

PERSONAL EVANGELISM

FROM DRAWING THE NET

BY

BUDDY MURPHY AND OTHERS

This material is
copyrighted and
used by
permission.



B. A. M. A. Bible Institutes, Inc.

(Baptist Asian Missions Association, Inc.)

133 Isarog Street, LaLoma, Quezon City 1114 R.P.

Personal Evangelism

TABLE OF CONTENTS

I. INTRODUCTION	1
II. CHECKUP	6
III. TESTIMONY	9
IV. MESSAGE OUTLINE	9
V. INTRODUCTION TO THE PRESENTATION	10
VI. COMMITMENT	14
VII. FOLLOW UP	23
VIII. EVALUATION	23
IX. VISITATION PROGRAM	32
ADDITIONAL MATERIALS	35
STUDY QUESTIONS	37

REQUIREMENTS FOR THIS BLOCK:

1. **Read all the material** for this block.
2. **Look up and read all the verses** in the material as you read through the material.
3. **Fill in the answers** to your **STUDY QUESTIONS** ahead of time so you will be better prepared for the EXAM during the final hour.
4. **T-H-I-N-K** as you read this material. **It will be a blessing to you.
It will also change your life.**

Personal Evangelism

I. INTRODUCTION:

Before we can do something, we need to learn what it is, how to do it and why we are going to do it. It is very dangerous to have zeal without knowledge.

A. FIVE OBJECTIVES OF SOUL WINNING.

A motive is an underlying reason or cause for a certain action being performed. If we are winning souls there has to be a reason for the incentive. Let us check and determine the real reason we are winning souls. Consider several scriptural motives for soul winning:

1. **WHEN WE WIN SOULS WE GLORIFY GOD.** *I Cor. 10:31*

God the Father is being dishonored by sinners whom we have not led to Christ continuing in their sin. God the Son's death is being made useless when sinners are not led to appropriate it. It is as if Jesus had not died or had died in vain when sinners are not led to take advantage of his sacrifice. God the Holy Spirit is being quenched because He is being restrained from performing His work of convicting and drawing the sinner by our failure to give out the gospel message. The Holy Spirit's work is contingent upon our responsibility of giving out the gospel. So you see, God is being dishonored; Christ's death is being dissipated; and the Holy Spirit is being disappointed when we fail to win souls. What a terrible sin against the Holy Trinity. Adversely therefore, to win souls certainly glorifies God. This is the great motive for doing personal work.

2. **WHEN WE WIN SOULS WE RESCUE SINNERS FROM HELL.** *Psa. 9:17*

Our hearts should be stirred as we realize the terrible fate of the soul without Christ. We should at least have as much compassion for perishing sinners as we do a drowning man when we throw him a rope. It is only decent and moral to want to rescue someone from suffering forever in the lake of fire. The Bible declares that people who die without Christ will be lost forever. Certainly this is a motive for winning souls.

3. **WHEN WE WIN SOULS WE ENCOURAGE OTHER CHRISTIANS.**

I Thess. 2:19

This is really a byproduct of soul winning; yet it has some motivation in that we are commanded to encourage and edify the brethren. The truth is, when souls are saved, other believers are thrilled and inspired. Not only is there rejoicing in heaven but there is also rejoicing on earth among the real born-again Christians.

4. **WHEN WE WIN SOULS WE STRENGTHEN THE CHURCH.** *Acts 2:47*

This byproduct of soul winning is also a motive in that we want to see the church strengthened spiritually with new blood. From these souls added to the church will come tithes and offering to help promote the work of God on earth. Many churches are stifled and unable to carry out a missionary program because of few members. Wouldn't it be a wonderful thing if all the members would win a soul and double their membership thereby having twice as much spiritual and financial strength to reach out for Christ?

5. **WHEN WE WIN SOULS WE HASTEN THE RETURN OF CHRIST.** *Rom. 11:25*

God is calling out a bride for his Son, the Lord Jesus Christ. This Gentile bride is called the church. It is composed of all born-again believers from the cross until Christ returns. When this church is completed (when the last soul has been saved) Jesus will come back again to receive His bride to Himself. As we win souls we are helping to complete the bride thus hastening the return of Jesus.

B. MAN'S RESPONSIBILITY IN CONTRAST TO THE HOLY SPIRIT'S IN SOUL WINNING.

I Cor. 3:9 "For we are laborers together with God". What a thought - that God would stoop low enough to use men in His work of reconciliation. Could not the Sovereign One have filled them with the Holy Spirit before birth, as with John the Baptist? Could He not use

Personal Evangelism

angels as His soul-winners? (Psa. 113:6; 2 Tim. 2:21)

God uses men to farm His husbandry (1 Cor. 2:9), to find new stones for His building, to enlist new soldiers, to find lost sheep, to pick His vineyard. He does the work they cannot do - giving rain on the farm, shaping the new stones, clothing the soldiers, calling the sheep, ripening the grapes. What a joy to roll the stone from the door before our Lord says, "Come forth".

The Holy Spirit does not perform his work of convicting, wooing and performing the new birth until we do our part of giving out the gospel. We are co-laborers in the ministry of soul winning. Confusion here concerning our separate responsibilities is to court disaster and fruitlessness. IN GOD'S ECONOMY OF REACHING SOULS FOR CHRIST, THERE ARE THREE INSTRUMENTS INVOLVED:

1. THE INSTRUMENT OF THE GOSPEL. (THE SEED)

- (1) *It is the message of Christ's death, burial and resurrection.*
- (2) *It is the truth of God's love in giving His Son to die for us.*
- (3) *It is the light of redemption through his shed blood.*
- (4) *It is the knowledge of His substitutionary death for us. (1 Cor. 15:1; 1 Cor. 4:15; Romans 1:16)*

2. THE INSTRUMENT OF THE HOLY SPIRIT (THE WORKER).

- (1) *He convicts the sinner, making real his lost condition.*
- (2) *He woos and draws the sinner to Christ.*
- (3) *He reveals Christ to their heart as Saviour.*
- (4) *He performs the new birth. (John 16:8, John 3:5; John 12:32; 1 Cor. 2:4; 1 Thess. 1:5)*

3. THE HUMAN INSTRUMENT (CARRIERS).

- (1) *We are the carriers of the Gospel.*
- (2) *We are the vessels that God works through.*
- (3) *We are ambassadors of Christ.*

(1 Cor. 3:9; Matt. 28:19; Luke 24:47; Rom. 1:14; Acts 20:20; Rom. 10:14).

We are the instrument carrying the seed (gospel) and are referred to as preachers, witnesses, fishermen, ambassadors, messengers, soul winners and teachers. The Holy Spirit brings His work of convicting and drawing AFTER we have given the seed. If this were not the case, we could say the Holy Spirit is lagging when souls are not being saved. But the truth is - we must initiate the soul winning effort by sowing the seed. Then the Holy Spirit accompanies the seed, convicting the sinner and drawing him to Christ.

When souls are not being saved in our churches, it is not the Holy Spirit's fault, nor is it the gospel's fault, nor is it always the sinner's fault. Most of the time it is OUR fault for not carrying out our responsibility of sowing the seed.

Consider the Holy Spirit's response to the Believer meeting his responsibility:

WHEN WE DO THIS

We sow the seed
We water the seed
We fertilize the seed
We dig around
We weep
We go
We tell the story
We lift up Jesus
We declare the Good News
We plead
We pray
We draw the net

THE HOLY SPIRIT DOES THIS

He impregnates the heart
He gives life to it
He causes it to grow
He prunes it
He ripens it
He accompanies
He brings conviction
He reveals Him to their heart
He draws
He woos
He empowers
He performs the spiritual birth

Personal Evangelism

C. FOURTEEN BIBLE REASONS WHY EVERY CHRISTIAN SHOULD BE A SOUL WINNER

1. *Sinners are perishing.*

(*Psa. 9:17; Rev. 20:15; Mark 16:16; John 3:36.*)

Knowing that people without Christ are heading to Hell, it behooves us to have compassion and show them the way. Not to attempt to help them to Christ is to be guilty of having no compassion toward the damned. It is the sin of not loving our neighbor as ourselves. If we really believed our lost neighbor was heading to hell we would try to rescue him.

