reaping

John 4:36 And he that reapeth receiveth wages, and gathereth fruit unto life eternal: that both he that soweth and he that reapeth may rejoice together.

37 And herein is that saying true, One soweth, and another reapeth.

38 I sent you to reap that whereon ye bestowed no labour: other men laboured, and ye are entered into their labours.

1 Corinthians 3:5 Who then is Paul, and who is Apollos, but ministers by whom ye believed, even as the Lord gave to every man?

6 I have planted, Apollos watered; but God gave the increase.

7 So then neither is he that planteth any thing, neither he that watereth; but God that giveth the increase.

8 Now he that planteth and he that watereth are one: and every man shall receive his own reward according to his own labour.

9 For we are labourers together with God: ye are God's husbandry, ye are God's building.

1. SOMEONE ELSE HAS SOWN THE SEED.

- A. Family members praying.
- B. Sunday school teacher or preacher taught the Gospel.
- C. A Gospel tract was given.
- D. A soul winner presented the Gospel in the past.

2. SOW AS MUCH SEED AS THE FIELD WILL LET YOU.

- A. Never be rude or disrespectful.
- B. Never force the seed into the ground.
- C. Never do or say anything to prevent future seed sowers from success.

3. SOW THE SEED AS IF IT WERE YOUR OWN FIELD.

- A. Your loved one
- B. Your friend

4. YOU WILL REAP FROM SOMEONE ELSE'S LABOR.

- A. Always give God the glory for what happens.
- B. Have joy because God allowed you to have a part in the salvation of a lost soul.

5. YOU HAVE TO SOW THE SEED BEFORE YOU REAP.

- A. Give a clear presentation of the Gospel with Scripture.
- B. Let God's Word convict them for the need of Christ for salvation.
- C. Ask the Holy Spirit to use your presentation to draw them to Christ.

CHAPTER 152

Soul Winning Lessons From Calvary

Luke 23:32 And there were also two other, malefactors, led with him to be put to death.

33 And when they were come to the place, which is called Calvary, there they crucified him, and the malefactors, one on the right hand, and the other on the left.

34 Then said Jesus, Father, forgive them; for they know not what they do. And they parted his raiment, and cast lots.

35 And the people stood beholding. And the rulers also with them derided him, saying, He saved others; let him save himself, if he be Christ, the chosen of God.

36 And the soldiers also mocked him, coming to him, and offering him vinegar,

37 And saying, If thou be the king of the Jews, save thyself.

38 And a superscription also was written over him in letters of Greek, and Latin, and Hebrew, THIS IS THE KING OF THE JEWS.

39 And one of the malefactors which were hanged railed on him, saying, If thou be Christ, save thyself and us.

40 But the other answering rebuked him, saying, Dost not thou fear God, seeing thou art in the same condemnation?

41 And we indeed justly; for we receive the due reward of our deeds: but this man hath done nothing amiss.

42 And he said unto Jesus, Lord, remember me when thou comest into thy kingdom.

43 And Jesus said unto him, Verily I say unto thee, To day shalt thou be with me in paradise.

- 1. THREE MEN DIED AT CALVARY. (vs. 32)**
- 2. ONE DIED FOR OUR SINS. (Romans 5:8)**
- 3. BOTH MEN PRAYED A PRAYER OF SALVATION FOR DIFFERENT REASONS. (vs. 39, 42)**
- 4. ONE MAN BELIEVED IN JESUS WHILE THE OTHER DID NOT. (vs. 39-42)**
- 5. BEFORE ONE CAN BE SAVED, HE MUST REALIZE HE IS A SINNER. (vs. 41)**
- 6. HE MUST ALSO REALIZE THAT HE IS IN CONDEMNATION FOR HIS SINS. (vs. 40)**
- 7. THERE MUST BE A FEAR OF GOD IN BELIEVING THAT JESUS IS THE ONLY WAY TO HEAVEN. (vs. 40) (Romans 6:23)**
- 8. ONE MUST CALL UPON JESUS TO SAVE HIM, PUTTING HIS TRUST ONLY IN JESUS FOR SALVATION. (vs. 42-43)**
- 9. ALL MEN ARE REPRESENTED IN ONE OF THE TWO MEN WHO DIED THE SAME DAY AS JESUS. (Belief or Unbelief)**
- 10. ALL MEN WILL SHARE THE SAME FATE OF THE TWO MEN. (Heaven or Hell)**

CHAPTER 153

The Sent And The Sender

Luke 10:1 After these things the Lord appointed other seventy also, and sent them two and two before his face into every city and place, whither he himself would come.

2 Therefore said he unto them, The harvest truly is great, but the labourers are few: pray ye therefore the Lord of the harvest, that he would send forth labourers into his harvest.

16 He that heareth you heareth me; and he that despiseth you despiseth me; and he that despiseth me despiseth him that sent me.

1. THE SENDER IS THE LORD.

Matthew 28:18 And Jesus came and spake unto them, saying, All power is given unto me in heaven and in earth.

2. THE SENDER APPOINTS THE SENT.

John 15:16 Ye have not chosen me, but I have chosen you, and ordained you, that ye should go and bring forth fruit, and that your fruit should remain: that whatsoever ye shall ask of the Father in my name, he may give it you.

3. THE SENT ARE ALL CHRISTIANS.

John 15:2 Every branch in me that beareth not fruit he taketh away: and every branch that beareth fruit, he purgeth it, that it may bring forth more fruit.

4. THE SENDER HAS A MISSION FOR THE SENT.

Matthew 28:19 Go ye therefore, and teach all nations, baptizing them in the name of the Father, and of the Son, and of the Holy Ghost:

20 Teaching them to observe all things whatsoever I have commanded you...

5. THE SENDER IS ALWAYS WITH THE SENT.

Matthew 28:20 ... and, lo, I am with you alway, even unto the end of the world. Amen.

6. THE SENT GO ON BEHALF OF THE SENDER.

2 Corinthians 5:20 Now then we are ambassadors for Christ, as though God did beseech you by us: we pray you in Christ's stead, be ye reconciled to God.

7. THE SENT SPREAD THE MESSAGE OF THE SENDER.

Mark 16:15 And he said unto them, Go ye into all the world, and preach the gospel to every creature.

8. THE SENT MUST PROPERLY REPRESENT THE SENDER IN ORDER TO BE EFFECTIVE.

Ephesians 4:1 I therefore, the prisoner of the Lord, beseech you that ye walk worthy of the vocation wherewith ye are called,

9. THE GOAL OF THE SENT IS TO REAP.

John 4:38 I sent you to reap ...

10. THOSE WHO RECEIVE THE MESSAGE OF THE SENT WILL BE ACCEPTED BY THE SENDER.

John 6:37 All that the Father giveth me shall come to me; and him that cometh to me I will in no wise cast out.

CHAPTER 154

Soul Winning Or Soul Losing

Luke 11:23 He that is not with me is against me: and he that gathereth not with me scattereth.

Matthew 21:43 Therefore say I unto you, The kingdom of God shall be taken from you, and given to a nation bringing forth the fruits thereof.

Revelation 2:5 Remember therefore from whence thou art fallen, and repent, and do the first works; or else I will come unto thee quickly, and will remove thy candlestick out of his place, except thou repent.

1. **WINNERS** use the King James Bible.
2. **LOSERS** use modern versions.
3. **WINNERS** speak the Words of God.
4. **LOSERS** speak the words of man.
5. **WINNERS** depend upon the Holy Spirit's power.
6. **LOSERS** depend upon themselves.
7. **WINNERS** go after the lost.
8. **LOSERS** stay home and never go soul winning.
9. **WINNERS** recognize their personal responsibility to win the lost.
10. **LOSERS** deny any responsibility.
11. **WINNERS** proclaim the Gospel.
12. **LOSERS** keep their faith private.
13. **WINNERS** hand out Gospel tracts.
14. **LOSERS** never have Gospel tracts with them.
15. **WINNERS** are color blind.
16. **LOSERS** are blinded by color.
17. **WINNERS** invite people to church.
18. **LOSERS** ignore people.
19. **WINNERS** pray for divine appointments to share the Gospel.
20. **LOSERS** never pray for lost souls to cross their path.
21. **WINNERS** are teachable concerning soul winning.
22. **LOSERS** don't listen to instruction or correction.
23. **WINNERS** have compassion for the lost.
24. **LOSERS** don't care about anyone other than their family/themselves.
25. **WINNERS** invest in the kingdom of God so people can get saved.
26. **LOSERS** invest their money only in the things of this world.
27. **WINNERS** are available for God to use them.
28. **LOSERS** are too busy with their own life.
29. **WINNERS** present their bodies a living sacrifice to God.
30. **LOSERS** live for themselves.

CHAPTER 155

Factors In Successful Soul Winning

Psalm 126:5 They that sow in tears shall reap in joy.

6 He that goeth forth and weepeth, bearing precious seed, shall doubtless come again with rejoicing, bringing his sheaves with him.

1. It takes a PERSON – (HE)

Acts 1:8 But ye shall receive power, after that the Holy Ghost is come upon you: and ye shall be witnesses unto me both in Jerusalem, and in all Judaea, and in Samaria, and unto the uttermost part of the earth.

2. It takes a PLAN – (GOETH)

Mark 16:15 And he said unto them, Go ye into all the world, and preach the gospel to every creature.

3. It takes a PASSION – (WEEPETH)

Jude 1:22 And of some have compassion, making a difference:

4. It takes a PRACTICE – (BEARING PRECIOUS SEED)

Luke 19:10 For the Son of man is come to seek and to save that which was lost.

5. It takes a PROMISE – (SHALL DOUBTLESS COME AGAIN)

John 15:16 Ye have not chosen me, but I have chosen you, and ordained you, that ye should go and bring forth fruit, and that your fruit should remain: that whatsoever ye shall ask of the Father in my name, he may give it you.

6. It produces a PLEASURE – (REJOICING)

Luke 15:10 Likewise, I say unto you, there is joy in the presence of the angels of God over one sinner that repenteth.

7. It produces a PRIZE – (BRINGING HIS SHEAVES WITH HIM)

1 Thessalonians 2:19 For what is our hope, or joy, or crown of rejoicing? Are not even ye in the presence of our Lord Jesus Christ at his coming?

20 For ye are our glory and joy.

CHAPTER 156

A Defeated Attitude In Soul Winning

2 Corinthians 10:3 For though we walk in the flesh, we do not war after the flesh:

4 (For the weapons of our warfare are not carnal, but mighty through God to the pulling down of strong holds;)

5 Casting down imaginations, and every high thing that exalteth itself against the knowledge of God, and bringing into captivity every thought to the obedience of Christ

1. If my partner sees someone saved, I don't have to.
2. If I don't see someone saved today, I can another day.
3. Everyone we meet is already saved.
4. This looks like a bad street or bad neighborhood.
5. I don't think he/she will want to be saved.
6. The pastor will see someone saved and I am supportive of what he does.
7. Having a time limit instead of a goal to see someone saved.
8. I am backslidden so I won't do any good today.
9. We just need to "go" not "win."
10. God can't use me.
11. Nobody will listen to me.
12. I will always mess things up.
13. I am only here so I don't feel guilty for not going.
14. I am only here so the pastor will notice I went soul winning.
15. I am only the silent partner so I will never see anyone saved myself.
16. I've had a bad day.
17. I am too tired.
18. I am too shy.
19. I don't talk with strangers very easily.
20. It's too cold, hot, rainy, snowy, gloomy, windy, etc.
21. Someone else has knocked on this door recently.
22. I saw someone saved last week/month.
23. I have a lot on my mind.
24. I am too stressed with life.
25. I am only here because I need to be here.
26. I wonder if they really meant it when they prayed.
27. I don't perform well under pressure.
28. I have already met my goal for the year, so I don't have to see anyone else saved.
29. I can't do this anymore.
30. Someone else will win them to Christ.

CHAPTER 157

Your Assigned Soul

*Ephesians 2:8 For by grace are ye saved through faith;
and that not of yourselves: it is the gift of God:*

9 Not of works, lest any man should boast.

*10 For we are his workmanship, created in Christ Jesus unto good works,
which God hath before ordained that we should walk in them.*

- 1. GOD HAS A WORK FOR YOU TO PERFORM TODAY.**
- 2. THE GREATEST WORK A CHRISTIAN CAN PERFORM IS THAT OF LEADING A LOST SOUL TO CHRIST FOR SALVATION.**
- 3. GOD HAS ALREADY MADE PREPARATION FOR YOUR WORK TO BE DONE.**
- 4. EVERYTHING WE NEED TO PERFORM THE WORK HAS BEEN PROVIDED.**
- 5. GOD HAS GIVEN EACH OF US THE ABILITY TO LEAD A SOUL TO CHRIST.**
- 6. LEADING A SOUL TO CHRIST PROVES GOD'S ABILITY TO USE US AND IT ENCOURAGES US TO WIN MORE SOULS.**
- 7. GOD HAS ASSIGNED A SOUL FOR US TO LEAD TO CHRIST TODAY.**
- 8. OUR GOOD WORK FOR TODAY IS TO FIND THAT PERSON AND TO LEAD THEM TO CHRIST.**
- 9. WE CAN GIVE UP BEFORE THE WORK IS COMPLETED OR WE CAN DETERMINE TO COMPLETE THIS WORK.**
- 10. YOU WILL FIND JOY AND SATISFACTION IN DOING THE WORK GOD HAS ASSIGNED FOR YOU TO DO.**

CHAPTER 158

Why Church-Wide Soul Winning

1. IT GIVES OUR CHURCH A CHANCE TO BE OF ONE MIND.

Philippians 1:27 Only let your conversation be as it becometh the gospel of Christ: that whether I come and see you, or else be absent, I may hear of your affairs, that ye stand fast in one spirit, with one mind striving together for the faith of the gospel;

2. IT IS EMPHASIZING THE IMPORTANCE OF SATURDAY TO OUR CHILDREN.

Psalms 78:4 We will not hide them from their children, shewing to the generation to come the praises of the LORD, and his strength, and his wonderful works that he hath done.

3. IT GIVES THE CHURCH AN OPPORTUNITY TO EXERCISE OURSELVES TO GODLINESS.

*1 Timothy 4:7 But refuse profane and old wives' fables, and exercise thyself rather unto godliness.
8 For bodily exercise profiteth little: but godliness is profitable unto all things, having promise of the life that now is, and of that which is to come.*

4. IT GIVES US A CHANCE TO SEE GOD USE US AS A CHURCH.

John 14:12 Verily, verily, I say unto you, He that believeth on me, the works that I do shall he do also; and greater works than these shall he do; because I go unto my Father.

5. IT GIVES US MORE OF AN OPPORTUNITY TO LIFT UP CHRIST.

John 12:32 And I, if I be lifted up from the earth, will draw all men unto me.

6. IT MAKES US STRONGER HAVING MORE STRENGTH IN NUMBERS.

Acts 4:31 And when they had prayed, the place was shaken where they were assembled together; and they were all filled with the Holy Ghost, and they spake the word of God with boldness.

32 And the multitude of them that believed were of one heart and of one soul: neither said any of them that ought of the things which he possessed was his own; but they had all things common.

33 And with great power gave the apostles witness of the resurrection of the Lord Jesus: and great grace was upon them all.

7. IT GIVES THE CHURCH THE OPPORTUNITY TO PARTICIPATE IN THE WORK OF THE MINISTRY.

Ephesians 4:11 And he gave some, apostles; and some, prophets; and some, evangelists; and some, pastors and teachers;

12 For the perfecting of the saints, for the work of the ministry, for the edifying of the body of Christ:

CHAPTER 159

What Is Soul Winning?

1. IT IS A VEHICLE TO GET THE GOSPEL TO THE LOST.

1 Corinthians 1:17 For Christ sent me not to baptize, but to preach the gospel: not with wisdom of words, lest the cross of Christ should be made of none effect.

18 For the preaching of the cross is to them that perish foolishness; but unto us which are saved it is the power of God.

2. IT IS A THERMOMETER TO GAUGE HOW SPIRITUAL ONE IS.

Acts 1:8 But ye shall receive power, after that the Holy Ghost is come upon you: and ye shall be witnesses unto me both in Jerusalem, and in all Judaea, and in Samaria, and unto the uttermost part of the earth.

3. IT IS AN ACTIVITY TO UNITE US TOGETHER FOR A CAUSE.

Acts 5:32 And we are his witnesses of these things; and so is also the Holy Ghost, whom God hath given to them that obey him.

4. IT IS A SPIRITUAL BATTLE FOR THE SOULS OF MANKIND.

Ephesians 6:12 For we wrestle not against flesh and blood, but against principalities, against powers, against the rulers of the darkness of this world, against spiritual wickedness in high places.