2. *Love is constraining us. (2 Cor. 5:14.)*

Anyone who has been saved has the indwelling Christ who is compelling every believer to seek out lost souls. Does it concern you that millions are lost and on the road to hell? I believe any person who is really saved will have a desire to see others saved. The indwelling Christ is constraining and compelling through us. This working of the Holy Spirit was so great in the Apostle Paul that he said in Romans 9:3, "For I could wish that myself were accursed from Christ for my brethren, my kinsmen according to the flesh." Paul also stated in Acts 20:31 that this constraining force was so great that he went "...from house to house testifying, warning people night and day . . ."

It is well to note in the N. T. that each time a person found Christ, this Spirit of wanting to reach others was evident in their life. (Philip, Andrew, the Samaritan woman). Therefore, not to be winning souls is to be guilty of the sin of quenching the Spirit who is constraining us to go after the lost.

3. *God is commanding us. (Mark 5:19, 16:15; Luke 14:23; Matt. 4:19; Acts 1:8)*

This is God's clear-cut command to every believer to be a soul winner. Therefore, not to be winning souls is to be guilty of the sin of disobedience to His command.

4. *Our position is urging us. (2 Cor. 5:20)*

An ambassador is representative of another. He is an agent or spokesman who has a definite responsibility of speaking for another. This is our position. We are to speak for Christ and in behalf of Christ.

Luke 24:47 - The witness is under obligation to tell what he knows. If we know that Christ died for sinners and have experienced Him in our own life we are responsible to witness this reality to others. We are representing Him. Therefore, not to be winning souls is to be guilty of the sin of dishonesty to a sacred trust.

5. *Responsibility is pressing us.*

(*Rom. 1:14; Ezek. 33:8; James 5:20*)

We are responsible for the lost around us. We are our brothers keeper. Paul says "I am debtor" which means we have a debt to all classes of people to give them the gospel of Christ. God warns that if we fail to give them the message that He will require their blood at our hand. We will answer for it at the judgment.

Therefore, not to be winning souls and carrying out our obligation of sharing the gospel is to be guilty of Soul-Murder. Many would be spared from hell if we would only speak out and win them to Christ.

6. *The field is calling us.*

(*John 4:35; Matt. 9:37*)

Yes, the field is calling us to do soul winning because so many are lost. There are 3 1/2 billion people on the earth today and very few of them know the Saviour. According to the Interdenominational Foreign Mission Association report, there are 320,000 births every 24 hours and 160,000 deaths every 24 hours. This means a 62 million increase every year. Something like 2 million people are reached with the gospel each year - only about 1 in 30 of the world's population increase.

There are approximately 3 million villages in the world without a resident gospel witness.

Personal Evangelism

More than half the people in the world do not know the Way of Salvation. The Bible still waits to be translated into more than 1,500 languages and dialects. At the present rate of progress this would take at least 150 years.

Think of it, 170,000 people die every day on our earth. that is 7,000 per hour or 120 each minute. Probably 90% of these do not know Christ as their Saviour. Certainly the field is calling us to win souls. We may say therefore, not to win souls is to be guilty of indifference. It is being at ease in Zion.

7. *Jesus has chosen us. (John 15:16; 16:8)*

Jesus is counting on us to be productive. The fruit spoken of here is referring to other souls won. We understand that a fruitful pear tree is one producing a lot of pears. Likewise a fruitful Christian is one who is producing other Christians.

Do not confuse the Fruit of the Spirit with the Fruit of a Christian. The former is explained in Gal. 5:22 as being love, joy, peace, long-suffering, etc., which is the nature or attributes of Christ being manifest in us. The fruit of a Christian involves GOING. There is a "Going out" which compares with the "Go" in Luke 14:23 "Go out into the highways and hedges, and compel them to come in, that my house may be filled."

Notice that Jesus is not only concerned about QUALITY but also QUANTITY. In John 15:2 He speaks of bringing forth more fruit, and in John 15:5 He encourages us to bring forth much fruit. Therefore, not to be winning souls is to be guilty of the sin of lack of love for Jesus who has chosen us to bear fruit.

8. *Our salvation experience is compelling us. (2 Cor. 5:17)*

A light on a hill cannot be hid and neither can a soul be silent that has experienced the saving grace of God. One cannot sit on a pin quietly nor can we be quiet once having had an encounter with the Son of God. Andrew had to find Peter and tell him. Philip had to

go tell his brother Nathaniel. The Samaritan woman had to tell the whole city. Paul could not keep quiet about it. Dear friend, if you really have met Jesus, you will have to tell someone about it. Not to do so, is to deny the Lord that bought you.

9. *Hell is requesting us. (Luke 16:27)*

Yes, think about it. Poor, lost, doomed souls in Hell are crying and begging us to warn their loved ones on earth not to come there. There is no hope for them, but there might be a little satisfaction in their knowing that a loved one will not follow them to hell. Not to win souls is to be guilty of disappointing the damned in Hell.

10. *Heaven is encouraging us. (Luke 15:7)*

A camp meeting breaks out in heaven every time a sinner is won to the Saviour. Can you imagine how anxious the saints in Heaven, the Angels and even Jesus is for us to win souls? Rejoicing and shouting is taking place among the residents in heaven. Therefore, not to win souls is to be guilty of disappointing the heavenly host.

11. *Time is challenging us. (Romans 13:12)*

In other words, we do not have very much time left to do soul winning. Time is definitely running out. The curtain will soon fall. The coming of our Lord Jesus Christ is just around the corner. Though out of context we best heed, "what thou doest, do quickly." Therefore, not to win souls is to be guilty of the sin of recklessness and squandering life's greatest opportunity.

12. *Jesus set the example for us. (Luke 4:18, 19:10; Mark 2:14; John 4:4; Matt. 9:36)*

Jesus, our divine example, led the way in soul winning. Saving souls was his primary reason for coming to the earth. He was not one who spent his time in the office but was constantly on the field. Soul winning was the heart-throb of Jesus and should be our heart-throb too.

13. *The Apostle Paul demonstrated it for us. (Acts. 20:20, 21, 26, 31; 1 Cor. 2:2; 3:6, 9; 1 Cor. 9:22; Rom. 9:2,3)*

Personal Evangelism

Paul, our human example, demonstrated how Christians should go after the lost. He had a passion for souls. He was going from house to house day and night warning them. That man talked to everybody he met. He believed that men are lost, he loved them, and he tried to win them. The Apostle Paul demonstrated that soul winning is to be done personally and from house to house.

14. *The early N. T. Christians adopted it.*
(John 1:41, 45; 4:28; Acts 5:42; 8:4, 30)

Yes, this was the spirit of the early church, witnessing and preaching the gospel to everyone. Every circumstance became an opportunity to tell the gospel. Persecution was added fuel to their way of life.

Consequently, they were in a continual revival with souls being added to the church daily.

May God help us to adopt soul winning as the theme of our church activities.

D. THREE REASONS MANY SPIRITUAL CHRISTIANS ARE NOT WINNING SOULS

Spiritual means people who are dedicated and faithful to the Lord. People who do not drink, curse, dance, or smoke. People who give more than a tithe and spend many hours in prayer. Folks who love and honour the Word. But the startling thing is that they don't win souls. It is possible for a dedicated, separated, spiritual Christian to omit the greatest command. There are 3 reasons why many spiritual Christians are not found among the soul winners:

1. *Spiritual Christians often are not going after lost souls.* (Psa. 126:6; Luke 14:23; Mark 16:15; Acts 20:20; Matt. 4:19.)

Nowhere in the Bible does God tell the sinner to go to church. Instead, He tells the church to go to the sinner. Many spiritual Christians could be winning souls to Christ every week if they would heed the GO of soul winning. It is a matter of discipline. The Apostle Paul confessed, "I keep under my body that I might bring it into subjection". (1 Cor. 9:27). The Devil will seek to hinder you by distractions, company, business and many other ways. He does not want you to

engage in this all-important work. Therefore, you must resolve in your heart to give certain hours per week to the task of contacting the lost. You must go where they are. You must seek them. They will not come to us except on rare occasions.

You say, "But I do go out on visitation, yet I never seem to win anyone to Christ. What is wrong in my life?"

2. *Going Christians often are not presenting Christ to the sinner.*

If we are going to get people saved we must talk to them about Jesus and about being saved. We must give them the gospel of Christ. We must talk to them about being born-again, about accepting Jesus in their hearts.