5. IT IS A BUSINESS WITH UNLIMITED CUSTOMERS.

John 4:35 Say not ye, There are yet four months, and then cometh harvest? behold, I say unto you, Lift up your eyes, and look on the fields; for they are white already to harvest.

36 And he that reapeth receiveth wages, and gathereth fruit unto life eternal: that both he that soweth and he that reapeth may rejoice together.

6. IT IS A DEBT WE SHOULD ENDEAVOR TO REPAY.

Romans 1:14 I am debtor both to the Greeks, and to the Barbarians; both to the wise, and to the unwise.

15 So, as much as in me is, I am ready to preach the gospel to you that are at Rome also.

1 Corinthians 9:16 For though I preach the gospel, I have nothing to glory of: for necessity is laid upon me; yea, woe is unto me, if I preach not the gospel!

7. IT IS WHAT JESUS WANTS US TO FOCUS ON UNTIL HE RETURNS.

Acts 1:10 And while they looked stedfastly toward heaven as he went up, behold, two men stood by them in white apparel;

11 Which also said, Ye men of Galilee, why stand ye gazing up into heaven? this same Jesus, which is taken up from you into heaven, shall so come in like manner as ye have seen him go into heaven.

Luke 19:13 And he called his ten servants, and delivered them ten pounds, and said unto them, Occupy till I come.

CHAPTER 160

Helpful Soul Winning Tips

Daniel 12:3 And they that be wise shall shine as the brightness of the firmament; and they that turn many to righteousness as the stars for ever and ever.

1. Whenever possible, deal with one person at a time.
2. Rely on the Holy Spirit and the Word of God to do the convicting and drawing the lost.
3. Let people follow along as you read the verses.
4. Emphasize one truth at a time.
5. Make sure they understand before proceeding.
6. Illustrate and make application to the truth.
7. Always remember the main point is leading them to a decision to receive Christ.
8. Be courteous.
9. Point out that they have sinned without being insulting.
10. Be earnest.
11. Be yourself.
12. Be real and genuine.
13. Refuse to argue.
14. Never lose your temper.
15. Do not interrupt when someone is sharing the Gospel.
16. Let the person talk and ask questions if they need to.
17. Don't be in a hurry.
18. Don't waste time.
19. Plant truth in their heart and see if they are ready to be harvested.
20. Leave an open door for the next soul winner if they don't get saved today.
21. Always offer to pray for them.
22. If you don't see someone saved, pray and ask God to help you to do so next time.
23. After seeing someone saved, invite them to church.
24. Offer transportation for them.
25. Pray for them by name to come to church and to grow in their Christian life.
26. Learn and improve as a soul winner over time.
27. Ask the Holy Spirit to empower you for soul winning.
28. Never give up on being a successful soul winner.
29. Always give God the glory and praise for what happens.
30. Realize you may be someone's only chance to hear the Gospel and get saved.

CHAPTER 161

How Salvation “Works”

*Ephesians 2:8 For by grace are ye saved through faith;
and that not of yourselves: it is the gift of God:*

9 Not of works, lest any man should boast.

*10 For we are his workmanship, created in Christ Jesus unto good works,
which God hath before ordained that we should walk in them.*

1. THINGS THAT DO NOT SAVE A LOST SOUL FROM HELL:

- A. Church
- B. Religion
- C. Doing your best
- D. Being a good person
- E. Baptism
- F. Change of life
- G. Confirmation
- H. Confessions

2. GOD’S WORK OF SALVATION:

- A. Trust in Christ alone for salvation. (*Ephesians 1:12*)
- B. Believe and receive. (*John 1:12*)
- C. Salvation is common for all mankind. (*Jude 1:3*)
- D. Salvation is secure and final. (*Hebrews 13:5*)
- E. Jesus paid it ALL. (*Hebrews 10:10*)
- F. God will complete the work of salvation when we get to Heaven. (*Philippians 1:6*)

3. SAVED UNTO GOOD WORKS:

- A. Our faith can and should grow after salvation.
- B. When our faith grows, good works will be the by-product.
- C. Some grow immediately after salvation.
- D. Some take a long time to see growth in their lives.
- E. We should never compare one with another.
- F. We should work hard at getting our converts to church so they can grow.
- G. We should pray for those newly saved.
- H. Don’t assume that well-behaved, church-going people are all saved.
- I. Don’t become discouraged if your converts don’t come to church or grow like you wished.

CHAPTER 162

The Last Door

2 Corinthians 9:6 But this I say, He which soweth sparingly shall reap also sparingly; and he which soweth bountifully shall reap also bountifully.

Galatians 6:9 And let us not be weary in well doing: for in due season we shall reap, if we faint not.

Often when soul winning, we need to stay at it until the last door when someone gets saved.

T – Tell yourself that you are not coming back until you see somebody saved.

H – Have a word of prayer before you go and after each door or person you speak with.

E – Encourage yourself that you are getting closer with each passing door.

L – Look around for signs of life: people walking, sitting outside, lighting on, etc.

A – Ask the Holy Spirit to help you cross the path of somebody who wants to be saved.

S – Stop making excuses for not seeing somebody saved.

T – Try new and fresh ideas and conversation points.

D – Don't let the devil discourage you or defeat you.

O – Occupy your mind with positive, Scriptural thoughts.

O – Open your Bible and present the Gospel every chance you get.

R – Rejoice in the Lord when God uses you to see somebody saved.

CHAPTER 163

Pitfalls That Kill Your Soul Winning Efforts

1 Corinthians 1:17 For Christ sent me not to baptize, but to preach the gospel: not with wisdom of words, lest the cross of Christ should be made of none effect.

18 For the preaching of the cross is to them that perish foolishness; but unto us which are saved it is the power of God.

- 1. Not coming to the soul winning rally.**
- 2. Not learning from different soul winners.**
- 3. Allowing things to get in the way of soul winning times.**
- 4. Being satisfied with not seeing people saved.**
- 5. Passing people up who are on the sidewalk or at a park.**
- 6. Not knocking on doors when nobody is out in public places.**
- 7. Just handing out Gospel tracts and not intending to give the Gospel.**
- 8. Failing to ask the question.**
- 9. Presuming that someone is already saved.**
- 10. Presuming that someone will not want to be saved.**
- 11. Not talking to enough people.**
- 12. Not seeking the leadership and power of the Holy Spirit.**
- 13. Failure to set and evaluate personal goals.**
- 14. Comparing your results with other's results.**
- 15. Failing to thank God and give Him the glory when someone is saved.**

CHAPTER 164

The Three “I Am’s” Of A Soul Winner

Romans 1:14 I am debtor both to the Greeks, and to the Barbarians; both to the wise, and to the unwise.

15 So, as much as in me is, I am ready to preach the gospel to you that are at Rome also.

16 For I am not ashamed of the gospel of Christ: for it is the power of God unto salvation to every one that believeth; to the Jew first, and also to the Greek.

1) I AM DEBTOR

- A. To Jesus
- B. To the one who led me to Christ
- C. To my pastor
- D. To my church
- E. To my community

2) I AM READY

- A. To go anywhere
- B. To talk to anyone
- C. To stay out until I see somebody saved
- D. To care about the lost
- E. To follow up with my converts

3) I AM NOT ASHAMED

- A. Of Jesus
- B. Of my church
- C. Of the Bible
- D. Of the great commission
- E. Of being a follower of Christ

CHAPTER 165

A Soul Winning Missionary

Acts 1:8 But ye shall receive power, after that the Holy Ghost is come upon you: and ye shall be witnesses unto me both in Jerusalem, and in all Judaea, and in Samaria, and unto the uttermost part of the earth.

M – Men are used as instruments to win souls.

John 15:16 Ye have not chosen me, but I have chosen you, and ordained you, that ye should go and bring forth fruit, and that your fruit should remain: that whatsoever ye shall ask of the Father in my name, he may give it you.

I – Individuals can make a difference in the eternity of lost souls.

*John 4:28 The woman then left her waterpot, and went her way into the city, and saith to the men,
29 Come, see a man, which told me all things that ever I did: is not this the Christ?*

S – Saving a soul is the most important thing in which a Christian can participate.

Daniel 12:3 And they that be wise shall shine as the brightness of the firmament; and they that turn many to righteousness as the stars for ever and ever.

S – Stay at it until you succeed.

Galatians 6:9 And let us not be weary in well doing: for in due season we shall reap, if we faint not.

I – Implore God to give you the power of the Holy Spirit to win souls.

Luke 11:13 If ye then, being evil, know how to give good gifts unto your children: how much more shall your heavenly Father give the Holy Spirit to them that ask him?

O – Overcome the spirit of fear.

2 Timothy 1:7 For God hath not given us the spirit of fear; but of power, and of love, and of a sound mind.

N – Never lose the vision of keeping people out of going to Hell.

Proverbs 29:18 Where there is no vision, the people perish: but he that keepeth the law, happy is he.

A – Ask them if they know for sure they will go to Heaven.

Acts 8:30 And Philip ran thither to him, and heard him read the prophet Esaias, and said, Understandest thou what thou readest?

31 And he said, How can I, except some man should guide me? And he desired Philip that he would come up and sit with him.

R – Remember to give the lost an opportunity to decide to receive Christ.

John 1:12 But as many as received him, to them gave he power to become the sons of God, even to them that believe on his name:

Y – You can be used of God to help people get to Heaven.

Proverbs 11:30 The fruit of the righteous is a tree of life; and he that winneth souls is wise.

CHAPTER 166

Soul Winning & The Sinner

1) SOUL WINNING IS DESIGNED TO FIND THE SINNER.

Luke 19:10 For the Son of man is come to seek and to save that which was lost.

2) SOUL WINNING DOES NOT CONDEMN THE SINNER.

John 3:17 For God sent not his Son into the world to condemn the world; but that the world through him might be saved.

- a. Our job is not to condemn the sinner's actions.
- b. Our job is to help them recognize their condition.

3) SOUL WINNING HELPS THE SINNER REALIZE THEIR DESTINATION.

Romans 6:23 For the wages of sin is death; but the gift of God is eternal life through Jesus Christ our Lord.

Romans 5:12 Wherefore, as by one man sin entered into the world, and death by sin; and so death passed upon all men, for that all have sinned:

*Revelation 20:14 And death and hell were cast into the lake of fire. This is the second death.
15 And whosoever was not found written in the book of life was cast into the lake of fire.*

4) SOUL WINNING SHOWS THE SINNER AN ALTERNATIVE DESTINATION.

Romans 6:23 For the wages of sin is death; but the gift of God is eternal life through Jesus Christ our Lord.

John 10:10 The thief cometh not, but for to steal, and to kill, and to destroy: I am come that they might have life, and that they might have it more abundantly.

5) SOUL WINNING IS SAVED SINNERS TELLING LOST SINNERS ABOUT JESUS AND HOW TO BE SAVED.

*John 4:28 The woman then left her waterpot, and went her way into the city, and saith to the men,
29 Come, see a man, which told me all things that ever I did: is not this the Christ?
30 Then they went out of the city, and came unto him.*

6) SOUL WINNING HELPS THE SINNER REMAIN AFTER SALVATION.

John 15:16 Ye have not chosen me, but I have chosen you, and ordained you, that ye should go and bring forth fruit, and that your fruit should remain: that whatsoever ye shall ask of the Father in my name, he may give it you.

CHAPTER 167

The Soul Winner's Attitude

John 6:63 It is the spirit that quickeneth; the flesh profiteth nothing: the words that I speak unto you, they are spirit, and they are life.

Proverbs 18:14 The spirit of a man will sustain his infirmity; but a wounded spirit who can bear?

Proverbs 17:27 He that hath knowledge spareth his words: and a man of understanding is of an excellent spirit.

- 1) THE HOLY SPIRIT WORKS AT PREPARING THE HEART OF THE LOST TO BE SAVED.**
- 2) THE HOLY SPIRIT WORKS ON THE HEART OF THE SOUL WINNER TO PREPARE HIM FOR WINNING THE LOST.**
- 3) THE HOLY SPIRIT KNOWS EXACTLY WHERE THOSE WHO WANT TO BE SAVED ARE.**
- 4) THE HOLY SPIRIT KNOWS WHICH SOUL WINNER IS PREPARED TO WIN THEM TO CHRIST.**
- 5) THE HOLY SPIRIT KNOWS HOW TO GET US TO CROSS THEIR PATH.**
- 6) THE HOLY SPIRIT WORKS THROUGH OUR SPIRIT AND THROUGH THE WORD OF GOD.**
- 7) IT IS THE SPIRIT OF MAN THAT ATTRACTS THE LOST TO US FIRST SO WE CAN LEAD THEM TO CHRIST.**
- 8) OUR SPIRIT GREATLY DETERMINES OUR SUCCESS.**
 - a. Expectant Attitude
 - b. Enthusiastic Attitude
 - c. Enjoyable Attitude
 - d. Endearing Attitude
 - e. Earnest Attitude

CHAPTER 168

Prayer & Soul Winning

*Matthew 7:7 Ask, and it shall be given you; seek, and ye shall find; knock, and it shall be opened unto you:
8 For every one that asketh receiveth; and he that seeketh findeth; and to him that knocketh it shall be opened.
11 If ye then, being evil, know how to give good gifts unto your children, how much more shall your Father
which is in heaven give good things to them that ask him?*

- 1) Pray daily confessing your sins to God.
- 2) Pray daily for the Lord to bless your soul winning efforts.
- 3) Pray specifically for the times you will go soul winning.
- 4) Pray for the church-wide soul winning all throughout the week for people to come out and for souls to be saved.
- 5) Pray for the Holy Spirit to prepare the hearts of those you meet.
- 6) Pray for the Holy Spirit to tell you what to say to each person.
- 7) Pray for the Holy Spirit to lead you where to go.
- 8) Pray for the Holy Spirit to help you to cross the path of someone who wants to be saved and to help you to lead them to Christ.
- 9) Pray for the Holy Spirit to empower you as you go soul winning.
- 10) Pray for God to protect you from anything the devil will do to stop souls from getting saved.
- 11) Pray silently as you go soul winning and as the Gospel is being presented to the lost.
- 12) Pray out loud for the person's prayer requests.
- 13) Lead the person to pray to Jesus to be saved.
- 14) Make the salvation prayer easy to repeat and to the point of salvation.
- 15) Pray for those you lead to Christ to come to church and to grow in the Lord.
- 16) Pray for your converts to be baptized.
- 17) Pray for the Lord to send more laborers in the harvest field.
- 18) Pray for those to whom you give Gospel tracts to be saved while reading them.
- 19) Pray that those you invite to come visit the church will do so.
- 20) Pray for the Gospel to get to every creature under Heaven in our generation.

CHAPTER 169

Effective Soul Winning

Proverbs 11:30 The fruit of the righteous is a tree of life; and he that winneth souls is wise.

1) BE ACCURATE.

- A. Follow the Scriptures.
- B. Ask the right questions.

2) BE BRIEF BUT COMPLETE.

- A. Give the entire plan of salvation.
- B. Give only necessary Scriptures not the entire Bible.
- C. Leave the preaching about sin, issues, current events for church.
- D. Do not get in arguments.

3) BE CAUTIOUS.

- A. Use common sense.
- B. God wants you to be a LIVING sacrifice.
- C. Do not force a door open nor force them to listen to you.

4) BE CONFIDENT.

- A. The person to whom you are speaking has an eternal soul.
- B. If they are unsaved, they are headed for Hell.
- C. You are on a mission to see them saved and going to Heaven.
- D. You have God's authority, blessing and command.

5) BE KIND.

- A. The objective is to see people saved.
- B. If they do not get saved today, we still want them to be saved in the future.
- C. Leave an open door for a later time.

6) BE PRAYERFUL.

- A. Depend upon the Holy Spirit to do what only He can do.
- B. Do not depend on yourself alone to get the job done.

7) BE RESOLUTE.

- A. Give the Gospel to someone.
- B. Do everything you can to see someone saved.
- C. Take your time.
- D. Eliminate any obstacles.
- E. Yield to the Holy Spirit and follow His lead.
- F. Have a winner's mindset.

CHAPTER 170

Goals For The Gospel

1) BE SOLD OUT FOR THE GOSPEL.

Romans 1:16 For I am not ashamed of the gospel of Christ: for it is the power of God unto salvation to every one that believeth; to the Jew first, and also to the Greek.

2) BE SERIOUS WHEN GIVING THE GOSPEL.

Romans 1:15 So, as much as in me is, I am ready to preach the gospel to you that are at Rome also.

- a. Be thorough when giving the Gospel.
- b. Don't rush the presentation.
- c. Treat them as if they were your loved one.

3) BE SATURATING WITH THE GOSPEL.

- a. Every Place.

Acts 1:8 But ye shall receive power, after that the Holy Ghost is come upon you: and ye shall be witnesses unto me both in Jerusalem, and in all Judaea, and in Samaria, and unto the uttermost part of the earth.

- b. Every House.

Acts 5:42 And daily in the temple, and in every house, they ceased not to teach and preach Jesus Christ.

- c. Everywhere.

Acts 8:4 Therefore they that were scattered abroad went every where preaching the word.

- d. Every Person.

Mark 16:15 And he said unto them, Go ye into all the world, and preach the gospel to every creature.

4) BE GOOD STEWARDS OF THE GOSPEL.

1 Peter 4:10 As every man hath received the gift, even so minister the same one to another, as good stewards of the manifold grace of God.

11 If any man speak, let him speak as the oracles of God; if any man minister, let him do it as of the ability which God giveth: that God in all things may be glorified through Jesus Christ, to whom be praise and dominion for ever and ever. Amen.

5) BE A SOUL WINNER WITH THE GOSPEL.

Proverbs 11:30 The fruit of the righteous is a tree of life; and he that winneth souls is wise.

Daniel 12:3 And they that be wise shall shine as the brightness of the firmament; and they that turn many to righteousness as the stars for ever and ever.

John 15:16 Ye have not chosen me, but I have chosen you, and ordained you, that ye should go and bring forth fruit, and that your fruit should remain: that whatsoever ye shall ask of the Father in my name, he may give it you.

CHAPTER 171

The Knowing Of Soul Winning

1 John 5:13 These things have I written unto you that believe on the name of the Son of God; that ye may know that ye have eternal life, and that ye may believe on the name of the Son of God.

1) KNOW that you are fulfilling the command of Jesus.

Mark 16:15 And he said unto them, Go ye into all the world, and preach the gospel to every creature.

2) KNOW there are still lost sinners to see saved.

John 4:35 Say not ye, There are yet four months, and then cometh harvest? behold, I say unto you, Lift up your eyes, and look on the fields; for they are white already to harvest.

3) KNOW that Hell is still in business.

Isaiah 5:14 Therefore hell hath enlarged herself, and opened her mouth without measure: and their glory, and their multitude, and their pomp, and he that rejoiceth, shall descend into it.

4) KNOW that all of Heaven is behind you.

Luke 15:7 I say unto you, that likewise joy shall be in heaven over one sinner that repenteth, more than over ninety and nine just persons, which need no repentance.

5) KNOW that you are promised to reap.

Psalm 126:5 They that sow in tears shall reap in joy.

6 He that goeth forth and weepeth, bearing precious seed, shall doubtless come again with rejoicing, bringing his sheaves with him.

6) KNOW that it takes the power of the Holy Spirit to see people saved.

Acts 1:8 But ye shall receive power, after that the Holy Ghost is come upon you: and ye shall be witnesses unto me both in Jerusalem, and in all Judaea, and in Samaria, and unto the uttermost part of the earth.

7) KNOW that you are making a difference in someone's eternity.

1 Thessalonians 2:19 For what is our hope, or joy, or crown of rejoicing? Are not even ye in the presence of our Lord Jesus Christ at his coming?

20 For ye are our glory and joy.

CHAPTER 172

Paul The Soul Winner

*Acts 20:31 Therefore watch, and remember, that by the space of three years
I ceased not to warn every one night and day with tears.*

1) WHAT DID PAUL THE SOUL WINNER SEE?

A. He saw the lost world.

Acts 17:22 Then Paul stood in the midst of Mars' hill, and said, Ye men of Athens, I perceive that in all things ye are too superstitious.

23 For as I passed by, and beheld your devotions, I found an altar with this inscription, TO THE UNKNOWN GOD. Whom therefore ye ignorantly worship, him declare I unto you.

B. He saw through the eyes of Jesus.

Matthew 9:36 But when he saw the multitudes, he was moved with compassion on them, because they fainted, and were scattered abroad, as sheep having no shepherd.

C. He saw man's need for salvation.

Romans 10:1 Brethren, my heart's desire and prayer to God for Israel is, that they might be saved.

2) WHAT DID PAUL THE SOUL WINNER DO?

A. He preached the Word.

1 Corinthians 15:3 For I delivered unto you first of all that which I also received, how that Christ died for our sins according to the scriptures;

4 And that he was buried, and that he rose again the third day according to the scriptures:

B. He won souls to Christ.

1 Timothy 1:2 Unto Timothy, my own son in the faith: Grace, mercy, and peace, from God our Father and Jesus Christ our Lord.

C. He taught them how to live like Christ.

Galatians 4:19 My little children, of whom I travail in birth again until Christ be formed in you,

D. He made soul winners out of them.

1 Corinthians 11:1 Be ye followers of me, even as I also am of Christ.

3) WHAT DID PAUL THE SOUL WINNER LEAVE?

A. He left the message of CHRIST.

Acts 17:2 And Paul, as his manner was, went in unto them, and three sabbath days reasoned with them out of the scriptures,

3 Opening and alleging, that Christ must needs have suffered, and risen again from the dead; and that this Jesus, whom I preach unto you, is Christ.

B. He left true CHRISTIANITY.

Acts 11:26 And when he had found him, he brought him unto Antioch. And it came to pass, that a whole year they assembled themselves with the church, and taught much people. And the disciples were called Christians first in Antioch.

C. He left CONVERTS.

Acts 15:36 And some days after Paul said unto Barnabas, Let us go again and visit our brethren in every city where we have preached the word of the Lord, and see how they do.

CHAPTER 173

Understand The Field

John 4:35 Say not ye, There are yet four months, and then cometh harvest? behold, I say unto you, Lift up your eyes, and look on the fields; for they are white already to harvest.

1) THE ONLY WAY A PERSON CAN GET SAVED IS THROUGH JESUS.

John 14:6 Jesus saith unto him, I am the way, the truth, and the life: no man cometh unto the Father, but by me.

2) EVERYONE IS DRAWN TO JESUS AT SOME POINT FOR SALVATION.

Titus 2:11 For the grace of God that bringeth salvation hath appeared to all men,

3) WE DO NOT KNOW WHO IS OR WHO IS NOT BEING DRAWN.

4) ONLY GOD TRULY KNOWS WHO IS OR WHO IS NOT SAVED.

John 10:14 I am the good shepherd, and know my sheep, and am known of mine.

5) WE SHOULD NOT PICK AND CHOOSE TO WHOM WE PRESENT THE GOSPEL.

6) WE ARE TO TAKE THE GOSPEL TO EVERYONE.

Mark 16:15 And he said unto them, Go ye into all the world, and preach the gospel to every creature.

7) UNFORTUNATELY, EVERYONE WILL NOT RECEIVE THE GOSPEL.

2 Thessalonians 2:10 And with all deceivableness of unrighteousness in them that perish; because they received not the love of the truth, that they might be saved.

11 And for this cause God shall send them strong delusion, that they should believe a lie:

12 That they all might be damned who believed not the truth, but had pleasure in unrighteousness.

8) WE ARE LOOKING TO SPEAK WITH THOSE WHO ARE INTERESTED.

9) WE WILL MEET PEOPLE WHO ARE IN ONE OF THREE GROUPS:

- a. Already Saved
- b. Lost and Not Interested
- c. Lost and Interested

10) IF THEY ARE ALREADY SAVED, DON'T WASTE TIME; MOVE ON.

11) IF THEY ARE LOST AND NOT INTERESTED, DON'T ARGUE; MOVE ON.

12) IF THEY ARE LOST AND INTERESTED, CLEARLY PRESENT THE GOSPEL AND GIVE THEM AN OPPORTUNITY TO RECEIVE CHRIST.

Romans 15:19 Through mighty signs and wonders, by the power of the Spirit of God; so that from Jerusalem, and round about unto Illyricum, I have fully preached the gospel of Christ.

CHAPTER 174

Suggestions From Successful Soul Winners

Proverbs 1:5 A wise man will hear, and will increase learning; and a man of understanding shall attain unto wise counsels:

2 Timothy 3:14 But continue thou in the things which thou hast learned and hast been assured of, knowing of whom thou hast learned them;

- 1) **SCRUB before you go.** (Be clean outwardly and inwardly.)
- 2) **SIGNAL Heaven before you go and while you are out soul winning.** (Pray.)
- 3) **SITUATE yourself in the right place.** (Ask the Holy Spirit where to lead.)
- 4) **SET a soul winning goal.** (Souls saved; Tracts passed out; Time spent.)
- 5) **STAY focused while out soul winning.** (Don't get sidetracked or daydream.)
- 6) **SELECT a partner.** (Invite someone new to go with you.)
- 7) **SCORN failure.** (Do not let excuses get in the way and say no to the devil.)
- 8) **SETTLE the fact that God wants people saved.** (The Lord is willing.)
- 9) **SALUTE everyone you see.** (Acknowledge people and be friendly.)
- 10) **SAY who you are, where you are from and what you are doing.** (Identify yourself.)
- 11) **SEE if parents are home and get permission before talking with children.** (Always be appropriate when talking to those who are underaged.)
- 12) **SAFEGUARD yourself.** (Stay with your partner and do not be in an unwise situation.)
- 13) **STAND SILENTLY while your partner is sharing the Gospel.** (Pray and keep an eye out for distractions.)
- 14) **SHOW concern for their souls.** (Present the Gospel fully and with compassion.)
- 15) **SCOUR the area completely.** (Talk with everyone and come back another day to finish the street or neighborhood.)

CHAPTER 175

Soul Winning Is Our Activity

Luke 19:10 For the Son of man is come to seek and to save that which was lost.

ACTIVITY (Def) 1. The state of being active; motion; doing. 2. Energetic action; liveliness.
3. An active force. 4. Any specific action or pursuit.

1) THIS ACTIVITY is one in which every Christian can get involved.

John 15:16 Ye have not chosen me, but I have chosen you, and ordained you, that ye should go and bring forth fruit, and that your fruit should remain: that whatsoever ye shall ask of the Father in my name, he may give it you.

2) THIS ACTIVITY has the right kind of atmosphere and agenda.

1 John 2:15 Love not the world, neither the things that are in the world. If any man love the world, the love of the Father is not in him.

16 For all that is in the world, the lust of the flesh, and the lust of the eyes, and the pride of life, is not of the Father, but is of the world.

3) THIS ACTIVITY will give peace to your soul about the life you are living.

John 14:27 Peace I leave with you, my peace I give unto you: not as the world giveth, give I unto you. Let not your heart be troubled, neither let it be afraid.

4) THIS ACTIVITY will take you places you never would have gone.

Acts 1:8 But ye shall receive power, after that the Holy Ghost is come upon you: and ye shall be witnesses unto me both in Jerusalem, and in all Judaea, and in Samaria, and unto the uttermost part of the earth.

5) THIS ACTIVITY will help you meet people you never would have met.

Mark 16:15 And he said unto them, Go ye into all the world, and preach the gospel to every creature.

6) THIS ACTIVITY is full of surprises.

Luke 8:2 And certain women, which had been healed of evil spirits and infirmities, Mary called Magdalene, out of whom went seven devils,

7) THIS ACTIVITY is one you will talk about for years to come.

Psalms 119:111 Thy testimonies have I taken as an heritage for ever: for they are the rejoicing of my heart.

8) THIS ACTIVITY produces an eternal product.

1 Thessalonians 2:19 For what is our hope, or joy, or crown of rejoicing? Are not even ye in the presence of our Lord Jesus Christ at his coming?

9) THIS ACTIVITY is for all ages.

Matthew 18:3 And said, Verily I say unto you, Except ye be converted, and become as little children, ye shall not enter into the kingdom of heaven.

10) THIS ACTIVITY is the activity that matters most to the heart of God.

1 Timothy 1:15 This is a faithful saying, and worthy of all acceptation, that Christ Jesus came into the world to save sinners; of whom I am chief.

CHAPTER 176

What Soul Winning Causes In Heaven

1) IT CAUSES JOY IN THE HEART OF JESUS.

Luke 15:7 I say unto you, that likewise joy shall be in heaven over one sinner that repenteth, more than over ninety and nine just persons, which need no repentance.

10 Likewise, I say unto you, there is joy in the presence of the angels of God over one sinner that repenteth.

2) IT CAUSES JOY IN THE GREAT CLOUD OF WITNESSES.

Hebrews 12:1 Wherefore seeing we also are compassed about with so great a cloud of witnesses, let us lay aside every weight, and the sin which doth so easily beset us, and let us run with patience the race that is set before us,

3) IT CAUSES NAMES TO BE ADDED TO THE BOOK OF LIFE.

Revelation 20:14 And death and hell were cast into the lake of fire. This is the second death.

15 And whosoever was not found written in the book of life was cast into the lake of fire.

4) IT CAUSES A PERSON'S SINS TO BE WASHED AWAY IN THEIR BOOK IN HEAVEN.

Revelation 20:11 And I saw a great white throne, and him that sat on it, from whose face the earth and the heaven fled away; and there was found no place for them.

12 And I saw the dead, small and great, stand before God; and the books were opened: and another book was opened, which is the book of life: and the dead were judged out of those things which were written in the books, according to their works.

Acts 22:16 And now why tarriest thou? arise, and be baptized, and wash away thy sins, calling on the name of the Lord.

Revelation 1:5 And from Jesus Christ, who is the faithful witness, and the first begotten of the dead, and the prince of the kings of the earth. Unto him that loved us, and washed us from our sins in his own blood,

Hebrews 8:12 For I will be merciful to their unrighteousness, and their sins and their iniquities will I remember no more.

5) IT CAUSES JESUS TO PREPARE THEIR MANSION IN HEAVEN.

John 14:1 Let not your heart be troubled: ye believe in God, believe also in me.

2 In my Father's house are many mansions: if it were not so, I would have told you. I go to prepare a place for you.

3 And if I go and prepare a place for you, I will come again, and receive you unto myself; that where I am, there ye may be also.

CHAPTER 177

God's Salvation Promise

1) SALVATION IS A PROMISE OF GOD TO LOST SINNERS.

John 3:16 For God so loved the world, that he gave his only begotten Son, that whosoever believeth in him should not perish, but have everlasting life.

2) SALVATION IS PROMISED TO THOSE WHO RECEIVE CHRIST.

John 1:12 But as many as received him, to them gave he power to become the sons of God, even to them that believe on his name:

3) SALVATION WAS PLANNED BEFORE MAN AND WAS PLANNED WITHOUT MAN.

Revelation 13:8 And all that dwell upon the earth shall worship him, whose names are not written in the book of life of the Lamb slain from the foundation of the world.

4) SALVATION IS POSSIBLE BECAUSE OF GOD AND IS POSSIBLE IN SPITE OF MAN.

Matthew 19:24 And again I say unto you, It is easier for a camel to go through the eye of a needle, than for a rich man to enter into the kingdom of God.

25 When his disciples heard it, they were exceedingly amazed, saying, Who then can be saved?

26 But Jesus beheld them, and said unto them, With men this is impossible; but with God all things are possible.

5) SALVATION IS PROVIDED THROUGH THE SHED BLOOD OF CHRIST.

Revelation 1:5 And from Jesus Christ, who is the faithful witness, and the first begotten of the dead, and the prince of the kings of the earth. Unto him that loved us, and washed us from our sins in his own blood,

6) SALVATION'S TRUTH IS PRESERVED IN GOD'S WORD.

1 Peter 1:25 But the word of the Lord endureth for ever. And this is the word which by the gospel is preached unto you.

7) SALVATION IS TO BE PROCLAIMED BY CHRISTIANS TO EVERYONE.

Matthew 28:18 And Jesus came and spake unto them, saying, All power is given unto me in heaven and in earth.

19 Go ye therefore, and teach all nations, baptizing them in the name of the Father, and of the Son, and of the Holy Ghost:

20 Teaching them to observe all things whatsoever I have commanded you: and, lo, I am with you alway, even unto the end of the world. Amen.

Mark 16:15 And he said unto them, Go ye into all the world, and preach the gospel to every creature.

Acts 1:8 But ye shall receive power, after that the Holy Ghost is come upon you: and ye shall be witnesses unto me both in Jerusalem, and in all Judaea, and in Samaria, and unto the uttermost part of the earth.

CHAPTER 178

Stewardship Of Our Salvation

1) STEWARDSHIP IS THE MANAGEMENT OF ANOTHER'S PROPERTY, FINANCES, OR AFFAIRS.

2) SALVATION BELONGS TO THE LORD.