In our visitation we often talk about the weather, current events, or even religion and the church. We must get down to business and pinpoint the matter of receiving Christ as Saviour. The Gospel must be imparted to the sinner if the Holy Spirit it to perform His ministry of wooing him to Christ. (Rom. 1:16; 1 Cor. 2:2; Acts 8:35, John 12:32.)

Soul winning is bringing the sinner and Christ together. We must talk about Jesus. Philip preached Jesus to the Eunuch and got him saved. Paul was determined to stick to the subject of Jesus and won a multitude to Christ. If we start telling the story of Jesus dying on the cross the Holy Spirit will begin convicting and saving. So the next time you are out on visitation exalt the Lord Jesus Christ.

You say, "But I have been telling the sinner about Jesus, yet I am still not getting them saved, What is wrong?"

3. *Witnessing Christians often are not drawing the net.*

It is not enough to present Christ to the sinner. We must also give an invitation for him to receive Christ as his Saviour then and there. We must press him for a decision. We

Personal Evangelism

must lead him to take that step of faith and settle it now. We must help get the prospect across the line to Christ by encouraging him to release his faith. Salvation comes when a sinner, who realizes he is lost, exercises faith in Christ.

The first 2 years of my Christian life I stopped short of winning souls because I did not know how to draw the net (give an invitation). I have left seeking souls who really wanted to be saved because I could not draw the net. They were convicted and ready but I could not lead them to step out by faith and receive Christ there on the spot. When I learned to draw the net it revolutionized my life and ministry. I began to win souls to Christ.

The following scriptures indicate that there is more to soul winning than just giving a straight-laced witness and "leaving it all in the Lord's hands". - (2 Cor. 5:11; Luke 4:23; Acts 18:4, 13; 19:26; 26:28.)

Start giving an invitation after you present the gospel of Christ. You will be surprised to find that some will accept Him there on the spot.

II. CHECKUP

We usually call this the inventory. You might call it preparation, or whatever you want to call it. But this portion is a checkup for you to determine what stage you are in as a soul winner, or in becoming a soul winner. Consider these points:

A. THE FOUR STAGES OF BECOMING A SOUL WINNER.

As I look back over my life, it seems that becoming a soul winner was a gradual and progressive experience. I went through various stages first. I will liken it to a butterfly going through the egg, caterpillar and cocoon stages before becoming a fully developed butterfly.

1. THE EGG STAGE - "*Being an example*"

The example stage involves living the life before them. We are told in the scriptures to "be an example of the believers", "let your light so shine before men," and "Ye are our epistles written in our hearts known and

read of all men." (1 Tim. 4:12; Matt. 5:16; 2 Cor. 3:2)

The starting place in soul winning is to be an example, however, many will not be saved by just looking at us. We must go beyond the example stage.

2. THE CATERPILLAR STATE - "*Giving out tracts*"

Later, after becoming an example, I decided to pass out gospel tracts, and invite people to church. I went to beer-joints, street-corners, pool halls and cafes to give out tracts. However, that was as far as it went. Praise the Lord for gospel tracts, for surely many have been saved through them. However, a lot of people will not read a tract, or perhaps, can't read, so, we cannot stop with just giving out tracts. We must go farther still.

3. THE COCOON STAGE - "*Witnessing*"

At this point I began to give my testimony and witness to the sinner as I passed out tracts. I would tell of God's love for us and what Christ had done on the cross. I would explain how Christ changed my life. Very often I would see the conviction of the Holy Spirit come upon the person, but that was as far as I could go. I would walk away saying, "I hope you accept Christ as your Saviour some day."

4. THE BUTTERFLY STAGE - "*Soul winning or persuading*"

One day I read an article on drawing the net, explaining how to lead a sinner to profess faith in Christ. It was at this time I came into the "butterfly stage." This is getting the soul across the line for Christ. I am not referring to tricking him into a profession of faith or roping someone into church. I do not mean to confuse a soul into an emotional experience. I am talking about letting the Holy Spirit work through our lives in the capacity of presenting the gospel of Christ and then persuading them to step out by faith and receive Christ as Saviour then and there. (1 Cor. 5:11; Acts 18:4; Prov. 11:30; Luke 14:23)

Personal Evangelism

B. THE DIFFERENCE IN LEADING A SOUL AND WINNING A SOUL TO CHRIST.

1. HELPING SOULS TO CHRIST.

- a. By giving out gospel tracts, books, tapes, films etc.
- b. By supporting missionaries and missionary projects.
- c. By supporting radio and television programs that gives out the gospel.

2. BRINGING SOULS TO CHRIST.

- a. By getting the lost into the atmosphere of the gospel.
- b. By bringing them to church and revival meetings.
- c. By bringing them to the preacher or staging a get-together with some soul winner.

3. LEADING SOULS TO CHRIST.

- a. By pointing those who are already convicted to Christ.
- b. By praying with those who come forward seeking in the invitation.
- c. By giving guidance and scripture to those who are ready.

4. WINNING SOULS TO CHRIST.

- a. By PERSUADING those who are not interested. (Prov. 1:30; 2 Cor. 5:11; Acts 18:4; Luke 14:23)
- b. By TRAVAILING in intercessory prayer for those who are hardened. (Isa. 66:8; Gal. 4:19)

C. SPIRITUAL PREPARATION FOR SOUL WINNING.

1. A CHANGED LIFE - 2 Cor. 5:17.

If a person is to be successful in soul winning he must know Christ. A life that has been changed by the power of God can win souls. Many who vainly tried to win souls later found that they themselves were lost. A personal, experimental knowledge of Jesus as your own Saviour is a must.

2. A CLEAN LIFE - 2 Tim. 2:21.

If we are to have God's maximum blessing upon our soul-winning effort we need to be clean outwardly and inwardly. All the secret sins, especially the thought life, should be

brought under subjection to the Lord Jesus. The "little foxes spoil the vine." Sin in your life will deteriorate your soul winning zeal in time.

3. A SURRENDERED LIFE - Romans 12:1.

It is one thing to be clean and it is another thing to be surrendered to the Lord. The Apostle Paul said, "For me to live is Christ." (Phil. 1:21) Be submissive to the call and will of God, it is a very vital issue in the matter of soul winning. The young lad brought his five loaves and two fishes to Jesus. Have you brought your all to Him?

4. A BURDENED LIFE - Romans 9:2

It certainly helps to have a burden for lost souls. Paul had a heavy heart over his generation. However, you should not wait until your heart is broken before starting out in soul winning. God will bless the gospel regardless of our unconcern. We are to go primarily because it is our responsibility to go. As we go, God will burden us for the souls of others.

5. A PERSEVERING LIFE - 1 Cor. 2:2.

The Apostle Paul said, "this one thing I do." (Phil 3:13) He was determined to be a soul winner. His mind was made up about the matter. R. A. Torrey said, "Anyone who wishes to win souls at the rate of one every fifteen minutes had better go into some other business." Soul winners need patience. Sometimes it takes weeks or months or even years of sowing and watering and fertilizing before we see that soul accept Christ as Saviour. A group of soul winners set out to win a selected hundred lost prospects. They kept records of every visit made. When all of the hundred had been reached for Christ and all of the visits had been totaled up and averaged out, surprisingly each prospect had been visited an average of 13 times.

6. AN ENLIGHTENED LIFE

Psalm 119:130.

It is very important to know the Scriptures whereby you can direct a person how to be

Personal Evangelism

saved. Without the Word they cannot be saved. In Romans 10:17 we are told, "Faith cometh by hearing, and hearing by the Word of God." We are told in Luke 8:11 that "The seed is the Word of God." It is important that we know the right scriptures to use at the right time.

D. PERSONALITY PREPARATION FOR SOUL WINNING.

In trying to reach people for Christ we want to display a pleasant personality. A grouchy disposition can close the door to winning them.

1. BE FRIENDLY AND CHEERFUL.

Demonstrate what you want to give them. Friendliness will prevent the drudgery in visiting., A friendly attitude will warm a cold heart. We are told in Prov. 18:24, "A man who hath friends must show himself friendly."

2. SMILE

A smile will open a closed door. A smile will demand attention and respect from strangers. You can smile if you want to. It will help.

3. BE ALIVE.

Be brisk - stimulating and enthusiastic. No one appreciates a deadpan visiting them nor a "fishtail" hand shake. Perk up and come alive.

4. BE POLITE.

It is important that we are courteous and kind in our dealings with the unsaved. We should watch our manners. Be gentle and considerate.