Psalm 3:8 Salvation belongeth unto the LORD: thy blessing is upon thy people. Selah.

a) The Bible states this 41 times.

b) Jesus authored our salvation.

Hebrews 5:8 Though he were a Son, yet learned he obedience by the things which he suffered;

9 And being made perfect, he became the author of eternal salvation unto all them that obey him;

c) Jesus paid for our salvation.

Hebrews 9:11 But Christ being come an high priest of good things to come, by a greater and more perfect tabernacle, not made with hands, that is to say, not of this building;

12 Neither by the blood of goats and calves, but by his own blood he entered in once into the holy place, having obtained eternal redemption for us.

3) GOD FREELY GAVE SALVATION TO MANKIND.

Romans 5:18 Therefore as by the offence of one judgment came upon all men to condemnation; even so by the righteousness of one the free gift came upon all men unto justification of life.

19 For as by one man's disobedience many were made sinners, so by the obedience of one shall many be made righteous.

20 Moreover the law entered, that the offence might abound. But where sin abounded, grace did much more abound:

4) WE HAVE BEEN MADE STEWARDS OF GOD'S SALVATION.

2 Corinthians 5:18 And all things are of God, who hath reconciled us to himself by Jesus Christ, and hath given to us the ministry of reconciliation;

19 To wit, that God was in Christ, reconciling the world unto himself, not imputing their trespasses unto them; and hath committed unto us the word of reconciliation.

20 Now then we are ambassadors for Christ, as though God did beseech you by us: we pray you in Christ's stead, be ye reconciled to God.

5) WE NEED TO BE GOOD STEWARDS OF GOD'S SALVATION.

1 Peter 4:10 As every man hath received the gift, even so minister the same one to another, as good stewards of the manifold grace of God.

11 If any man speak, let him speak as the oracles of God; if any man minister, let him do it as of the ability which God giveth: that God in all things may be glorified through Jesus Christ, to whom be praise and dominion for ever and ever. Amen.

a) Speak what is written in the Word of God. (vs. 11)

b) Use your abilities and talents that God has given to you. (vs. 11)

c) Ask God for His power, leading, protection and saving of the lost. (vs. 11)

CHAPTER 179

To Be A Productive Soul Winner

1) HAVE A CONSISTENT WALK WITH GOD.

Read your Bible and pray daily. Spend long seasons with God.

2) LIVE A DISCIPLINED LIFE.

(Def) to bring to a state of order and obedience by training and control.

3) LIVE A LIFE OF CHARACTER.

(Def) to live by moral qualities, ethical standards and principles.

4) LEARN FROM AND LOOK TO GODLY EXAMPLES.

Be teachable and follow the examples of those who are successful.

5) BE FAITHFUL TO CHURCH AND LISTEN WELL TO PREACHING.

Blessings will come if you are. You will be more productive if you are blessed.

6) ALWAYS OBEY GOD AND THE WORD OF GOD.

God uses obedient Christians.

7) ALLOW THE HOLY SPIRIT TO LEAD AND TO GUIDE YOU.

The Holy Spirit will guide you where to go and what to say. His timing is best.

8) STAY HUMBLE.

Pride will prevent you from being a productive soul winner.

9) CONFESS AND FORSAKE YOUR SINS.

You will not have the power of God to win souls if you are not right with God.

10) BE DETERMINED AND BE PASSIONATE TO REACH THE LOST.

This must reside in the core of your being. You must be passionate about reaching the lost. Hell is real. Proper motivation will aid in your determination. Be tenacious. Be relentless. Realize the importance of sharing the Gospel and of winning the lost to Christ. Heaven and Hell are literally at stake. A hundred years from now, all that will matter is that you are in Heaven and who else is in Heaven that you helped to get there.

CHAPTER 180

The Father's Business

*Luke 2:49 And he said unto them, How is it that ye sought me?
wist ye not that I must be about my Father's business?*

1) SOUL WINNING IS THE FATHER'S BUSINESS.

John 6:44 No man can come to me, except the Father which hath sent me draw him: and I will raise him up at the last day.

2) EVERY CHRISTIAN SHOULD PARTICIPATE IN THIS BUSINESS.

John 15:1 I am the true vine, and my Father is the husbandman.

2 Every branch in me that beareth not fruit he taketh away: and every branch that beareth fruit, he purgeth it, that it may bring forth more fruit.

3) JESUS ORDAINED US TO BEAR FRUIT.

John 15:16 Ye have not chosen me, but I have chosen you, and ordained you, that ye should go and bring forth fruit, and that your fruit should remain: that whatsoever ye shall ask of the Father in my name, he may give it you.

4) JESUS WAS OUR EXAMPLE.

Luke 19:10 For the Son of man is come to seek and to save that which was lost.

5) THE OPPORTUNITIES ARE GREAT.

Luke 10:2 Therefore said he unto them, The harvest truly is great, but the labourers are few: pray ye therefore the Lord of the harvest, that he would send forth labourers into his harvest.

6) THE REWARD IS ETERNAL.

1 Thessalonians 2:19 For what is our hope, or joy, or crown of rejoicing? Are not even ye in the presence of our Lord Jesus Christ at his coming?

20 For ye are our glory and joy.

7) THE TIME IS NOW TO ENGAGE IN THIS BUSINESS.

John 4:35 Say not ye, There are yet four months, and then cometh harvest? behold, I say unto you, Lift up your eyes, and look on the fields; for they are white already to harvest.

36 And he that reapeth receiveth wages, and gathereth fruit unto life eternal: that both he that soweth and he that reapeth may rejoice together.

37 And herein is that saying true, One soweth, and another reapeth.

38 I sent you to reap...

8) BE BUSY IN THE FATHER'S BUSINESS UNTIL JESUS COMES BACK.

Luke 19:13 And he called his ten servants, and delivered them ten pounds, and said unto them, Occupy till I come.

CHAPTER 181

The Gift Of God

Romans 6:23 For the wages of sin is death; but the gift of God is eternal life through Jesus Christ our Lord.

1) SALVATION IS A FREE GIFT OFFERED BY GOD.

Romans 5:15 But not as the offence, so also is the free gift. For if through the offence of one many be dead, much more the grace of God, and the gift by grace, which is by one man, Jesus Christ, hath abounded unto many.

16 And not as it was by one that sinned, so is the gift: for the judgment was by one to condemnation, but the free gift is of many offences unto justification.

17 For if by one man's offence death reigned by one; much more they which receive abundance of grace and of the gift of righteousness shall reign in life by one, Jesus Christ.)

18 Therefore as by the offence of one judgment came upon all men to condemnation; even so by the righteousness of one the free gift came upon all men unto justification of life.

2) FOR THIS GIFT TO BE OURS, IT MUST BE RECEIVED.

John 1:12 But as many as received him, to them gave he power to become the sons of God, even to them that believe on his name:

3) A SOUL WINNER PRESENTS GOD'S GIFT TO THE LOST.

Romans 10:13 For whosoever shall call upon the name of the Lord shall be saved.

14 How then shall they call on him in whom they have not believed? and how shall they believe in him of whom they have not heard? and how shall they hear without a preacher?

4) GOD'S GIFT WILL CREATE NEW LIFE INSIDE OF THE RECIPIENT.

Ephesians 2:1 And you hath he quickened, who were dead in trespasses and sins;

2 Corinthians 5:17 Therefore if any man be in Christ, he is a new creature: old things are passed away; behold, all things are become new.

5) THIS GIFT WILL NEVER BE TAKEN BACK ONCE IT HAS BEEN RECEIVED.

Hebrews 10:10 By the which will we are sanctified through the offering of the body of Jesus Christ once for all.

6) THIS GIFT WILL BRING JOY TO OUR HEARTS.

Psalms 35:9 And my soul shall be joyful in the LORD: it shall rejoice in his salvation.

7) THIS GIFT WILL CHANGE OUR ETERNAL DESTINY.

1 John 5:11 And this is the record, that God hath given to us eternal life, and this life is in his Son.

12 He that hath the Son hath life; and he that hath not the Son of God hath not life.

13 These things have I written unto you that believe on the name of the Son of God; that ye may know that ye have eternal life, and that ye may believe on the name of the Son of God.

CHAPTER 182

Be Spiritually Prepared For Soul Winning

1) BE CHANGED

2 Corinthians 5:17 Therefore if any man be in Christ, he is a new creature: old things are passed away; behold, all things are become new.

2) BE CLEAN

2 Timothy 2:21 If a man therefore purge himself from these, he shall be a vessel unto honour, sanctified, and meet for the master's use, and prepared unto every good work.

3) BE SURRENDERED

Romans 12:2 And be not conformed to this world: but be ye transformed by the renewing of your mind, that ye may prove what is that good, and acceptable, and perfect, will of God.

4) BE BURDENED

Romans 10:1 Brethren, my heart's desire and prayer to God for Israel is, that they might be saved.

5) BE COMPASSIONATE

Matthew 9:36 But when he saw the multitudes, he was moved with compassion on them, because they fainted, and were scattered abroad, as sheep having no shepherd.

6) BE STIRRED

Acts 17:16 Now while Paul waited for them at Athens, his spirit was stirred in him, when he saw the city wholly given to idolatry.

7) BE DETERMINED

1 Corinthians 2:2 For I determined not to know any thing among you, save Jesus Christ, and him crucified.

8) BE ENLIGHTENED

Psalms 119:130 The entrance of thy words giveth light; it giveth understanding unto the simple.

9) BE PRAYING

John 15:16 Ye have not chosen me, but I have chosen you, and ordained you, that ye should go and bring forth fruit, and that your fruit should remain: that whatsoever ye shall ask of the Father in my name, he may give it you.

10) BE SPIRIT-FILLED

Acts 1:8 But ye shall receive power, after that the Holy Ghost is come upon you: and ye shall be witnesses unto me both in Jerusalem, and in all Judaea, and in Samaria, and unto the uttermost part of the earth.

CHAPTER 183

The Desire Of A Soul Winner

Romans 10:1 Brethren, my heart's desire and prayer to God for Israel is, that they might be saved.

Nehemiah 1:11 O Lord, I beseech thee, let now thine ear be attentive to the prayer of thy servant, and to the prayer of thy servants, who desire to fear thy name: and prosper, I pray thee, thy servant this day, ...

Psalms 21:2 Thou hast given him his heart's desire, and hast not withholden the request of his lips. Selah.

Psalms 37:4 Delight thyself also in the LORD; and he shall give thee the desires of thine heart.

Proverbs 18:1 Through desire a man, having separated himself, seeketh and intermeddleth with all wisdom.

DESIRE, 1. To wish for the possession or enjoyment of, with a greater or less degree of earnestness; to covet.

2. To express a wish to obtain; to ask; to request; to petition.

1) HAVE A DESIRE THAT IS IN LINE WITH THE BIBLE.

2) DESIRE FOR THE HOLY GHOST TO GUIDE YOU TO SOMEONE WHO WANTS TO BE SAVED.

3) DESIRE FOR THE HOLY GHOST TO GUIDE YOUR WORDS.

4) DESIRE TO SPEAK WITH THE FIRST PERSON YOU SEE.

5) DESIRE TO STAY FOCUSED ON THE TASK AT HAND.

6) DESIRE TO PRAY BEFORE, DURING AND AFTER SOUL WINNING.

7) DESIRE TO PUT GOSPEL TRACTS IN EVERYONE'S HANDS.

8) DESIRE TO PERSEVERE UNTIL YOU SEE SOMEONE SAVED.

9) DESIRE TO HAVE PEOPLE VISIT OUR CHURCH.

10) DESIRE TO LIVE A SOUL WINNER'S LIFE NOT JUST TO HAVE A SOUL WINNING TIME.

CHAPTER 184

Think On What You Are About To Do

Philippians 2:5 Let this mind be in you, which was also in Christ Jesus:

Philippians 4:1 Therefore, my brethren dearly beloved and longed for, my joy and crown, so stand fast in the Lord, my dearly beloved.

2 I beseech Euodias, and beseech Syntyche, that they be of the same mind in the Lord.

3 And I intreat thee also, true yokefellow, help those women which laboured with me in the gospel, with Clement also, and with other my fellowlabourers, whose names are in the book of life.

4 Rejoice in the Lord alway: and again I say, Rejoice.

5 Let your moderation be known unto all men. The Lord is at hand.

6 Be careful for nothing; but in every thing by prayer and supplication with thanksgiving let your requests be made known unto God.

7 And the peace of God, which passeth all understanding, shall keep your hearts and minds through Christ Jesus.

8 Finally, brethren, whatsoever things are true, whatsoever things are honest, whatsoever things are just, whatsoever things are pure, whatsoever things are lovely, whatsoever things are of good report; if there be any virtue, and if there be any praise, think on these things.

9 Those things, which ye have both learned, and received, and heard, and seen in me, do: and the God of peace shall be with you.

“THINK ON THESE THINGS”

- 1) Review the plan of salvation.
- 2) Remember the promises of God’s Word.
- 3) Rehearse answers to questions you may hear.

“DO”

1. Revisit your own salvation experience.
2. Relive the salvation of a loved one or friend.
3. Recollect any souls you have won or seen won to Christ.

“AND THE GOD OF PEACE SHALL BE WITH YOU”

- A. Realize the privilege of going soul winning.
- B. Realize the command of our Saviour to go soul winning.
- C. Realize the magnitude of soul winning.

CHAPTER 185

Amazing Faith

Matthew 8:10 When Jesus heard it, he marvelled, and said to them that followed, Verily I say unto you, I have not found so great faith, no, not in Israel.

1. JESUS IS AMAZED AT GREAT FAITH.

Luke 7:9 When Jesus heard these things, he marvelled at him, and turned him about, and said unto the people that followed him, I say unto you, I have not found so great faith, no, not in Israel.

2. FAITH PLEASES GOD.

Hebrews 11:6 But without faith it is impossible to please him: for he that cometh to God must believe that he is, and that he is a rewarder of them that diligently seek him.

3. PEOPLE ARE SAVED THROUGH FAITH NOT THROUGH THEIR GOOD WORKS.

Ephesians 2:8 For by grace are ye saved through faith; and that not of yourselves: it is the gift of God: 9 Not of works, lest any man should boast.

4. FAITH GETS GOD'S ATTENTION.

Matthew 9:2 And, behold, they brought to him a man sick of the palsy, lying on a bed: and Jesus seeing their faith said unto the sick of the palsy; Son, be of good cheer; thy sins be forgiven thee.

5. JESUS IS AMAZED AT A LACK OF FAITH.

Mark 6:2 And when the sabbath day was come, he began to teach in the synagogue: and many hearing him were astonished, saying, From whence hath this man these things? and what wisdom is this which is given unto him, that even such mighty works are wrought by his hands?

3 Is not this the carpenter, the son of Mary, the brother of James, and loses, and of Juda, and Simon? and are not his sisters here with us? And they were offended at him.

4 But Jesus said unto them, A prophet is not without honour, but in his own country, and among his own kin, and in his own house.

5 And he could there do no mighty work, save that he laid his hands upon a few sick folk, and healed them. 6 And he marvelled because of their unbelief And he went round about the villages, teaching.

6. A SOUL WINNER WILL LEAD PEOPLE TO PUT THEIR FAITH IN JESUS TO BE SAVED.

Romans 10:16 But they have not all obeyed the gospel. For Esaias saith, Lord, who hath believed our report.? 17 So then faith cometh by hearing, and hearing by the word of God.

We must share the Word of God with the lost so they will obey the Gospel by putting their faith in Jesus alone for salvation. Leading the lost in prayer is helping them to be saved.

CHAPTER 186

How To Behave While Soul Winning

Psalm 101:2 I will behave myself wisely in a perfect way. O when wilt thou come unto me? I will walk within my house with a perfect heart.

1) **BE** led by the Holy Spirit.

Romans 8:14 For as many as are led by the Spirit of God, they are the sons of God.

- a) Pray for the Holy Spirit to guide you to someone who wants to be saved.
- b) Ask the Holy Spirit to lead you what to say while sharing the Gospel.

2) **BE** wise as you approach people.

Daniel 12:3 And they that be wise shall shine as the brightness of the firmament; and they that turn many to righteousness as the stars for ever and ever.

- a) Be clean, well dressed and sharp in appearance.
- b) Smile and be upbeat.
- c) Posture yourself with humility and politeness.

3) **BE** agreeable without compromising truth.

Matthew 10:16 Behold, I send you forth as sheep in the midst of wolves: be ye therefore wise as serpents, and harmless as doves.

- a) Be complimentary.
- b) Brag on them for anything they do that is positive or good.

4) **BE** thorough with the Scriptures when presenting the Gospel.