5. BE TACTFUL.

Tact is the wisdom or skill or saying or doing the right thing at the right time. It has been defined as "spiritual intelligence." If you want to gather honey, don't kick over the bee hive. Pray for tact. The opposite of tact is crudeness which is defined as lacking grace or not refined.

6. BE COURAGEOUS.

In Joshua 1:7 we are told, "only be thou strong and very courageous." the Apostle Paul reminds us in Romans 8:31, "If God be

for us, who can be against us?" The fear of man bringeth a snare." (Prov. 29:25).

7. BE SYMPATHETIC.

This word sympathetic means "fellow feeling" or "showing interest." It is more felt than heard. It is weeping with the sad and rejoicing with the glad. It is entering into the feelings of others. This does not mean to sit for hours listening to someone's life history. However, if there is a problem he wishes to share, we do well to listen and help. In so doing, we win their confidence and win them to Christ.

E. PHYSICAL PREPARATION FOR SOUL WINNING.

1. BE CLEAN.

- a. Avoid having bad breath. Carry mints with you.
- b. Avoid having body odor. Soap and deodorant are cheap.

2. BE NEAT.

- a. Hair combed.
- b. Clothes pressed and clean.
- c. Shoes shined.
- d. Well groomed and nails clean.

3. HAVE A FLASHLIGHT TO SEE HOUSE NUMBERS.

4. HAVE PLENTY OF GOOD GOSPEL TRACTS AND CHURCH BROCHURES.

5. HAVE A NEW TESTAMENT OR BIBLE.

F. PROPER PERSPECTIVE.

Someone said that perspective is looking into a thing from beginning to end. To foresee what will happen and see the end results. But it also means how we look at a thing. For example, a piece of paper. To a student, it is something to write on. To a Metro Manila aide, it is trash. To a child, something to play with. It is the way we look at it and use it.

Today, a lot of people have a misconception of the church. The Apostle Paul had a heart to disciple new converts because he looked at them as God does. Two ways that Paul looked at the church:

Personal Evangelism

1. As a **HOSPITAL** (1 Thess. 2:7).

He likens himself to a **NURSE** who takes care of patients. Checking on them Keeping records to know what is happening to them.

2. As a **FAMILY** (1 Thess. 2:7).

He sees himself as a **FATHER** who has a responsibility to his child. As a soulwinner, you will also act as a parent to that new convert. Look at the words, "... exhort, ... comfort, ... charge (or rebuke)". Doesn't that sound like a father taking care of a child?

As we start out to win people, we are actually giving birth to a child to add to the family of God. And as a member of the local church, we must understand what the church is for. It is where people will get fellowship, nourishment, friendship, comfort, encouragement and caring.

In light of this, we should be thinking, "Is our church functioning as a hospital where people can go to be taken care of with their needs?" Is it the place where we ought to be praying and asking God to make us a part of a ministry that would take care of people. How do you look at your church? Why is it there? Check yourself, get the proper perspective.

III. TESTIMONY

A testimony is your presentation of how you came to a saving knowledge of Jesus Christ. It is a means to an end. People might have the same need you had before you got saved and they will identify themselves with that need and desire to be saved.

What we are after is to use our testimony to be an introduction into the Gospel message. But, usually, the way we present it, it takes a long time and unnecessarily hides the Gospel message we are going to present.

Consider this outline to use in presenting your testimony. The Apostle Paul's testimony in Acts 22:1 - 21 can be outlined as follows:

A. Before I received Christ - vvs. 1 - 5

B. Fact (I got saved) - vvs. 6 - 10

C. After I received eternal life - vvs. 11 - 21

The last part, point C, is the most important part. People want to know what can be gained from receiving Jesus Christ. Remember that your testimony is your own experience of salvation. People can't argue with what happened to you. So don't be afraid to tell them of your testimony.

IV. MESSAGE OUTLINE

A. THE SOUL WINNER'S MESSAGE.

We call this the Soul winner's and the Counselor's message of what they use in the counseling room.

The sinner must know certain things in order to be saved. Regardless of how sincere and fervent he may be, if he does not have the knowledge of certain facts about Christ and about himself he cannot be saved. There are some things the sinner must realize. In the 10th chapter of Acts there is an account of a very religious man by the name of Cornelius. He was very devout and deeply sincere but still lost (Acts 11:14). He was lost because he was without the knowledge of certain facts. He had to hear something. Romans 10:17, "Faith cometh by hearing and hearing by the Word of God."

B. HERE ARE THE FIVE POINTS OF THE SOUL WINNER'S MESSAGE.

1. *The sinner must know that he is a lost sinner.*

It is very important that he acknowledge his lost condition. Ask him if he realizes that he is a lost sinner. Trust God to convict him of this fact. (Rom. 3:10,11,12,23; 5:12; 1 John 1:8; Isa. 64:6; Ecc. 7:20.)

2. *The sinner must know that he is under the wrath of God because of his sin.*

That the price on sin is judgment, wrath and hell. (Rom. 6:23; Rev. 20:14; John 3:36; Rom. 1:18; Ezek. 18:4.)

3. *The sinner must know that he cannot save himself.*

(Titus 3:5; Rom. 3:20; Eph. 2:8; Rom. 11:6; Gal. 2:16; Rom. 6:23; 1 John 5:11.)

Personal Evangelism

4. *The sinner must know that only Jesus can save him.*

Explain the substitutionary death of Christ. Lift up Jesus on the cross. Tell of God's great love for sinners in giving His only begotten Son to die for them. Emphasize the finished work of Christ at Calvary.

(Rom. 5:8; John 14:6; 1 Tim. 2:5; Acts 4:12; Heb. 7:25; 10:10, 19; 1 John 1:7; John 10:9; 12:46; 8:24; 6:51.)

5. *The sinner must know that he is saved by FAITH in Jesus.* (Acts 16:31; John 3:16, 18, 36; Gal. 3:26; John 1:12; Rom. 10:9-13; Rom. 3:28.)

Point out that since Christ has died for his sin, all he must do is open his heart and receive Him as Saviour and Lord. Make clear that even though Jesus has already died for his sins he must still appropriate this forgiveness by a single act of faith - receiving Him.

2. *THE FEAR OF MAKING THE SPIRITUAL APPROACH.*

This is the fear of beginning the spiritual conversation. You can talk about things in general, but when it comes to making the transition, you freeze. You seem to be at a loss when it comes to bringing up the subject of salvation. You find yourself plagued with fear when attempting to ask them about their personal relationship with Christ. You have no difficulty talking about current events - but changing the conversation to the spiritual is frightening. Is this the case with you? One solution for this fear is to master some fixed approach questions. (Read carefully "How to Cope with Fear Number 2 - Making the Spiritual Approach.").

3. *THE FEAR OF NOT KNOWING HOW TO PRESENT CHRIST.*

At this point the Christian is afraid he cannot from the Bible show the prospect how to be saved. Although he knows that the sinner must believe in Christ, he does not know how to lead him step by step into this relationship. He does not know where to begin in the Bible.

He is not familiar with the things a sinner should know in order to be saved. The solution for counteracting this fear lies in mastering a presentation of the gospel. (Study carefully, "How to Cope with Fear Number 3 - Not Knowing How to Present Christ," and "The Soul Winner's Message").

4. *THE FEAR OF NOT KNOWING HOW TO DRAW THE NET.*

Here the Christian is afraid that, after presenting Christ to the sinner, he cannot lead him to make the decision of accepting Him NOW. It is the fear of asking the prospect to exercise his faith now and call upon the Lord. The tendency is to call the preacher for help or walk away saying, "I hope you will come to church Sunday and get it settled." The solution to this fear is to learn to give an

V. INTRODUCTION TO THE PRESENTATION

The transition conversation from the secular to the Gospel presentation is the place where most Christians need help. In this portion, let us consider some points we need to know.

A. *FOUR FEARS THAT STOP MOST CHRISTIANS FROM SOUL WINNING.*

Of all the many fears and excuses that Christians use for not winning souls I would like to name, what I believe to be, the four big ones. In one sense these four fears are legitimate fears. For this reason we will give a possible solution to counteract them in the following lessons.

1. *THE FEAR OF AROUSING RESENTMENT.*

This is the fear that if we approach a sinner in an attempt to win him we may "bungle the job" and offend him thus driving him further away. Many times Christians are honest in this fear because they lack knowledge or have personality problems. (Read carefully "How to Cope with Fear Number 1 - Arousing Resentment in the Sinner").