Romans 15:19 Through mighty signs and wonders, by the power of the Spirit of God; so that from Jerusalem, and round about unto Illyricum, I have fully preached the gospel of Christ.

- a) Always explain fully the four points to the plan of salvation.
- b) Answer any questions they have relating to salvation.

5) **BE** aware that the devil will try to hinder your efforts to see someone saved.

1 Thessalonians 2:18 Wherefore we would have come unto you, even I Paul, once and again; but Satan hindered us.

- a) Have on the armor of God.
- b) Be filled with the Spirit.

6) **BE** persistent.

Acts 20:31 Therefore watch, and remember, that by the space of three years I ceased not to warn every one night and day with tears.

CHAPTER 187

A Soul Winning Plan

Joshua 1:7 Only be thou strong and very courageous, that thou mayest observe to do according to all the law, which Moses my servant commanded thee: turn not from it to the right hand or to the left, that thou mayest prosper whithersoever thou goest.

8 This book of the law shall not depart out of thy mouth; but thou shalt meditate therein day and night, that thou mayest observe to do according to all that is written therein: for then thou shalt make thy way prosperous, and then thou shalt have good success.

9 Have not I commanded thee? Be strong and of a good courage; be not afraid, neither be thou dismayed: for the LORD thy God is with thee whithersoever thou goest.

1. HAVE A BIBLE BASED PLAN.

- a. Use Scripture.
- b. Be accurate with the Scripture.
- c. Do not alter the Scripture.

2. HAVE A SUCCESSFUL PLAN.

- a. One that is proven to work.
- b. One that is simple and to the point.
- c. One that is easy to understand.
- d. It will give you confidence and boldness.
- e. You will not become flustered, confused or off track.
- f. You will be able to control the conversation better.
- g. You will be ready to present the Gospel when the opportunity arises.

3. HAVE A PLANNED APPROACH.

- a. Knock on doors.
- b. Approach people who are sitting at a park bench, bus stop or hanging out in public.
- c. Talk to people who are walking down a sidewalk.

4. HAVE A PLANNED PRESENTATION.

- a. Introduce yourself and what you are doing.
- b. Use your personal salvation testimony.
- c. Ask if anyone has ever shown them the verses on how one can know for sure they will go to Heaven.
- d. Use I John 5:13.
- e. Use the Romans Road verses as a base for your presentation.
- f. Emphasize the book of life.

5. HAVE A PLANNED CONCLUSION.

- a. Offer to pray with them.
- b. Lead them in a salvation prayer.
- c. Give them assurance of their salvation.
- d. Invite them to visit our church.

CHAPTER 188

Philip The Soul Winner

Acts 8:26 And the angel of the Lord spake unto Philip, saying, Arise, and go toward the south unto the way that goeth down from Jerusalem unto Gaza, which is desert.

27 And he arose and went: and, behold, a man of Ethiopia, an eunuch of great authority under Candace queen of the Ethiopians, who had the charge of all her treasure, and had come to Jerusalem for to worship,

28 Was returning, and sitting in his chariot read Esaias the prophet.

29 Then the Spirit said unto Philip, Go near, and join thyself to this chariot.

30 And Philip ran thither to him, and heard him read the prophet Esaias, and said, Understandest thou what thou readest?

31 And he said, How can I, except some man should guide me? And he desired Philip that he would come up and sit with him.

32 The place of the scripture which he read was this, He was led as a sheep to the slaughter; and like a lamb dumb before his shearer, so opened he not his mouth:

33 In his humiliation his judgment was taken away: and who shall declare his generation? for his life is taken from the earth.

34 And the eunuch answered Philip, and said, I pray thee, of whom speaketh the prophet this? of himself, or of some other man?

35 Then Philip opened his mouth, and began at the same scripture, and preached unto him Jesus.

36 And as they went on their way, they came unto a certain water: and the eunuch said, See, here is water; what doth hinder me to be baptized?

37 And Philip said, If thou believest with all thine heart, thou mayest. And he answered and said, I believe that Jesus Christ is the Son of God.

38 And he commanded the chariot to stand still: and they went down both into the water, both Philip and the eunuch; and he baptized him.

39 And when they were come up out of the water, the Spirit of the Lord caught away Philip, that the eunuch saw him no more: and he went on his way rejoicing.

- 1) We are looking for someone who wants to be saved.**
- 2) This person should be sincere in his desire to know how to go to Heaven.**
- 3) We need to use the Scriptures to point him in the right way.**
- 4) The Holy Spirit is needed to guide us to them and to tell us what to say.**
- 5) A Christian needs to be willing to be used of God.**
- 6) We should always tell the lost about the Saviour.**
- 7) We should be clear and precise about what salvation is according to the Bible.**
- 8) Jesus will save anyone who calls upon His name.**
- 9) Once saved we should invite them to church.**
- 10) Once at church the Spirit can move upon them to be baptized.**
- 11) Both the soul winner and the one who is saved will rejoice.**
- 12) The Holy Spirit will then lead you to others who likewise want to be saved.**

CHAPTER 189

Personal Soul Winning

Personal (def) Relating to an individual; affecting individuals; peculiar or proper to him or her, or to private actions or character.

1) SOUL WINNING ORIGINATED AS A PERSONAL COMMAND FROM JESUS.

Matthew 28:19 Go ye therefore, and teach all nations, baptizing them in the name of the Father, and of the Son, and of the Holy Ghost:

Mark 16:15 And he said unto them, Go ye into all the world, and preach the gospel to every creature.

Luke 24:48 And ye are witnesses of these things.

John 20:21 Then said Jesus to them again, Peace be unto you: as my Father hath sent me, even so send I you.

Acts 1:8 But ye shall receive power, after that the Holy Ghost is come upon you: and ye shall be witnesses unto me both in Jerusalem, and in all Judaea, and in Samaria, and unto the uttermost part of the earth.

2) SOUL WINNING IS THE PERSONAL RESPONSIBILITY OF EVERY CHRISTIAN.

Ezekiel 33:7 So thou, O son of man, I have set thee a watchman unto the house of Israel; therefore thou shalt hear the word at my mouth, and warn them from me.

8 When I say unto the wicked, O wicked man, thou shalt surely die; if thou dost not speak to warn the wicked from his way, that wicked man shall die in his iniquity; but his blood will I require at thine hand.

9 Nevertheless, if thou warn the wicked of his way to turn from it; if he do not turn from his way, he shall die in his iniquity; but thou hast delivered thy soul.

3) SOUL WINNING IS PERSONAL OBEDIENCE TO THE SAVIOUR.

Malachi 3:16 Then they that feared the LORD spake often one to another: and the LORD hearkened, and heard it, and a book of remembrance was written before him for them that feared the LORD, and that thought upon his name.

17 And they shall be mine, saith the LORD of hosts, in that day when I make up my jewels; and I will spare them, as a man spareth his own son that serveth him.

18 Then shall ye return, and discern between the righteous and the wicked, between him that serveth God and him that serveth him not.

4) SOUL WINNING DEMANDS A PERSONAL COMMITMENT.

Philippians 3:14 I press toward the mark for the prize of the high calling of God in Christ Jesus.

5) SOUL WINNING EARNS A PERSONAL REWARD IN HEAVEN.

1 Thessalonians 2:19 For what is our hope, or joy, or crown of rejoicing? Are not even ye in the presence of our Lord Jesus Christ at his coming?

Daniel 12:3 And they that be wise shall shine as the brightness of the firmament; and they that turn many to righteousness as the stars for ever and ever.

CHAPTER 190

To Be A Consistent Soul Winner

Romans 12:1 I beseech you therefore, brethren, by the mercies of God, that ye present your bodies a living sacrifice, holy, acceptable unto God, which is your reasonable service.

2 And be not conformed to this world: but be ye transformed by the renewing of your mind, that ye may prove what is that good, and acceptable, and perfect, will of God.

Consistent (def) 1. Fixed; firm; not fluid. 2. Standing together or in agreement; compatible; congruous; uniform; not contradictory or opposed.

1) HAVE A DEFINITE TIME TO GO SOUL WINNING.

Ecclesiastes 3:1 To every thing there is a season, and a time to every purpose under the heaven:

2) BE AVAILABLE TO WITNESS ANY TIME OR ANY DAY.

1 Peter 3:15 But sanctify the Lord God in your hearts: and be ready always to give an answer to every man that asketh you a reason of the hope that is in you with meekness and fear:

3) ELIMINATE AND CONFESS SINS DAILY.

1 John 1:6 If we say that we have fellowship with him, and walk in darkness, we lie, and do not the truth:

7 But if we walk in the light, as he is in the light, we have fellowship one with another, and the blood of Jesus Christ his Son cleanseth us from all sin.

8 If we say that we have no sin, we deceive ourselves, and the truth is not in us.

9 If we confess our sins, he is faithful and just to forgive us our sins, and to cleanse us from all unrighteousness.

10 If we say that we have not sinned, we make him a liar, and his word is not in us.

4) DEVELOP A GODLY ATTITUDE (SPIRIT).

Galatians 5:22 But the fruit of the Spirit is love, joy, peace, longsuffering, gentleness, goodness, faith,

23 Meekness, temperance: against such there is no law.

5) PRAY DAILY FOR GOD TO USE YOU TO SEE PEOPLE SAVED.

Romans 10:1 Brethren, my heart's desire and prayer to God for Israel is, that they might be saved.

2 For I bear them record that they have a zeal of God, but not according to knowledge.

3 For they being ignorant of God's righteousness, and going about to establish their own righteousness, have not submitted themselves unto the righteousness of God.

4 For Christ is the end of the law for righteousness to every one that believeth.

6) REALIZE THAT EVERYBODY IS LOST AND IN NEED OF THE SAVIOUR.

Romans 3:10 As it is written, There is none righteous, no, not one:

11 There is none that understandeth, there is none that seeketh after God.

12 They are all gone out of the way, they are together become unprofitable; there is none that doeth good, no, not one.

7) CARE DEEPLY FOR LOST SOULS.

Acts 20:31 Therefore watch, and remember, that by the space of three years I ceased not to warn every one night and day with tears.

CHAPTER 191

Eliminate Excuses

Luke 14:17 And sent his servant at supper time to say to them that were bidden, Come; for all things are now ready.

18 And they all with one consent began to make excuse. The first said unto him, I have bought a piece of ground, and I must needs go and see it: I pray thee have me excused.

19 And another said, I have bought five yoke of oxen, and I go to prove them: I pray thee have me excused.

20 And another said, I have married a wife, and therefore I cannot come.

21 So that servant came, and shewed his lord these things. Then the master of the house being angry said to his servant, Go out quickly into the streets and lanes of the city, and bring in hither the poor, and the maimed, and the halt, and the blind.

22 And the servant said, Lord, it is done as thou hast commanded, and yet there is room.

23 And the lord said unto the servant, Go out into the highways and hedges, and compel them to come in, that my house may be filled.

24 For I say unto you, That none of those men which were bidden shall taste of my supper.

~ COMMON EXCUSES FOR NOT GOING SOUL WINNING ~

- 1) I DO NOT KNOW ENOUGH BIBLE TO BE A SOUL WINNER.**
- 2) I DO NOT WANT TO SEND SOMEBODY TO HELL.**
- 3) MY PERSONALITY IS NOT OUTSPOKEN (I AM NOT AN EXTROVERT).**
- 4) I DO NOT HAVE THE GIFT OF SOUL WINNING/ EVANGELISM.**
- 5) I POINT PEOPLE TO JESUS BY HOW I LIVE.**
- 6) SOMEONE ELSE WILL SHOW THEM THE GOSPEL.**
- 7) I DO NOT HAVE THE TIME.**
- 8) I AM NOT READY TO BE A SOUL WINNER.**
- 9) SOUL WINNING IS JUST NOT MY THING.**
- 10) I AM NOT RIGHT WITH GOD.**
- 11) I AM NOT A PASTOR OR FULLTIME CHRISTIAN WORKER.**
- 12) I CONTRIBUTE TO THE KINGDOM OF GOD IN OTHER WAYS.**

CHAPTER 192

The Power Behind Soul Winning

Matthew 28:18 And Jesus came and spake unto them, saying, All power is given unto me in heaven and in earth.

19 Go ye therefore, and teach all nations, baptizing them in the name of the Father, and of the Son, and of the Holy Ghost:

20 Teaching them to observe all things whatsoever I have commanded you: and, lo, I am with you alway, even unto the end of the world. Amen.

POWER (def) authority, dominion, rule, legal jurisdiction.

1) JESUS OWNS THE EARTH.

Psalms 24:1 The earth is the LORD'S, and the fulness thereof; the world, and they that dwell therein.

2) JESUS CREATED EVERYONE AND EVERYTHING ON THE EARTH.

John 1:1 In the beginning was the Word, and the Word was with God, and the Word was God.

2 The same was in the beginning with God.

3 All things were made by him; and without him was not any thing made that was made.

3) ALL THINGS WERE CREATED FOR HIM.

Colossians 1:14 In whom we have redemption through his blood, even the forgiveness of sins:

15 Who is the image of the invisible God, the firstborn of every creature:

16 For by him were all things created, that are in heaven, and that are in earth, visible and invisible, whether they be thrones, or dominions, or principalities, or powers: all things were created by him, and for him:

4) JESUS WANTS ALL PEOPLE TO BE SAVED.

1 Timothy 2:3 For this is good and acceptable in the sight of God our Saviour;

4 Who will have all men to be saved, and to come unto the knowledge of the truth.

5) JESUS SENT US TO REACH THE WORLD WITH THE GOSPEL.

John 20:21 Then said Jesus to them again, Peace be unto you: as my Father hath sent me, even so send I you.

6) THERE IS NO WRONG PLACE WE CAN GO OR WRONG PERSON TO WHOM WE CAN SHARE THE GOSPEL.

Mark 16:15 And he said unto them, Go ye into all the world, and preach the gospel to every creature.

7) WE ARE SUPPOSED TO OBEY OUR COMMANDER'S ORDERS.

Acts 5:32 And we are his witnesses of these things; and so is also the Holy Ghost, whom God hath given to them that obey him.

8) OUR POWER COMES FROM WHOM WE REPRESENT.

2 Corinthians 5:18 And all things are of God, who hath reconciled us to himself by Jesus Christ, and hath given to us the ministry of reconciliation;

19 To wit, that God was in Christ, reconciling the world unto himself, not imputing their trespasses unto them; and hath committed unto us the word of reconciliation.

20 Now then we are ambassadors for Christ, as though God did beseech you by us: we pray you in Christ's stead, be ye reconciled to God.

CHAPTER 193

Learn To Be A Personal Soul Winner

Isaiah 1:17 Learn to do well; seek judgment, relieve the oppressed, judge the fatherless, plead for the widow.

Philippians 4:9 Those things, which ye have both learned, and received, and heard, and seen in me, do: and the God of peace shall be with you.

2 Timothy 3:14 But continue thou in the things which thou hast learned and hast been assured of, knowing of whom thou hast learned them;

Titus 3:14 And let ours also learn to maintain good works for necessary uses, that they be not unfruitful.

- 1) LEARN TO DEAL WITH PEOPLE ONE ON ONE.**
- 2) ANYONE WHO IS SAVED CAN LEARN TO BE A PERSONAL SOUL WINNER.**
- 3) PERSONAL SOUL WINNING IS THE MOST EFFECTIVE WAY TO SEE PEOPLE SAVED.**
- 4) IT IS OUR RESPONSIBILITY TO LEARN HOW TO SEE PEOPLE SAVED.**
- 5) PERSONAL SOUL WINNING IS HOW WE ACCOMPLISH GREAT THINGS FOR GOD.**
- 6) PERSONAL SOUL WINNING IS NOT A GIFT FOR ONLY A FEW CHRISTIANS.**
- 7) IT SHOULD NEVER BE BENEATH YOU TO TELL OTHERS ABOUT JESUS.**
- 8) LEARNING TO BE A PERSONAL SOUL WINNER IS NOT A WASTE OF TIME.**
- 9) IF YOU ARE ABOVE LEARNING TO BE A PERSONAL SOUL WINNER, THEN YOU THINK THAT YOU ARE ABOVE YOUR MASTER.**
- 10) BEING A PERSONAL SOUL WINNER IS A LEARNING PROCESS THAT WILL LAST ALL OF YOUR LIFE.**
- 11) ANYONE CAN LEARN TO BE A PERSONAL SOUL WINNER IF THEY ARE WILLING TO BE TAUGHT.**

CHAPTER 194

Practical Tips To Learn In Soul Winning

Isaiah 1:17 Learn to do well; seek judgment, relieve the oppressed, judge the fatherless, plead for the widow.