Personal Evangelism

invitation each time you present the gospel, (Master, *Drawing the Net*).

B. HOW TO COPE WITH THE FEARS.

1. FEAR NUMBER ONE - AROUSING RESENTMENT IN THE SINNER.

The solution for this fear is to learn and practice the principles of making people like you. Here are 10 ways that anybody can make people like them:

- a. Become genuinely interested in the person, have feeling for them.
- b. Be friendly (Prov. 18:24).
- c. Smile.
- d. Be a good listener and let them talk freely at first.
- e. Talk in terms of their interest (his job, family, home, hobbies, etc.)
- f. Be complementary. Show sincere appreciation. Brag on something.
- g. Make them feel important and do it sincerely.
- h. Use their name often and pronounce it correctly.
- i. Be understanding and try to see things from their point of view.
- j. Be clean and neat.

Following are **10 "don'ts"** to heed if you want to make headway with the sinner.

1. Don't argue. Agree with him or "set it on the shelf" promising to come back later to answer his sidetracking question.
2. Don't embarrass him by dealing with him in front of others.
3. Don't put him on the defense by condemning his religion or opinion.
4. Don't be self righteous or Pharisaical by "talking down" to the sinner and giving the impression that you are better than he is.
5. Don't be guilty of having bad breath.
6. Don't be rude or blunt like a lawyer on cross examination.
7. Don't lean on the sinner while dealing with him.
8. Don't be a spiritual psycho (religious nut). Don't be hollering, jerking, and shouting and etc. Exhibit a sane, sensible, pleasing disposition.

9. Don't wear out your welcome. Don't stay so long that you make him hate you. (Prov. 25:17)
10. Don't rush him, lead gently.

2. FEAR NUMBER TWO - MAKING THE SPIRITUAL APPROACH.

The solution for this fear is to have your approach questions mastered. Here are some good approach questions to lead into the spiritual conversation.

- a. "If you were to die today are you really sure that you would go to heaven?"
- b. "In your opinion, what would you say a person must do to inherit eternal life and go to heaven?"
- c. "My friend, can you tell me the way to heaven?"

3. FEAR NUMBER THREE - NOT KNOWING HOW TO PRESENT CHRIST.

The solution for this fear is to decide what the soul winner's message really is and then develop a plan of presenting it.

I fully realize that salvation is not a plan, but a Person. However, there must be a way of introducing this person. You might say, "Jim, I want you to meet my friend, Jesus, Jesus, this is Jim," except for the fact that getting saved is more than just a casual acquaintance. It involves making a break with sin. It involves taking Christ as Lord as well as Saviour and friend. It must be clearly understood that human merit has no part in it, that salvation is all of grace. You see, there is more involved than making a typical introduction.

There are some important things a sinner must realize if he is to make a total commitment to Christ. To skim over these factors can keep him in darkness. If he does make a decision, it may well be a spurious profession that will make him a twofold more child of Hell than he was. There are 4 basic things the sinner should know in order to be saved. (See "The Soul Winner's Message.")

Not only must one know what the message for the sinner is but also one should develop a

Personal Evangelism

simple presentation of it. We should know the proper scriptures to use. You would not read just any passage in the Bible if you were endeavoring to show a person the truth on tithing, would you? No, you would turn to those certain scriptures pertaining to tithing. Likewise, there are certain scripture passages to use in pointing a sinner to accept Christ as his Saviour. There is a simple presentation of the gospel called the "Roman Road" that many soul winners use. It is called the Roman Road because you convey the 4 basic points of the soul winning message from the book of Romans. (see IV Message Outline Point B)

C. HOW TO GET INTO THE HOUSE.

In the Philippines where people are hospitable, it is usually easy to get in. But there might be occasions when you will have a hard time. The points used here are for a metropolitan area. Some of the questions might not be applicable to your own place.

1. *Approach the house quietly and rapidly.*

Do not be noisy, thus giving them full warning of your coming. You do not want them to get braced, and have time to make up excuses.

2. *Knock loudly 5 or 6 raps and step back.*

Usually, somebody inside will ask "Who is it?"

3. *Answer with a "Good morning".*

"Good afternoon," or evening and wait until they look out the window or open the door and then greet them again.

4. *Greet them with a smile.*

5. *Make your introduction.*

Remember the rules of courtesy (Use a lot of "po's")

Example: "Magandang Hapon po, mga taga LaLoma Baptist Church ho kami. Di'yan po ba nakatira Si (name) dahil sabi namin papasyalan namin siya?"

6. *If he is not home, ask what time he will come back.*

7. *Get to know the person at the door, maid?,*

Mother?, Brother? - Ask the name, then introduce yourself. Example: "Anak niyo ho ba siya o kapatid? O Ano? (answer) Ah, Kayo pala. Ang mother ni (name) . Ako nga pala ho Si (your name) at eto Si (introduce companions).

8. *Ask again where the person is. (By this time, they might let you in).*

Be sensitive to the response they make to you.

9. *If they let you in, get inside quietly, but don't barge in.*

D. WHEN NOT TO GO INTO THE HOUSE.

In making a visit with the purpose of winning a soul to Christ, it is important to get into the house if possible. However, there are times when it is best not to go in. The Soul Winner should size up the situation quickly, and then make his decision whether to go in or come back at another time. Here are 4 situations when it might be best to offer to come back later.

1. *WHEN THE FAMILY IS SEATED AT THE TABLE HAVING THEIR MEAL.*

Example: "I see you folks are having your evening meal and I will not disturb you. Let me come back at another time." They will appreciate you for it. The chances are you will be better received when you return.

2. *WHEN THEY HAVE A HOUSE FULL OF COMPANY.*

It is very difficult to win a person to Christ in the presence of other people. There is a real danger of embarrassing the prospect.

Example: "I see you have company tonight, so I will not disturb you. Let me come back another time, Okay?"

3. *WHEN ONLY THE LADY OF THE HOUSE IS AT HOME.*

This is taking for granted that the visitor is a man who comes upon a situation where only the wife (or any other female) is at home.

Unless the soul winner has a partner it is wise not to go in.

Personal Evangelism

4. WHEN THE FAMILY IS ABOUT TO LEAVE.

If they are about to leave for a previous engagement, offer to come back another time. If the prospect plainly states he has a commitment elsewhere and you force your visit on him, he is sure not to appreciate it. There are times when the Holy Spirit may overrule any of these "Don'ts" and you may go right in and win the soul to Christ. If the prospect really seems interested and wants you to come in, go in and win them to Jesus.

E. WHAT TO DO WHEN YOU WALK INTO THE HOUSE.

1. BE FRIENDLY AND INTRODUCE YOUR- SELF TO EVERYONE IN THE ROOM.

You will become the host for the first few minutes. Be radiant and glow. Be gentle and gracious. Be polite and well mannered.

2. SIT BY THE PROSPECT.

If two of you are visiting together, the one who plans to do the talking should sit by the prospect. This usually means heading for the couch, thus leaving the silent partner to sit in the chair.

3. DO NOT ACKNOWLEDGE ANY APOLOGY OVER AN UPSET HOUSE.

If she says, "My house is a mess, I am so embarrassed," do not reply, "Oh, it's not so bad, you ought to see mine." Instead change the subject immediately by saying, "My that's a beautiful picture on the wall," or "Is this the boss?" (pointing to one of the children)

4. FIND SOMETHING IN THE HOUSE TO COMPLIMENT.

As you walk in, scan the house immediately to determine the most appropriate thing to brag on. Be sincere in giving your compliment for flattery is easily detected and will offend. A sincere compliment on a picture, a piece of furniture, the carpet or a child will open the way for a warm general conversation. It will

set them at ease and cause them to feel good toward you.

5. GET THE TELEVISION TURNED OFF. *(See "How to Get the Television Turned Off." Page 16)*

6. CARRY ON A GENERAL CONVERSATION FOR FIVE OR TEN MINUTES.

This is very important because it is here we warm them up for a hearing to take them through the Roman Road presentation of the gospel. If you fail in the warm-up conversation, you may be denied the opportunity to even read the scripture.

7. DON'T TALK ABOUT THE CHURCH OR CHURCH MEMBERSHIP UNTIL LEAVING.

You mentioned you were from the church at the beginning and that is enough until you start out the door. We are interested in getting them to Jesus first. The average person already thinks that joining the church is the same as being saved and we certainly don't want to instill this error any deeper.

8. MAKE YOUR TRANSITION FROM THE NATURAL TO THE SPIRITUAL CONVERSATION.

Don't let your general conversation ramble on and on. After you have talked in general for awhile, begin your spiritual approach. Do not let the warm up conversation exceed 20 minutes. If you have difficulty making the transition, study carefully "how to Cope With Fear Number 2 - Making the Spiritual Approach.

9. YOU CAN USE THE INTRODUCTION OF H-E-L-P.

Household

Employment

Loved ones - (Transition questions to spiritual conversation)

Plan of Salvation

Personal Evangelism

F. HOW TO GET THE TELEVISION TURNED OFF.

You are in the house about to sit down and you notice the television is blaring. Now what are you going to do? It is obvious you will not do very much witnessing until it is either turned off or at least turned down. The following methods have been used successfully by many soul winners to get the television turned off.

1. *THE EMBARRASSMENT ACT.*

"Oh, are we interrupting your favorite television program? If so, we could come back another time?" The chances are that it is not their favorite program and they will automatically turn the set off or down. This approach is to be used almost immediately upon entering the house.

2. *THE WHISPER ACT.*

Talk so softly that he can't hear you. The prospect, realizing he cannot hear you, will become aware that the television is blaring and reach over and turn it down.

3. *THE OLD ONE-TWO ACT.*

Stand up between the prospect and the television. Get his attention and let the silent partner ease over and turn it down. This could be done by getting up to look at something in the room (a picture, child, piece of furniture) and then before sitting down, stand directly between the prospect and the TV.

While you have his attention the silent partner does the job.

4. *THE OUTRIGHT REQUEST.*

Ask the man, "Do you mind if we turn the TV down for a few minutes?" If he refuses to grant the request you may take it that he does not intend to listen to you tonight. I suggest you make your graceful exit and try to find a more interested prospect.

VI. COMMITMENT

A. DRAWING THE NET.

After presenting the gospel to the sinner we give him an invitation to trust Jesus. In some cases the sinner will not be ready to take Christ on the first witness, but since we cannot know what is going on inside his heart, we should try to draw the net and see if he is ready.

This term, "Drawing the Net," is derived from the old fishermen who meant "landing the fish." Too often we witness and never get the prospect across the line to salvation. We do not land the fish. We may wrestle with him, argue with him, yank on him and even reprimand him only to walk away and say, "I hope you get saved some day."

I am convinced that many souls could be landed for Jesus if the worker would only draw the net. In my early attempts at soul winning I let many slip through because I did not know how to draw the net. I would give the gospel and invite them to church but that was as far as it went. The turning point in my soul winning came when I realized that the sinner must take Christ by FAITH. And that I could help encourage him to exercise his faith in the Lord Jesus. Faith is the arm that connects us to Christ, but there must be a time when faith reaches out. There must be a releasing of faith. Passive, intellectual, head-faith must become an active, heart-faith in order for salvation to come to that life. Mere belief must be acted upon.

After presenting Christ to the sinner as the way of forgiveness for his sins by simple faith, we must help him to trigger that faith into action. We must help him to appropriate what Christ has already purchased for him on the cross.

How can we help the sinner to exercise faith in Christ? How do we get him across the line to Jesus? How do we get him to decide now? The answer is an "Invitation Appeal" designed to show what God has promised to do and then lead him gently to step out on those promises and judge God faithful and honest to fulfill them. Faith is taking someone at their promise. Faith is acting on someone's word.

Personal Evangelism

The "Invitation Appeal" has three peaks where the prospect is brought to the place of releasing his faith in Jesus. We lay the foundation with promises of what God will do and then encourage him to step out on God's Word receiving Christ as his Saviour.

The sinner must move from intellectual and emotional faith into volitional (willful) faith. Intellectually, he believes Christ can save him because He died on the cross; emotionally, he wants Christ to save him because he is a lost sinner heading to hell. That is not enough. His will must be involved; there must be a definite choice. The sinner who knows he is lost, heading to Hell, must now step out and believe volitionally on Christ thus bringing regeneration. We can encourage this by drawing the net.

Memorizing the following "Invitation Appeal" will give the soul winner confidence and wisdom to draw the net. In order to simplify the learning of this appeal, we have broken it down into 15 points. Determine to master the entire talk. Please note in quotation, under each point, an actual demonstration of drawing the net on a prospect.

1. RECAP THE ROMAN ROAD.

As you begin the invitation summarize briefly the Roman Road Map to salvation.

EXAMPLE: "Now, John I have shown you in the Bible where God says we are all sinners. I know I am a sinner. John do you know that you are a sinner? (Yes). We have also seen in the Bible that because we are sinners we are lost and heading to Hell. You understand that, don't you? (Yes.) John, we have also seen in the scriptures that Jesus Christ died on the cross for our sins so that we would not have to go to Hell. You believe that, don't you? (Yes, I do). We read in the Bible that if a person believes in his heart and confesses with his mouth Jesus to be his Lord, that he will be saved. John, you believe that, don't you? (Yes.)"

2. START TALKING SLOWER AND SOFTER.

From this point on it is important that we slow down, lower our voice, and become very earnest. We want to cultivate an atmosphere of sacredness in order that the Holy Spirit may bring a Holy hush into the room. All joking and frivolity is laid aside. It is as if we were earnestly contending with a man who is about to jump off a 10 story building. It is as if we were in the operating room and the surgeon is about to begin. It is serious business.

3. READ THE NET SCRIPTURES (1 John 5:11,12 and Rev. 3:20).

We point out in 1 John 5:11,12 that eternal life is wrapped up in the person of Jesus Christ. Then we explain Rev. 3:20 that if he will open his heart Jesus will come in and make His abode within his heart thus imparting eternal life.

EXAMPLE: "John, I want to turn over to 1 John 5:11,12, and show you a very precious promise. 'And this is the record that God hath GIVEN...' John, notice that word 'given'. It is a very important word because it reveals to us that salvation is a gift. We cannot earn it, buy it or work for it, can we? God has given to us eternal life. That means it will last for how long, John? (Forever.) That's right, if it is eternal life then it will last forever and forever. And John, this is what we all want ...'eternal life'... to live forever in Heaven with our Lord Jesus Christ, isn't it? (Yes.) John, notice in verse 11, he tells us where this eternal life is to be found. '...and this life is in his Son...' John, this life is in his what? (His Son.) That's right, 'His son.' And what is the Son's name? (Jesus). That is right, 'Jesus'. Now in verse 12 we read, 'he that hath the son hath life and he that hath not the Son of God hath not life.' John, wouldn't you agree that this verse is teaching that eternal life is all wrapped up in the person of Jesus Christ, God's Son? If we have Jesus in our heart, we have life, but if we don't have Jesus then we

Personal Evangelism

don't have anything. You see, going to heaven involves a relationship with Jesus. Isn't that right? (Yes)."

"Now read verse 13 with me, John. '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...'

He did not say that we would hope so, guess so, think so or maybe so, but that we may 'know' that we have eternal life. Verses 11 and 12 were written so that we may 'know' and be 100% sure that we have eternal life. Isn't that wonderful? (Yes.) Now, John, I know that I have eternal life, because I have the Son Jesus Christ, in my heart. You can also know you have eternal life by letting the Son come into you heart."

4. LAY A FOUNDATION FOR FAITH BY POINTING OUT THE TWO DISTINCT RESPONSIBILITIES IN THE NET VERSE.

If the sinner is going to exercise faith he must have something for faith to rest on. Faith is not an intangible that leaps out into the dark. Rather faith has a solid foundation, namely, the Word of God. 'So then faith cometh by hearing, and hearing by the Word of God.' (Rom. 10:17) Since faith is taking someone at their word, we want to point out that God has made a definite promise to save, but that it is our responsibility of exercising faith in Christ.

EXAMPLE: "John, I want you to notice that Christ has given us a great promise in Rev. 3:20, 'Behold, I stand at the door and knock: if any man hear my voice and open the door, I will come in to him, and will sup with him, and he with me.' Jesus says if we will do something, He will do something. We have a part and He has a part. Can you show me in this verse what your part is, John? (Open the door.) That's right, now what is Jesus' part? (To come in.) That's right. If we open the door of our heart, Jesus will come in and save us. We cannot do His part and neither will He do our part."