Philippians 4:9 Those things, which ye have both learned, and received, and heard, and seen in me, do: and the God of peace shall be with you.

2 Timothy 3:14 But continue thou in the things which thou hast learned and hast been assured of, knowing of whom thou hast learned them;

Titus 3:14 And let ours also learn to maintain good works for necessary uses, that they be not unfruitful.

- 1) TALK TO THE FIRST PERSON YOU SEE.**
- 2) IF NOBODY IS OUTSIDE, START KNOCKING ON DOORS.**
- 3) KNOCK LOUDLY ENOUGH TO MAKE SURE THEY HEAR YOU.**
- 4) INTRODUCE YOURSELF AND BE SURE TO SPEAK UP.**
- 5) BE FRIENDLY AND SMILE.**
- 6) LET THEM KNOW WHERE YOU ARE FROM AND WHAT YOU ARE DOING.**
- 7) SPEND A FEW MINUTES IN LIGHT CONVERSATION.**
- 8) LET THEM TALK.**
- 9) GET THE PERSON'S NAME AND USE IT WHEN TALKING WITH THEM.**
- 10) SHARE YOUR TESTIMONY.**
- 11) ASK THEM IF ANYONE HAS EVER SHOWN THEM THOSE VERSES.**
- 12) BE VERY CLEAR WHEN EXPLAINING THE GOSPEL.**
- 13) TALK SLOWLY; DO NOT RUSH.**
- 14) NEVER ARGUE WITH THEM.**
- 15) DO NOT ADDRESS ISSUES NOT RELATING TO SALVATION.**
- 16) USE THE BIBLE WHEN GIVING YOUR POSITION.**
- 17) ALWAYS OFFER THEM A GOSPEL TRACT.**
- 18) OFFER TO PRAY FOR THEM.**
- 19) EXPLAIN WHAT YOU ARE GOING TO PRAY.**
- 20) GIVE THEM AN OPPORTUNITY TO PRAY FOR SALVATION.**
- 21) EXPLAIN THAT ONCE SAVED, THEY WILL ALWAYS BE SAVED.**
- 22) TALK WITH THEM FOR AS LONG AS IT IS PRODUCTIVE.**
- 23) INVITE THEM TO CHURCH.**
- 24) OFFER THEM TRANSPORTATION IF NEEDED.**
- 25) REMEMBER TO PRAY FOR THEM AFTERWARDS.**

CHAPTER 195

Soul Winning Observations From Mark 16

Mark 16:14 Afterward he appeared unto the eleven as they sat at meat, and upbraided them with their unbelief and hardness of heart, because they believed not them which had seen him after he was risen.

15 And he said unto them, Go ye into all the world, and preach the gospel to every creature.

- 1. YOU CAN HAVE A BAD DAY AND STILL SEE SOMEBODY SAVED.**
- 2. YOUR WHOLE WORLD CAN DRASTICALLY CHANGE AND YOU CAN STILL SEE SOMEBODY SAVED.**
- 3. YOU CAN BE INBETWEEN JOBS AND STILL SEE SOMEBODY SAVED.**
- 4. YOU CAN BE UNCERTAIN ABOUT THE FUTURE AND STILL SEE SOMEBODY SAVED.**
- 5. YOU CAN BE CONSIDERED AN OFFCAST BY THE RELIGIOUS COMMUNITY AND STILL SEE SOMEBODY SAVED.**
- 6. YOU CAN BE RECENTLY BACKSLIDDEN, GET RIGHT WITH GOD, AND STILL SEE SOMEBODY SAVED.**
- 7. YOU CAN STRUGGLE WITH DOUBT AND UNBELIEF AND STILL SEE SOMEBODY SAVED.**
- 8. YOU CAN BE THE OBJECT OF PREACHING, UNDER THE CONVICTION OF THE HOLY SPIRIT, AND STILL SEE SOMEBODY SAVED.**
- 9. YOU CAN NOT KNOW AS MUCH SCRIPTURE AS OTHERS OR AS MUCH AS YOU SHOULD AND STILL SEE SOMEBODY SAVED.**
- 10. YOU JUST NEED TO BE WILLING TO GO TELL SOMEBODY ABOUT JESUS AND GOD WILL USE YOU TO SEE SOMEBODY SAVED.**

Matthew 28:18 And Jesus came and spake unto them, saying, All power is given unto me in heaven and in earth.

19 Go ye therefore, and teach all nations, baptizing them in the name of the Father, and of the Son, and of the Holy Ghost:

20 Teaching them to observe all things whatsoever I have commanded you: and, lo, I am with you alway, even unto the end of the world. Amen.

CHAPTER 196

Be A Committed Soul Winner

Psalms 37:5 Commit thy way unto the LORD; trust also in him; and he shall bring it to pass.

Proverbs 16:3 Commit thy works unto the LORD, and thy thoughts shall be established.

Luke 16:10 He that is faithful in that which is least is faithful also in much: and he that is unjust in the least is unjust also in much.

11 If therefore ye have not been faithful in the unrighteous mammon, how will ye commit to your trust the true riches?

1 Corinthians 9:16 For though I preach the gospel, I have nothing to glory of: for necessity is laid upon me; yea, woe is unto me, if I preach not the gospel!

17 For if I do this thing willingly, I have a reward: but if against my will, a dispensation of the gospel is committed unto me.

2 Corinthians 5:18 And all things are of God, who hath reconciled us to himself by Jesus Christ, and hath given to us the ministry of reconciliation;

19 To wit, that God was in Christ, reconciling the world unto himself, not imputing their trespasses unto them; and hath committed unto us the word of reconciliation.

- 1. HAVE A SCHEDULED TIME TO GO SOUL WINNING.**
- 2. BE FAITHFUL TO SOUL WINNING.**
- 3. CARRY GOSPEL TRACTS WITH YOU AT ALL TIMES.**
- 4. OWN A POCKET NEW TESTAMENT.**
- 5. KEEP SALVATION CERTIFICATES AND CONVERT SLIPS WITH YOU.**
- 6. KEEP A LIST OF THOSE WHOM YOU SEE SAVED.**
- 7. KEEP A PRAYER LIST FOR THOSE WHO NEED TO BE SAVED.**
- 8. INVITE OTHERS TO GO SOUL WINNING.**
- 9. READ GOOD BOOKS ON SOUL WINNING.**
- 10. LISTEN TO SERMONS AND TEACHINGS ON SOUL WINNING.**
- 11. BRING YOUR CONVERTS TO CHURCH.**
- 12. HELP YOUR CONVERTS TO BE BAPTIZED.**
- 13. PARTICIPATE IN THE DISCIPLESHIP PROGRAM OF THE CHURCH.**
- 14. INVEST FINANCIALLY IN WORLDWIDE MISSIONS.**
- 15. PRAY DAILY FOR THE HOLY SPIRIT TO HELP YOU SEE PEOPLE SAVED.**

CHAPTER 197

SOUL WINNING TO ANYONE YOU MEET

1 Corinthians 9:19 For though I be free from all men, yet have I made myself servant unto all, that I might gain the more.

20 And unto the Jews I became as a Jew, that I might gain the Jews; to them that are under the law, as under the law, that I might gain them that are under the law;

21 To them that are without law, as without law, (being not without law to God, but under the law to Christ,) that I might gain them that are without law.

22 To the weak became I as weak, that I might gain the weak: I am made all things to all men, that I might by all means save some.

23 And this I do for the gospel's sake, that I might be partaker thereof with you.

1. HAVE A DESIRE TO SERVE ALL MEN WITH REGARDS TO THE GOSPEL.

19 For though I be free from all men, yet have I made myself servant unto all, that I might gain the more.

2. YOU MUST FIRST WIN THEM TO YOURSELF BEFORE YOU WIN THEM TO CHRIST.

20 And unto the Jews I became as a Jew, that I might gain the Jews; to them that are under the law, as under the law, that I might gain them that are under the law;

21 To them that are without law, as without law, (being not without law to God, but under the law to Christ,) that I might gain them that are without law.

22 To the weak became I as weak, that I might gain the weak: I am made all things to all men, that I might by all means save some.

3. NEVER COMPROMISE PRINCIPLES OR TRUTH FROM THE WORD OF GOD FOR A DESIRE TO WIN THE LOST TO CHRIST.

21 To them that are without law, as without law, (being not without law to God, but under the law to Christ,) that I might gain them that are without law.

4. THE END GOAL IS TO SEE PEOPLE SAVED.

22 To the weak became I as weak, that I might gain the weak: I am made all things to all men, that I might by all means save some.

23 And this I do for the gospel's sake, that I might be partaker thereof with you.

5. REALIZE THAT MOST PEOPLE BELIEVE IN GOD AND DESIRE TO GO TO HEAVEN ONE DAY.

6. PEOPLE JUST NEED TO BE SHOWN THE WAY.

7. YOU HAVE SOMETHING TO OFFER THROUGH YOUR KNOWLEDGE OF THE BIBLE AND YOUR PERSONAL TESTIMONY.

8. ASK GOD TO GUIDE YOU TO WHAT TO SAY FOR EACH INDIVIDUAL YOU ENCOUNTER.

CHAPTER 198

WHAT SOUL WINNING IS AND IS NOT

*Proverbs 4:7 Wisdom is the principal thing; therefore get wisdom:
and with all thy getting get understanding.*

I. Soul Winning is not:

1. Showing up at the rally.
2. Driving in a car around town.
3. A time of fellowship with other Christians.
4. Talking to people about religion.
5. Putting down other churches.
6. Preaching to others about topics that are not centered on the Gospel.
7. Having an encouraging conversation with no real accomplishment.
8. Making people listen to you against their will.
9. Getting someone to pray a prayer.
10. Avoiding people whom you feel won't listen to you anyway.
11. Just knocking on doors.
12. Trying and being satisfied because you went.

II. Soul Winning is:

1. Talking to people about the Lord.
2. Giving out Gospel tracts.
3. Inviting people to church knowing they will have a chance to be saved at church.
4. Asking people about Heaven.
5. Thoroughly and accurately sharing the Gospel from the Word of God.
6. Giving people an opportunity to make a decision to receive Christ.
7. Praying with those who want to be saved.
8. Going until you see someone saved.
9. Not letting the devil distract you from the end goal.
10. Believing God wants you to see someone saved.
11. Letting the Holy Spirit guide you to the right person.
12. Learning how to become a better and more productive soul winner.

CHAPTER 199

SOUL WINNING TRAPS TO AVOID

Job 18:10 The snare is laid for him in the ground, and a trap for him in the way.

2 Timothy 2:26 And that they may recover themselves out of the snare of the devil, who are taken captive by him at his will.

- 1) The TRAP of going with the same person every week.**
- 2) The TRAP of going to the same place every week.**
- 3) The TRAP of having an unenthusiastic attitude.**
- 4) The TRAP of thinking you will not know what to say.**
- 5) The TRAP of thinking you do not know enough Bible.**
- 6) The TRAP of thinking God will never use you to see a lost soul saved.**
- 7) The TRAP of depending on your partner to do all the talking.**
- 8) The TRAP of being satisfied with how many you have seen saved in the past.**
- 9) The TRAP of just driving around town but not getting out of the car.**
- 10) The TRAP of letting current events of life get you down.**
- 11) The TRAP of passing by people whom the Holy Spirit tells you to talk to.**
- 12) The TRAP of not keeping your eyes open and seeing people.**
- 13) The TRAP of not offering a Gospel tract to everyone you can.**
- 14) The TRAP of arguing with people who are not interested in being saved.**
- 15) The TRAP of getting sidetracked in the conversation.**
- 16) The TRAP of forgetting the goal: leading the lost to Christ.**
- 17) The TRAP of focusing on your failures instead of your successes.**

CHAPTER 200

SOUL WINNING WITH HIM

John 15:5 I am the vine, ye are the branches: He that abideth in me, and I in him, the same bringeth forth much fruit: for without me ye can do nothing.

1) EVERYONE WHO GETS SAVED IS BECAUSE OF HIM.

a) A man has no righteousness of his own to save himself.

Isaiah 64:6 But we are all as an unclean thing, and all our righteousnesses are as filthy rags; and we all do fade as a leaf; and our iniquities, like the wind, have taken us away.

Romans 3:10 As it is written, There is none righteous, no, not one:

b) The only way to be saved is to trust the righteousness of Him.

*Titus 3:4 But after that the kindness and love of God our Saviour toward man appeared,
5 Not by works of righteousness which we have done, but according to his mercy he saved us, by the washing of regeneration, and renewing of the Holy Ghost;
6 Which he shed on us abundantly through Jesus Christ our Saviour;
7 That being justified by his grace, we should be made heirs according to the hope of eternal life.*

c) Our job is to get people to see their only hope of Heaven is Him.

*Acts 26:27 King Agrippa, believest thou the prophets? I know that thou believest.
28 Then Agrippa said unto Paul, Almost thou persuadest me to be a Christian.*

Acts 8:35 Then Philip opened his mouth, and began at the same scripture, and preached unto him Jesus.

2) WE NEED TO GO SOUL WINNING WITH HIM.

a) We cannot save anyone by ourselves.

Acts 14:13 Then the priest of Jupiter, which was before their city, brought oxen and garlands unto the gates, and would have done sacrifice with the people.

14 Which when the apostles, Barnabas and Paul, heard of, they rent their clothes, and ran in among the people, crying out,

15 And saying, Sirs, why do ye these things? We also are men of like passions with you, and preach unto you that ye should turn from these vanities unto the living God, which made heaven, and earth, and the sea, and all things that are therein:

b) Jesus wants to use us to see people saved.

1 Corinthians 3:9 For we are labourers together with God: ye are God's husbandry, ye are God's building.

c) Ask the Holy Spirit to lead you to someone who wants to be saved and to help you to lead them to Him.

Acts 8:26 And the angel of the Lord spake unto Philip, saying, Arise, and go toward the south unto the way that goeth down from Jerusalem unto Gaza, which is desert.

29 Then the Spirit said unto Philip, Go near, and join thyself to this chariot.

CHAPTER 201

FAITH COMES BY HEARING

Romans 10:13 For whosoever shall call upon the name of the Lord shall be saved.

14 How then shall they call on him in whom they have not believed? and how shall they believe in him of whom they have not heard? and how shall they hear without a preacher?

15 And how shall they preach, except they be sent? as it is written, How beautiful are the feet of them that preach the gospel of peace, and bring glad tidings of good things!

16 But they have not all obeyed the gospel. For Esaias saith, Lord, who hath believed our report?

16 o then faith cometh by hearing, and hearing by the word of God.

1) FAITH IS NECESSARY FOR A LOST PERSON TO BE SAVED.

Hebrews 4:2 For unto us was the gospel preached, as well as unto them: but the word preached did not profit them, not being mixed with faith in them that heard it.

2) THEY MUST PUT THEIR FAITH IN THE CORRECT PLACE.

John 3:18 He that believeth on him is not condemned: but he that believeth not is condemned already, because he hath not believed in the name of the only begotten Son of God.

3) THE BIBLE TELLS US WHAT IS CORRECT.

John 17:17 Sanctify them through thy truth: thy word is truth.

4) THE LOST DO NOT KNOW WHAT THE BIBLE SAYS ABOUT SALVATION.

1 Corinthians 2:14 But the natural man receiveth not the things of the Spirit of God: for they are foolishness unto him: neither can he know them, because they are spiritually discerned.

5) THEY NEED SOMEONE TO TELL THEM THE MESSAGE.

Acts 8:30 And Philip ran thither to him, and heard him read the prophet Esaias, and said, Understandest thou what thou readest?

31 And he said, How can I, except some man should guide me? And he desired Philip that he would come up and sit with him.

6) AS THEY HEAR THE GOSPEL, THEIR FAITH WILL GROW.

Romans 10:17 So then faith cometh by hearing, and hearing by the word of God.

7) WILL THE LOST LISTEN TO YOU SHARE THE GOSPEL?

A. Are you friendly?

B. Are you confident?

C. Are you connecting with them?

D. Are you explaining the truth so that they understand?

E. Are you answering any questions that they have?

F. Will you give them a chance to decide to be saved?

G. Will you pray with them?

8) ASK THE HOLY SPIRIT TO LEAD YOU TO ONE WHO WANTS TO HEAR AND TO HELP YOU KNOW WHAT WORDS TO SAY.

CHAPTER 202

SOUL WINNING RESOLUTIONS

Luke 16:4 I am resolved what to do...

- 1) I WILL SCHEDULE SOUL WINNING FOR 52 WEEKS A YEAR.**
- 2) I WILL CARRY GOSPEL TRACTS WITH ME WHEREVER I GO.**
- 3) I WILL MEMORIZE THE PLAN OF SALVATION AND THE PRAYER OF SALVATION.**
- 4) I WILL KEEP A NEW TESTAMENT WITH ME AT ALL TIMES.**
- 5) I WILL ASK THE HOLY SPIRIT TO GUIDE ME TO SOMEONE WHO WANTS TO BE SAVED.**
- 6) I WILL SEEK TO BE FILLED WITH THE HOLY SPIRIT ON A DAILY BASIS.**
- 7) I WILL SEE SOMEONE SAVED.**
- 8) I WILL GIVE GOD ALL THE CREDIT AND ALL THE GLORY.**
- 9) I WILL GET RIGHT WITH GOD QUICKLY ONCE CONVICTED BY THE HOLY GHOST OF MY SIN.**
- 10) I WILL ENCOURAGE OTHERS TO GO SOUL WINNING.**
- 11) I WILL PRAY FOR MY CONVERTS TO COME TO CHURCH, GET BAPTIZED AND GROW IN THE LORD.**
- 12) I WILL STAY SOUL WINNING UNTIL THE LORD RETURNS OR UNTIL GOD CALLS ME HOME.**

2 Timothy 4:7 I have fought a good fight, I have finished my course, I have kept the faith:

8 Henceforth there is laid up for me a crown of righteousness, which the Lord, the righteous judge, shall give me at that day: and not to me only, but unto all them also that love his appearing.

CHAPTER 203

TEN COMMANDMENTS OF SOUL WINNING

Matthew 28:18 And Jesus came and spake unto them, saying, All power is given unto me in heaven and in earth.

19 Go ye therefore, and teach all nations, baptizing them in the name of the Father, and of the Son, and of the Holy Ghost:

20 Teaching them to observe all things whatsoever I have commanded you: and, lo, I am with you alway, even unto the end of the world. Amen.

Mark 16:15 And he said unto them, Go ye into all the world, and preach the gospel to every creature.

- 1) THOU SHALT TELL THE LOST ABOUT JESUS.**
- 2) THOU SHALT NOT NEGLECT THE GREAT COMMISSION.**
- 3) THOU SHALT SPEAK TO THOSE WHO CROSS YOUR PATH.**
- 4) THOU SHALT PRAY FOR THE HOLY GHOST TO LEAD YOU TO THOSE WHO WANT TO BE SAVED AND TO HELP YOU TO LEAD THEM TO CHRIST.**
- 5) THOU SHALT TREAT EVERYONE YOU MEET LIKE THEY WERE A RELATIVE OR PERSONAL FRIEND.**
- 6) THOU SHALT CARRY GOSPEL TRACTS WITH YOU AT ALL TIMES AND HAND THEM OUT TO EVERYONE POSSIBLE.**
- 7) THOU SHALT BE THOROUGH AND CLEAR WHEN PRESENTING THE GOSPEL.**
- 8) THOU SHALT BE SOUL CONSCIOUS EVERY DAY OF THE WEEK.**
- 9) THOU SHALT PRAY FOR AND FOLLOW UP ON THOSE YOU SEE SAVED WHO ARE INTERESTED IN COMING TO CHURCH.**
- 10) THOU SHALT NOT BE SATISFIED UNTIL EVERYONE IN THE WORLD HAS HEARD A CLEAR PRESENTATION OF THE GOSPEL OR HAS RECEIVED A GOSPEL TRACT.**

CHAPTER 204

TEN WAYS TO INSURE SEEING SOMEONE SAVED

Proverbs 11:30 The fruit of the righteous is a tree of life; and he that winneth souls is wise.

Daniel 12:3 And they that be wise shall shine as the brightness of the firmament; and they that turn many to righteousness as the stars for ever and ever.

John 4:38 I sent you to reap ...

- 1) FORGET YOUR FEARS AND FOCUS ON THE LORD.**
- 2) KEEP AT IT UNTIL YOU FIND SOMEONE WHO IS INTERESTED IN BEING SAVED.**
- 3) BE DETERMINED AND COMMITTED.**
- 4) THINK ABOUT THE REALITY OF HELL AS MOTIVATION.**
- 5) WHEN YOU TALK WITH SOMEONE, MAKE SURE TO ASK THE QUESTION ABOUT HEAVEN.**
- 6) LEARN FROM THE PAST AND DO WHAT IS PROVEN TO WORK.**
- 7) GENUINELY CARE ABOUT THE PERSON WITH WHOM YOU ARE SPEAKING.**
- 8) UNDERSTAND THE IMPORTANCE OF SOUL WINNING.**
- 9) DO NOT PASS UP AN OPPORTUNITY WHEN SOMEONE CROSSES YOUR PATH.**
- 10) YIELD TO THE HOLY SPIRIT AND LET HIM LEAD YOU.**

CHAPTER 205

WORK IN THE FATHER'S VINEYARD

Matthew 21:28 But what think ye? A certain man had two sons; and he came to the first, and said, Son, go work to day in my vineyard.

29 He answered and said, I will not: but afterward he repented, and went.

30 And he came to the second, and said likewise. And he answered and said, I go, sir: and went not.

31 Whether of them twain did the will of his father? They say unto him, The first. Jesus saith unto them, Verily I say unto you, That the publicans and the harlots go into the kingdom of God before you.

1) SON – you are a part of the family.

1 John 3:2 Beloved, now are we the sons of God, and it doth not yet appear what we shall be: but we know that, when he shall appear, we shall be like him; for we shall see him as he is.

2) GO – is the command given by the Father.

Mark 16:15 And he said unto them, Go ye into all the world, and preach the gospel to every creature.

3) WORK – is the task we are to perform.

1 Corinthians 3:13 Every man's work shall be made manifest: for the day shall declare it, because it shall be revealed by fire; and the fire shall try every man's work of what sort it is.

14 If any man's work abide which he hath built thereupon, he shall receive a reward.

15 If any man's work shall be burned, he shall suffer loss: but he himself shall be saved; yet so as by fire.

4) TODAY – is the time to be involved.

2 Corinthians 6:2 (For he saith, I have heard thee in a time accepted, and in the day of salvation have I succoured thee: behold, now is the accepted time; behold, now is the day of salvation.)

5) IN – is the right position to be used by God.

Psalms 149:6 Let the high praises of God be in their mouth, and a twoedged sword in their hand;

Hebrews 4:12 For the word of God is quick, and powerful, and sharper than any twoedged sword, piercing even to the dividing asunder of soul and spirit, and of the joints and marrow, and is a discerner of the thoughts and intents of the heart.

6) MY – it is personal to God.

John 9:4 I must work the works of him that sent me, while it is day: the night cometh, when no man can work.

7) VINEYARD – is the world.

John 4:34 Jesus saith unto them, My meat is to do the will of him that sent me, and to finish his work.

35 Say not ye, There are yet four months, and then cometh harvest? behold, I say unto you, Lift up your eyes, and look on the fields; for they are white already to harvest.

36 And he that reapeth receiveth wages, and gathereth fruit unto life eternal: that both he that soweth and he that reapeth may rejoice together.

37 And herein is that saying true, One soweth, and another reapeth.

38 I sent you to reap that whereon ye bestowed no labour: other men laboured, and ye are entered into their labours.

CHAPTER 206

THOU SHALT CATCH MEN

*Luke 5:9 For he was astonished, and all that were with him, at the draught of the fishes which they had taken:
10 And so was also James, and John, the sons of Zebedee, which were partners with Simon. And Jesus said unto Simon, Fear not; from henceforth thou shalt catch men.*

Matthew 4:19 And he saith unto them, Follow me, and I will make you fishers of men.

- 1) JESUS WAS A FISHER OF MEN.**
- 2) HE USED THE ANALOGY OF FISHING TO TEACH US HOW TO WIN SOULS.**
- 3) THERE ARE PLENTY OF FISH AND MEN IN THE WORLD.**
- 4) ANYONE CAN BECOME A FISHERMAN/ SOUL WINNER.**
- 5) YOU DO NOT HAVE TO CATCH FISH TO GO FISHING.**
- 6) IF YOU GO FISHING ENOUGH, YOU WILL EVENTUALLY CATCH FISH.**
- 7) THE EASIEST WAY TO LEARN HOW TO CATCH FISH IS TO GO WITH A SUCCESSFUL FISHERMAN.**
- 8) HANG AROUND THOSE WHO HAVE RESULTS.**
- 9) MODEL YOUR APPROACH AFTER SUCCESSFUL FISHERS OF MEN.**
- 10) YOU CANNOT MAKE FISH BITE BUT YOU CAN HAVE SOMETHING AVAILABLE FOR THOSE WHO ARE HUNGRY.**
- 11) A GOOD FISHERMAN CONSULTS A FISHING ALMANAC AND GUIDE.**
- 12) WE MUST CONSULT THE BIBLE AND DEPEND UPON THE HOLY SPIRIT TO CATCH MEN.**
- 13) THE RIGHT BAIT TO USE IS THE ONE THAT THE FISH BITE.**
- 14) YOU DO NOT HAVE TO HAVE A DOCTORATE DEGREE TO CATCH FISH.**
- 15) A GOOD FISHERMAN IS NOT IMPATIENT AND STAYS AT IT UNTIL HE SUCCEEDS AT CATCHING FISH.**
- 16) A SUCCESSFUL FISHERMAN CATCHES WHATEVER IS BITING REGARDLESS OF SIZE, COLOR OR KIND.**
- 17) A GOOD FISHERMAN KEEPS RECORDS.**

CHAPTER 207

DO NOT FRUSTRATE THE GRACE OF GOD

Galatians 2:21 I do not frustrate the grace of God: for if righteousness come by the law, then Christ is dead in vain.

Galatians 2:16 Knowing that a man is not justified by the works of the law, but by the faith of Jesus Christ, even we have believed in Jesus Christ, that we might be justified by the faith of Christ, and not by the works of the law: for by the works of the law shall no flesh be justified.

1) BY MIXING WORKS WITH GRACE.

Romans 11:6 And if by grace, then is it no more of works: otherwise grace is no more grace. But if it be of works, then is it no more grace: otherwise work is no more work.

2) BY NOT BELIEVING CHRIST IS ENOUGH TO BE SAVED.

Romans 10:2 For I bear them record that they have a zeal of God, but not according to knowledge.

3 For they being ignorant of God's righteousness, and going about to establish their own righteousness, have not submitted themselves unto the righteousness of God.

4 For Christ is the end of the law for righteousness to every one that believeth.

3) BY NOT SHARING THE GOSPEL.

Romans 10:13 For whosoever shall call upon the name of the Lord shall be saved.

14 How then shall they call on him in whom they have not believed? and how shall they believe in him of whom they have not heard? and how shall they hear without a preacher?

15 And how shall they preach, except they be sent? as it is written, How beautiful are the feet of them that preach the gospel of peace, and bring glad tidings of good things!

4) BY NOT BELIEVING SOMEONE WANTS TO BE SAVED.

Romans 10:16 But they have not all obeyed the gospel. For Esaias saith, Lord, who hath believed our report?

5) BY NOT SHARING THE WORD OF GOD.

Romans 10:17 So then faith cometh by hearing, and hearing by the word of God.

6) BY NOT GIVING THEM AN OPPORTUNITY TO MAKE A DECISION.

2 Corinthians 6:2 (For he saith, I have heard thee in a time accepted, and in the day of salvation have I succoured thee: behold, now is the accepted time; behold, now is the day of salvation.)

7) BY NOT RELYING ON THE HOLY SPIRIT FOR GUIDANCE AND POWER.

Acts 8:26 And the angel of the Lord spake unto Philip, saying, Arise, and go toward the south unto the way that goeth down from Jerusalem unto Gaza, which is desert.

27 And he arose and went: and, behold, a man of Ethiopia, an eunuch of great authority under Candace queen of the Ethiopians, who had the charge of all her treasure, and had come to Jerusalem for to worship,

28 Was returning, and sitting in his chariot read Esaias the prophet.

29 Then the Spirit said unto Philip, Go near, and join thyself to this chariot.

Acts 1:8 But ye shall receive power, after that the Holy Ghost is come upon you: and ye shall be witnesses unto me both in Jerusalem, and in all Judaea, and in Samaria, and unto the uttermost part of the earth.

CHAPTER 208

THE ATTITUDE OF SOUL WINNING

Job 32:8 But there is a spirit in man: and the inspiration of the Almighty giveth them understanding.

Proverbs 18:14 The spirit of a man will sustain his infirmity; but a wounded spirit who can bear?

Proverbs 20:27 The spirit of man is the candle of the LORD, searching all the inward parts of the belly.

1) HAVE A LOVING ATTITUDE.

Mark 12:31 And the second is like, namely this, Thou shalt love thy neighbour as thyself. There is none other commandment greater than these.

Psalms 126:5 They that sow in tears shall reap in joy.

6 He that goeth forth and weepeth, bearing precious seed, shall doubtless come again with rejoicing, bringing his sheaves with him.

2) HAVE A POSITIVE ATTITUDE.

Philippians 4:13 I can do all things through Christ which strengtheneth me.

Romans 8:37 Nay, in all these things we are more than conquerors through him that loved us.

3) HAVE A DETERMINED ATTITUDE.

Ecclesiastes 9:10 Whatsoever thy hand findeth to do, do it with thy might; for there is no work, nor device, nor knowledge, nor wisdom, in the grave, whither thou goest.

4) HAVE A PEACEFUL ATTITUDE.

Isaiah 26:3 Thou wilt keep him in perfect peace, whose mind is stayed on thee: because he trusteth in thee.

4 Trust ye in the LORD for ever: for in the LORD JEHOVAH is everlasting strength:

5) HAVE A JOYFUL ATTITUDE.

Psalms 16:11 Thou wilt shew me the path of life: in thy presence is fulness of joy; at thy right hand there are pleasures for evermore.

Acts 20:24 But none of these things move me, neither count I my life dear unto myself, so that I might finish my course with joy, and the ministry, which I have received of the Lord Jesus, to testify the gospel of the grace of God.

6) HAVE A CARING ATTITUDE.

Romans 9:1 I say the truth in Christ, I lie not, my conscience also bearing me witness in the Holy Ghost,

2 That I have great heaviness and continual sorrow in my heart.

3 For I could wish that myself were accursed from Christ for my brethren, my kinsmen according to the flesh:

7) HAVE A PRAYING ATTITUDE.

Romans 10:1 Brethren, my heart's desire and prayer to God for Israel is, that they might be saved.

CHAPTER 209

FIND A WAY IN SOUL WINNING

Matthew 7:7 Ask, and it shall be given you; seek, and ye shall find; knock, and it shall be opened unto you:

8 For every one that asketh receiveth; and he that seeketh findeth; and to him that knocketh it shall be opened.

- ❖ **F**ORGET WHAT HAPPENED THIS WEEK.
- ❖ **F**OCUS ON THE POSITIVE.
- ❖ **F**IX YOUR MIND ON SEEING SOMEBODY SAVED.
- ❖ **F**OLLOW THE LEADING OF THE HOLY SPIRIT.
- ❖ **F**ORTIFY YOUR SOUL WINNING WITH PRAYER.
- ❖ **F**IND SOMEONE WHO IS INTERESTED IN GOING TO HEAVEN.
- ❖ **F**IGURE OUT WHAT THEY HAVE BEEN TAUGHT ABOUT GOING TO HEAVEN.
- ❖ **F**RUSTRATE THE DEVIL BY SHARING THE WORD OF GOD WITH THEM.
- ❖ **F**IND A WAY TO PRESENT THE GOSPEL.
- ❖ **F**INISH THE JOB BY GIVING THEM AN OPPORTUNITY TO RECEIVE CHRIST AS THEIR SAVIOUR.

CHAPTER 210

WE DO NOT WELL

2 Kings 7:9 Then they said one to another, We do not well: this day is a day of good tidings, and we hold our peace: if we tarry till the morning light, some mischief will come upon us: now therefore come, that we may go and tell the king's household.

1) WE DO NOT WELL IF WE DO NOT SHARE THE GOSPEL.

1 Corinthians 9:16 For though I preach the gospel, I have nothing to glory of: for necessity is laid upon me; yea, woe is unto me, if I preach not the gospel!

2) WE DO NOT WELL IF WE DO NOT PRAY FOR THE LOST TO BE SAVED.

1 Samuel 12:23 Moreover as for me, God forbid that I should sin against the LORD in ceasing to pray for you: but I will teach you the good and the right way:

3) WE DO NOT WELL IF WE ALLOW EXCUSES TO KEEP US FROM SOUL WINNING.