5. GET HIM TO VOUCH THE HONESTY OF GOD.

We continue to lay the foundation for faith to be released by building the sinner's confidence in God's Word. By showing him from the Bible what God has already done (in giving His Son to die) and what He will do if a sinner will trust Him, we bring the prospect to vouch the fact of God's willingness to save him. We give him personal assurance that God will back up his promise and keep His Word. We get the sinner to acknowledge this in the following manner:

EXAMPLE: "John, Jesus promises here that if you will open the door of your heart, He will come in and save you. Do you believe the Bible is true? (Yes.) Do you think Christ would lie to us? (No.) In other words, you believe the Lord is honest and will do what he has promised? (Yes) John, when Jesus invited 'any man' who does that mean? (Anybody.) then it also includes you and me, doesn't it? (Yes.) If he promises to save anyone who opens the door of their heart for Him, we could guarantee it to be a fact, since He is God and cannot lie. John, suppose you were to open the door of your heart and invite Jesus in, what do you think he would do, according to this verse? (Come in.) That's right. If we do our part, he will certainly do His part."

6. ASK HIM IF HE WOULD LIKE FOR JESUS TO COME INTO HIS HEART.

EXAMPLE: "John, would you like for the Lord Jesus to come into your heart today and forgive all your sins, making you his very own? (Yes.)"

7. ASK HIM TO LET YOU PRAY.

EXAMPLE: "John, would you be willing for us to bow our heads and let me offer a prayer in your behalf, that God will help you to open your heart to Christ? (Yes.)"

Personal Evangelism

8. ASK HIM TO PUT HIS FINGER ON REVELATION 3:20 BEFORE YOU PRAY.

EXAMPLE: "John, before we pray (lay your Bible on his lap or in front of him) would you place your finger on verse 20 where He says, 'if we open the door He will come in.' By doing this you are saying to God 'I believe you are honest and will keep your word and I am claiming this promise for my life today.' And now with our heads bowed and our eyes closed, I am going to pray. While I pray, if you want to, you can open your heart to Jesus. If you don't want to, you don't have to. This is strictly up to you."

9. PRAY A SIMPLE PRAY FOR HIS SALVATION.

EXAMPLE: "Dear heavenly Father, thank you for this opportunity of talking to John today about becoming a Christian. Father, here is a man that Jesus died for. We know you love him and want to make him your child. Now Lord, I pray that You will help John to realize that he is a lost sinner on the road to Hell, and that only Jesus can save him. Dear Lord, help John to open his heart and receive Christ as his Saviour..." (Pause.)

10. STOP IN THE MIDDLE OF YOUR PRAYER AND ASK HIM TO PRAY.

This is the first peak in the net appeal where the sinner is brought to the point of releasing his faith. It is hoped that as he prays he will exercise faith in Christ. It is faith that saves - not the prayer. Realizing it is possible for him to SAY A PRAYER AND NOT REALLY TRIGGER HIS FAITH IN CHRIST, there are yet two other peaks in the appeal where he may release his faith in Jesus.

EXAMPLE: "Now, John, before I finish my prayer, would you be willing to invite Jesus into your heart today? The verse you have your finger on promise that if you will open the door He will come in. In your own words would you ask the Lord to come into your heart? Go ahead, right now."

11. AFTER FINISHING THE PRAYER, LEAD HIM TO ASSURANCE FROM THE WORD.

This is the third time the sinner is brought to the place of exercising faith in Christ. If, perhaps, he failed to "believe" when he prayed, it is possible he will release his faith at this time. It is not wise to get up from the prayer and say, "NOW, JOHN, YOU ARE A CHRISTIAN." We do not want to put words into his mouth and give him a false assurance. It has been my experience many times, that while leading the person into assurance through the Word, he actually exercised the initial faith then.

EXAMPLE: "John according to this verse (pointing to Rev. 3:20) where would you go if you were to die right now? (To heaven.) Why would you go to heaven? (Because Jesus came into my heart.) Well, John, how do you know that He came into your heart? (Because he said so right here.) In other words you are taking Christ at His promise today? You believe then that since you have opened your heart for Jesus, you are convinced that he has kept his promise and has come into your heart and saved you? (Yes.) Alright, John, tell me, who saved you? (Jesus did.) What did he save you from? (Sin and hell.) That is right. And, John, since Jesus has come into your heart today, what has He given you? (Eternal life.) That's right, eternal life. If it is eternal, how long will you have it? (Forever.)"

"John, suppose that someone tomorrow would ask you, 'John, are you a Christian? What would you say? (Yes.) Suppose they ask you when you became a Christian. What would you say? (Yesterday.) In other words you believe that right here today is the time that you have gotten it settled for men and eternity? (Yes.) You believe that today has been your day of salvation? (Yes.) John, this is what I would do if I were you. I would take my Bible and write in the front cover today's date. Put down, June 21, 1985, at 11:30 A.M.

Personal Evangelism

in my living room. I would also write down Rev. 3:20, the promise that you claimed today. And, John, jot another verse down there, Heb. 13:5, where Jesus says that He will never leave you, then He is yours forever. If you are tempted to doubt your salvation later, you can come back to your Bible and open it to these two verses and stand on His precious promises."

12. GET HIM TO WALK THE AISLE SUNDAY MORNING AND MAKE A PUBLIC PROFESSION OF HIS FAITH IN CHRIST. *(Study the next section)*

13. OFFER TO PICK HIM UP FOR SUNDAY SCHOOL THIS SUNDAY.

EXAMPLE: "John how about letting me come by Sunday morning and pick you up for Sunday School? Will that be all right? I would like for you and the wife to plan to come and have dinner with us after the service. How about that? Okay?"

14. SIT WITH HIM IN THE CHURCH SERVICE.

This is very beneficial in that during the invitation, if necessary, you can speak a word to him without causing a scene and embarrassing him.

EXAMPLE: "John, would you like for me to go down front with you as you make your public stand for Christ? I will be very happy to go along with you. Okay?"

15. LEAD HIM TO THANK THE LORD FOR HIS SALVATION IN PRAYER.

Ask him, "John, if you have received a gift from someone, what would you do? (Thank him.) That's right. John, God gave you a wonderful gift - eternal life (Rom. 6:23b). Wouldn't you like to thank Him in prayer?" Tell him that he could thank God and then you will close in prayer. (This should be done after you give the prospect assurance of his salvation. #11)

B. HOW TO GET YOUR CONVERT TO MAKE A PUBLIC PROFESSION IN CHURCH.

Usually, this is the part left out after a person gets saved. The convert must be taught not to be ashamed of the Lord Jesus Christ. The steps here I have used personally and have seen the results stated. They are to be taken immediately after winning him to Christ and leading him to assurance. They are as follows:

1. ASK HIM "HAS JESUS DONE SOMETHING FOR YOU TODAY?"

EXAMPLE: "John, has Jesus done something for you? (Yes.) What is that? (He came into my heart.) Well, that is certainly a wonderful thing to know that Jesus Christ has come into your heart and saved you from sin and Hell. Think about it. You will not have to go to Hell. Your name has been written in the Lamb's Book of Life. John, doesn't this make you love and appreciate Jesus very much? (Yes.)"

2. TELL HIM "THERE IS SOMETHING THAT YOU CAN DO FOR JESUS NOW THAT WILL PLEASE VERY MUCH."

EXAMPLE: "John, there is something that you can do for Jesus now that will please Him very much. Jesus has done something wonderful for you today in forgiving you of your sins and coming into your heart. In return, there is something you can do for Him as an expression of your love and appreciation. John, would you like to do something for Jesus that would mean a whole lot to Him? (Yes.)"

3. TELL HIM THE FIRST THING JESUS WANTS US TO DO AFTER WE HAVE BEEN SAVED IS TO PUBLICLY CONFESS HIM.

EXAMPLE: "John, the first thing that Jesus wants us to do after we have been saved is to make a public stand for Him. You see, Jesus says in Matt. 10:32, 'Whosoever shall confess me before men, him will I confess before my Father which is in heaven.' Jesus doesn't want

Personal Evangelism

us to be ashamed of Him. John, you are not ashamed of the Lord Jesus Christ, are you? (No.)"