*Proverbs 24:11 If thou forbear to deliver them that are drawn unto death, and those that are ready to be slain;
12 If thou sayest, Behold, we knew it not; doth not he that pondereth the heart consider it? and he that keepeth thy soul, doth not he know it? and shall not he render to every man according to his works?*

4) WE DO NOT WELL IF WE DO NOT GO AFTER THE POOR AND NEEDY.

Proverbs 31:9 Open thy mouth, judge righteously, and plead the cause of the poor and needy.

5) WE DO NOT WELL IF WE DO NOT RECOGNIZE THAT THE TIME IS NOW.

*Luke 14:16 Then said he unto him, A certain man made a great supper, and bade many:
17 And sent his servant at supper time to say to them that were bidden, Come; for all things are now ready.*

6) WE DO NOT WELL IF WE DO NOT HAVE AN URGENCY IN OUR EFFORTS.

Luke 14:21 So that servant came, and shewed his lord these things. Then the master of the house being angry said to his servant, Go out quickly into the streets and lanes of the city, and bring in hither the poor, and the maimed, and the halt, and the blind.

7) WE DO NOT WELL IF WE DO NOT GO AFTER EVERYONE IN THE WORLD UNTIL THE LAST SOUL IS SAVED.

*Luke 14:22 And the servant said, Lord, it is done as thou hast commanded, and yet there is room.
23 And the lord said unto the servant, Go out into the highways and hedges, and compel them to come in, that my house may be filled.*

CHAPTER 211

ARE THEY REALLY GETTING SAVED?

Acts 11:11 And, behold, immediately there were three men already come unto the house where I was, sent from Caesarea unto me.

12 And the Spirit bade me go with them, nothing doubting. Moreover these six brethren accompanied me, and we entered into the man's house:

13 And he shewed us how he had seen an angel in his house, which stood and said unto him, Send men to Joppa, and call for Simon, whose surname is Peter;

13 ho shall tell thee words, whereby thou and all thy house shall be saved.

1) CRITICISMS AND ANSWERS:

A) HOW DO YOU KNOW THEY REALLY MEANT IT?

I don't know for sure. I know that I know that I am saved!

1 John 5:13 These things have I written unto you that believe on the name of the Son of God; that ye may know that ye have eternal life, and that ye may believe on the name of the Son of God.

B) HOW CAN PEOPLE GET REALLY SAVED IN A FEW MINUTES?

The thief on the cross got saved in a little amount of time before he died. On the day of Pentecost about 3,000 people were saved in one service.

C) DO CHILDREN REALLY UNDERSTAND WHAT IT MEANS TO BE SAVED?

Matthew 18:3 And said, Verily I say unto you, Except ye be converted, and become as little children, ye shall not enter into the kingdom of heaven.

D) SOUL WINNING DOESN'T WORK IN OUR TIME.

Daniel 11:32 And such as do wickedly against the covenant shall he corrupt by flatteries: but the people that do know their God shall be strong, and do exploits.

E) YOU ARE MAKING IT TOO SIMPLE.

2 Corinthians 11:3 But I fear, lest by any means, as the serpent beguiled Eve through his subtilty, so your minds should be corrupted from the simplicity that is in Christ.

F) WHERE ARE THEY ALL IF THEY REALLY WERE SAVED?

Luke 17:17 And Jesus answering said, Were there not ten cleansed? but where are the nine?

2) CRITICS OF SOUL WINNING ARE SIMPLY TRYING TO JUSTIFY WHY THEY ARE NOT SEEING PEOPLE SAVED.

2 Peter 3:3 Knowing this first, that there shall come in the last days scoffers, walking after their own lusts,

3) IT IS OUR JOB TO BELIEVE AND GO.

John 14:12 Verily, verily, I say unto you, He that believeth on me, the works that I do shall he do also; and greater works than these shall he do; because I go unto my Father.

SECTION IV

The Gospel To Every Creature Under Heaven

CHAPTER 212

The Lord wants us to get the Gospel to everyone in the world. Jesus commissioned us to do so. When something is mentioned in the Bible, it is important. When something is repeated in the Bible, God is emphasizing it.

The last command Jesus gave should be our first priority!

The “Great Commission” appears five times in the Scriptures with each time giving us a different meaning.

1. GO TO EVERY NATION.

*Matthew 28:18 And Jesus came and spake unto them, saying, All power is given unto me in heaven and in earth.
19 Go ye therefore, and **teach all nations**, baptizing them in the name of the Father, and of the Son, and of the Holy Ghost:
20 Teaching them to observe all things whatsoever I have commanded you: and, lo, I am with you always, even unto the end of the world. Amen.*

God wants us to go to **EVERY** nation teaching the Gospel of Jesus Christ. Backslidden preachers say that this verse teaches to reach every nationality. This is not what Jesus was saying.

2. GO TO EVERY CREATURE IN EVERY NATION.

*Mark 16:14 Afterward he appeared unto the eleven as they sat at meat, and upbraided them with their unbelief and hardness of heart, because they believed not them which had seen him after he was risen.
15 And he said unto them, Go ye into all the world, and preach **the gospel to every creature**.
16 He that believeth and is baptized shall be saved; but he that believeth not shall be damned.*

3. START IN YOUR CITY AND THEN SYSTEMATICALLY REACH OUT INTO ALL THE WORLD.

*Luke 24:45 Then opened he their understanding, that they might understand the scriptures,
46 And said unto them, Thus it is written, and thus it behoved Christ to suffer, and to rise from the dead the third day:
47 And that repentance and remission of sins should be preached in his name **among all nations, beginning at Jerusalem**.
48 And ye are witnesses of these things.*

4. GO SEEKING OUT THOSE WHO WANT TO BE SAVED LIKE JESUS DID.

John 20:19 Then the same day at evening, being the first day of the week, when the doors were shut where the disciples were assembled for fear of the Jews, came Jesus and stood in the midst, and saith unto them, Peace be unto you.

20 And when he had so said, he shewed unto them his hands and his side. Then were the disciples glad, when they saw the Lord.

*21 Then said Jesus to them again, Peace be unto you: **as my Father hath sent me, even so send I you.***

22 And when he had said this, he breathed on them, and saith unto them, Receive ye the Holy Ghost:

23 Whose soever sins ye remit, they are remitted unto them; and whose soever sins ye retain, they are retained.

5. SPREAD THE GOSPEL “BOTH” LOCALLY AND WORLDWIDE AT THE SAME TIME.

*Acts 1:8 But ye shall receive power, after that the Holy Ghost is come upon you: and ye shall be witnesses unto me **both** in Jerusalem, and in all Judaea, and in Samaria, and unto **the uttermost part of the earth.***

Jesus would have never commanded us to do something we could not do. He literally expected the early church to get the Gospel to **EVERY** creature under Heaven. They did exactly that in approximately 30 years!

*Colossians 1:23 If ye continue in the faith grounded and settled, and be not moved away from the hope of **the gospel**, which ye have heard, and **which was preached to every creature which is under heaven**; whereof I Paul am made a minister;*

The early church started with:

A) 12 Leaders – The Apostles. (*Acts 1*)

B) 120 Core Members – Those in the upper room praying for 10 days. (*Acts 1*)

C) 500 Church Members – Those who were gathered at Mount Olivet as Jesus ascended into Heaven.

(*I Corinthians 15:6*)

1) In two years' time they filled all of Jerusalem with the Gospel.

Acts 2:42 And they continued stedfastly in the apostles' doctrine and fellowship, and in breaking of bread, and in prayers.

43 And fear came upon every soul: and many wonders and signs were done by the apostles.

44 And all that believed were together, and had all things common;

45 And sold their possessions and goods, and parted them to all men, as every man had need.

*46 And they, **continuing daily with one accord** in the temple, and breaking bread from house to house, did eat their meat with gladness and singleness of heart,*

47 Praising God, and having favour with all the people. And the Lord added to the church **daily such as should be saved**.

Acts 5:27 And when they had brought them, they set them before the council: and the high priest asked them,
28 Saying, Did not we straitly command you that ye should not teach in this name? and, behold, **ye have filled Jerusalem with your doctrine**, and intend to bring this man's blood upon us.

29 Then Peter and the other apostles answered and said, We ought to obey God rather than men.

Acts 5:42 And **daily** in the temple, and in every house, **they ceased not to teach and preach Jesus Christ**.

Acts 6:4 But we will give ourselves continually to prayer, and to the ministry of the word.

5 And the saying pleased the whole multitude: and they chose Stephen, a man full of faith and of the Holy Ghost, and Philip, and Prochorus, and Nicanor, and Timon, and Parmenas, and Nicolas a proselyte of Antioch:

6 Whom they set before the apostles: and when they had prayed, they laid their hands on them.

7 And the word of God **increased**; and the number of the disciples **multiplied in Jerusalem greatly**; and a great company of the priests were obedient to the faith.

2) Then, they carried the Gospel to all Judaea and Samaria. (2 Year Marker)

Acts 8:1 And Saul was consenting unto his death. And at that time there was a great persecution against the church which was at Jerusalem; and they were all scattered abroad **throughout the regions of Judaea and Samaria**, except the apostles.

2 And devout men carried Stephen to his burial, and made great lamentation over him.

3 As for Saul, he made havock of the church, entering into every house, and haling men and women committed them to prison.

4 Therefore they that were scattered abroad **went every where preaching the word**.

3) Then, starting with Peter and continuing with Paul, they carried the Gospel to the entire Gentile world. (8 Year Marker)

Acts 10:1 There was a certain man in Caesarea called Cornelius, a centurion of the band called the Italian band,
2 A devout man, and one that feared God with all his house, which gave much alms to the people, and prayed to God alway.

3 He saw in a vision evidently about the ninth hour of the day an angel of God coming in to him, and saying unto him, Cornelius.

4 And when he looked on him, he was afraid, and said, What is it, Lord? And he said unto him, Thy prayers and thine alms are come up for a memorial before God.

5 And now send men to Joppa, and call for one Simon, whose surname is Peter:

6 He lodgeth with one Simon a tanner, whose house is by the sea side: he shall tell thee what thou oughtest to do.

Acts 11:1 And the apostles and brethren that were in Judaea heard that **the Gentiles had also received the word of God**.

Acts 11:12 And the Spirit bade me go with them, nothing doubting. Moreover these six brethren accompanied me, and we entered into the man's house:

13 And he shewed us how he had seen an angel in his house, which stood and said unto him, Send men to Joppa,

and call for Simon, whose surname is Peter;

14 Who shall tell thee words, whereby thou and all thy house shall be saved.

Acts 15:6 And the apostles and elders came together for to consider of this matter.

*7 And when there had been much disputing, Peter rose up, and said unto them, Men and brethren, ye know how that a good while ago God made choice among us, that **the Gentiles by my mouth should hear the word of the gospel, and believe.***

Acts 13:1 Now there were in the church that was at Antioch certain prophets and teachers; as Barnabas, and Simeon that was called Niger, and Lucius of Cyrene, and Manaen, which had been brought up with Herod the tetrarch, and Saul.

*2 As they ministered to the Lord, and fasted, the Holy Ghost said, **Separate me Barnabas and Saul for the work whereunto I have called them.***

*3 And when they had fasted and prayed, and laid their hands on them, **they sent them away.***

(12 Year Marker)

Acts 13:46 Then Paul and Barnabas waxed bold, and said, It was necessary that the word of God should first have been spoken to you: but seeing ye put it from you, and judge yourselves unworthy of everlasting life, lo, we turn to the Gentiles.

*47 For so hath the Lord commanded us, saying, I have set thee to be **a light of the Gentiles**, that thou shouldest be for salvation unto the ends of the earth.*

48 And when the Gentiles heard this, they were glad, and glorified the word of the Lord: and as many as were ordained to eternal life believed.

*49 And the word of **the Lord was published throughout all the region.***

*Acts 16:6 Now when they had gone **throughout Phrygia and the region of Galatia**, and were forbidden of the Holy Ghost to preach the word in Asia,*

7 After they were come to Mysia, they assayed to go into Bithynia: but the Spirit suffered them not.

8 And they passing by Mysia came down to Troas.

9 And a vision appeared to Paul in the night; There stood a man of Macedonia, and prayed him, saying, Come over into Macedonia, and help us.

*10 And after he had seen the vision, immediately we endeavoured to **go into Macedonia**, assuredly gathering that the Lord had called us for to **preach the gospel unto them.***

(20 Year Marker)

Acts 17:5 But the Jews which believed not, moved with envy, took unto them certain lewd fellows of the baser sort, and gathered a company, and set all the city on an uproar, and assaulted the house of Jason, and sought to bring them out to the people.

*6 And when they found them not, they drew Jason and certain brethren unto the rulers of the city, crying, **These that have turned the world upside down** are come hither also;*

(23 Year Marker)

Acts 19:8 And he went into the synagogue, and spake boldly for the space of three months, disputing and persuading the things concerning the kingdom of God.

9 But when divers were hardened, and believed not, but spake evil of that way before the multitude, he departed

from them, and separated the disciples, disputing daily in the school of one Tyrannus.

*10 And this continued by the space of two years; so that **all they which dwelt in Asia heard the word of the Lord Jesus, both Jews and Greeks.***

(30 Year Marker)

*Colossians 1:23 If ye continue in the faith grounded and settled, and be not moved away from the hope of **the gospel**, which ye have heard, and **which was preached to every creature which is under heaven**; whereof I Paul am made a minister;*

The Great Commission was given to **ONE** church and they fulfilled the command of Jesus within 30 years' time. There were approximately 300 million people in the world during the time of Christ. That would be approximately 1/30 of the world's population today. We need just 30 churches to do the same today!

The early church had only two things at their disposal to carry out this task:

A) The Power of the Holy Ghost

*Acts 1:8 But ye shall receive **power**, after that **the Holy Ghost is come upon you**: and ye shall be witnesses unto me both in Jerusalem, and in all Judaea, and in Samaria, and unto the uttermost part of the earth.*

*Acts 4:31 And when they had prayed, the place was shaken where they were assembled together; and **they were all filled with the Holy Ghost**, and they spake the word of God with boldness.*

32 And the multitude of them that believed were of one heart and of one soul: neither said any of them that ought of the things which he possessed was his own; but they had all things common.

*33 And **with great power** gave the apostles witness of the resurrection of the Lord Jesus: and great grace was upon them all.*

B) The Word of their Testimony

*Acts 5:42 And daily in the temple, and in every house, **they ceased not to teach and preach Jesus Christ.***

*Acts 8:4 Therefore they that were scattered abroad went **every where preaching the word.***

The early church had no New Testaments, Gospel tracts, Bible college training, modern forms of transportation, radios, televisions, internet, printing press, social media, computers, etc. We have so much more at our disposal and yet we are failing miserably where the early church succeeded!

The reason we are failing is because, by and large, the church in our time does not have the power of the Holy Ghost nor do we use the word of our testimony like the early church did. Our soul winning programs are not daily and our discipleship programs are faulty. We have a one hour per week church-wide soul winning time when we should be soul winning every day and everywhere we go. Our discipleship programs focus mainly on behavior when it should focus on teaching Bible doctrine accompanied with hands-on training.

On our website, gechworldmissions.com, we have uploaded a guide to soul winning and Bible doctrine books as free online materials that can be translated into any language of the world. I have committed to traveling the world over the next 30 years to win lost souls to Christ, train national pastors/workers and support Gospel-centered churches worldwide.

The **Book of Acts** is God's church manual for the New Testament church. It is a "how-to instruction book" to fulfill the Great Commission in our generation. If we would get back to what they did, **Bible-based Christianity**, we would likewise accomplish what they did.

*Ephesians 3:20 Now unto him that is able to do exceeding abundantly above all that we ask or think, **according to the power that worketh in us,***

*Matthew 19:26 But Jesus beheld them, and said unto them, With men this is impossible; but **with God all things are possible.***

*Mark 9:23 Jesus said unto him, If thou canst believe, **all things are possible to him that believeth.***

*Mark 16:15 And he said unto them, Go ye into **all the world,** and preach the gospel **to every creature.***

We would get the Gospel to every creature under Heaven in the next 30 years if:

- I. Churches would take the Great Commission personally.**
- II. Pastors and church members get the power of the Holy Ghost on their lives and on their churches.**
- III. Share the Gospel everywhere in your local community.**
- IV. Support aggressive soul winning missionaries and soul winning mission works.**
- V. Go on missions trips annually.**
- VI. Start churches in every country.**
- VII. Train national pastors and workers on effective soul winning methods and discipleship.**
- VIII. Invest enough time and money to fulfill the Great Commission completely.**
- IX. Pray and fast on a regular basis for God to move in our world.**
- X. Do not stop until the last person has heard a clear presentation of the Gospel.**