"Would you be willing to make a public declaration of your faith in Christ? (Yes.) Well, John, let me tell you how you can do this. There are several ways it might be done. You might put a speaker on your car and drive around the neighborhood telling people that you have accepted Christ; or you might put an ad in the paper announcing your decision for Jesus; or you might get on the radio and tell people that you have accepted Christ. But the way most people make a public stand for Christ is at the church on Sunday morning."

"You see, John, during the invitation after the sermon has been preached, you can walk down the aisle and take the preacher by the hand. Tell him that you have trusted Jesus and you want it made public before the whole church. He will have you sit down at the front and later will tell the congregation about your choice for Christ. John, although you will not be making a speech, it will be a public stand for Christ. You will simply be coming forward and letting the preacher tell the people that you have trusted Jesus as your personal Saviour and that you are happy about it."

4. GET A DEFINITE COMMITMENT FROM HIM TO DO IT THE NEXT SUNDAY.

EXAMPLE: "John, do you have to work this Sunday? (No.) So far as you know you could come to church this Sunday? Right? (Yes.) Alright, John, providing that there is no sickness or death in the family between now and this Sunday, would you be willing to come and make your stand for Christ? You will not be doing this for me, but for Jesus. He has done something wonderful for you and this is an opportunity to do something that will please Him. How about it, John? Will you do it for Christ this Sunday? (Yes.)"

5. SEAL THE COMMITMENT WITH PRAYER.

EXAMPLE: "John, let's bow our heads for a word of prayer, asking God to bless this commitment that you have just made. Dear Heavenly Father, we thank you for saving John today. We rejoice that he has received Christ as his personal Saviour. Father, we thank You also that John has decided to come forward this Sunday and make his public stand for You in the midst of the brethren. We pray there will be no sickness or accidents to keep him away Sunday. In Jesus' name, Amen."

"John, I will be looking for you this Sunday. God will bless you for taking your stand for Christ."

NOTICE: In some cases you may want to have the convert to pray and promise the Lord that he will come and make his public stand for Christ.

EXAMPLE: "John, while our heads are bowed and our eyes are closed, before I finish my prayer, would you tell Jesus that you will be there Sunday and walk the aisle to let the pastor tell the people that you have been saved? (If he hesitates, encourage him to make a verbal promise to God like this.) "Dear Lord, I will be in your house this Sunday and walk the aisle to make my stand for Jesus."

C. HOW TO DIRECT YOUR CONVERT TO FOLLOW CHRIST IN BAPTISM.

After the public profession, the soul winner encourages the convert by telling him/her that what he/she did pleased the Lord. Use the acrostic G-R-O-W (1 Pet. 2:2)

1. G - GO TO CHURCH. (Heb. 10:25).

Explain to them the importance of going to church. They all will meet new friends, be blessed by the singing, and the preaching. They will follow the examples of Jesus Christ (Luke 2 - while still young).

Personal Evangelism

2. R - READ YOUR BIBLE.

(Matt. 4:4; Josh. 1:8).

Give parallel of food to reading the Word of God.

3. O - OBEY THE LORD. (Acts 2:41).

Show what the believers did in the N.T. Those obeying the Word, (John 14:15,21), are those who love Him. Jesus showed an example. (1 Pet. 2:21) Give the new convert lesson 3 of the New Believers Course (NBC) which explains baptism very carefully. On your next visit ask them if they are willing to obey the Lord and be baptised. Be a friend and encourage them to follow the Lord in believer's baptism and to attend church faithfully.

4. W - WITNESS. (Acts 1:8).

Remind them how they got saved, and tell them they can help others to find Christ as they did. Bring them to the Fisherman's Club every Sat. afternoon at 4:00 p.m. to be taught how to win souls.

D. HANDLING OBJECTIONS.

1. ATTITUDES IN HANDLING OBJECTIONS.

- a. Avoid Argument. Our natural tendency is either to meet an objection head-on, beat it down, or to run. These tendencies must be overcome for the sake of the prospect's eternal welfare. Never argue.
- b. Show a Positive Attitude. You can say, "I'm glad you said that." Be glad that your prospect expresses his inner feelings to you. You are glad when he shows he is listening and understanding your presentation.
- c. Use a Sincere Compliment. When there is tension or the prospect is becoming hostile or irritated, a sincere compliment can be very effective in reducing this. You can say, "It's good to have someone who is interested in this subject." Such compliments will end many arguments.

2. METHODS OF HANDLING OBJECTIONS.

- a. Be Respectful of and Consider their Situation. Usually they will be doing something or going somewhere. You can say, "Could I have 15 or 20 minutes of your time, just to show you from the Bible how you can be sure of going to heaven?" Then stick to the time limit you have asked for. Tell him that it will not take long.
- b. Postpone. If they raise an issue or a question that would divert you, just say, "I'm glad you mentioned that. I would like to discuss that with you, but let me first finish with my presentation. So, as I have said in this point..." Tell them you'll take it up later. And be sure to take it up if it's worth discussing, if not, let it pass.
- c. Answer Quickly. If the objection is connected to his acceptance of Christ, somewhat like an excuse, try to have it in your mind where to look for it in the Bible. You can say, "I see that you think you cannot make that decision because of (excuse). well, the Bible says in (verse) ..." and then go back to the outline. Stick to the outline.
- d. Research and Return. Occasionally the question is so hard, or you are concentrated on your presentation and can't think of a good answer. Just be honest and tell them, "I really don't know the answer to that (or I can't remember where in the Bible it is found) but I'll look it up and give you the answer when I come back. Now as I was saying . . ."

E. DON'TS IN SOUL WINNING.

1. Don't argue.

You never get anywhere arguing. You will put a barrier between the sinner and yourself. Either agree with him and go on or ask him if you can "set that question or issue on the shelf" and come back to it later.

2. Don't talk over his head.

Don't use big theological words that he does not understand.

Personal Evangelism

3. Don't talk down to the sinner.

This is, don't act self-righteous and pharisaical. (That you are better than he is.)

4. Don't chase rabbits.

Don't get sidetracked on opinions, doctrines, sins, etc. Stay with the Gospel.

5. Don't put him on the defense.

Do not criticize or condemn his religion or opinion or you will put a barrier between the two of you.

6. Don't talk too fast.

Don't be like a nervous, over-anxious salesman.

7. Don't start frying the fish before he is landed.

That is, don't try to get him baptized and in the church before he is saved.

8. Don't be rude to the sinner.

Don't talk to the sinner in his home like the preacher would preach from the pulpit.

9. Don't rush him.

If he gets this feeling, he will balk.

10. Don't embarrass him or you will certainly make him resent you, thus forfeiting your opportunity to win him.

11. Don't salve his conscience by implying that he is a good fellow.

He must be made to realize that he is a lost sinner.

12. Don't lean on the sinner.

Avoid intimate contact. One sinner said, "the first half-hour I was concerned about my heavy load of sin, but the last half-hour I was more concerned about that heavy Christian leaning on me."

13. Don't pray long prayers with the sinner.

I heard about one soul winner who prayed on and on, and when he got through, he found that the sinner had slipped out and had stolen the soul winner's hat and coat.

14. Don't be guilty of having bad breath or body odor.

15. Don't preach denomination.

The convert will usually do what you want him to do after you win him to Christ.

16. Don't let him do the preaching.

Once you start the Roman Road, stay in the driver's seat.

17. Don't take their excuses seriously.

Don't call them a liar, but let their excuses go in one ear and out the other.

18. Don't be harsh like an attorney on cross-examination.

Show tenderness and love for the sinner.

19. Don't let the "Silent Partner" interrupt the presentation.

Decide which one will do the soul winning and the other sit back and pray.

20. Don't try to get the sinner to have an experience just like yours.

Give him the gospel and get him to seek Jesus, not an experience.

21. Don't allow your thoughts to dwell upon the honor of being used.

Keep self out of the way and remember you are simply an instrument. God can use a donkey, and has.

22. Don't push the sinner beyond his measure.

Your part may be to sow seed, or to water. The increase may come later.

23. Don't scold the sinner for not "seeing" all at once. (Not understanding)

24. Don't be dogmatic over doubtful things. (Controversial issues.)

25. Don't try to get the sinner to give up certain specific sins.

Show him he is a lost sinner and needs to repent and turn to Christ.

26. Don't raise unnecessary objections such as:

"You must go down the aisle," or "Are you willing to quit your smoking?", or "Are you willing to give up your mother at home?" However, if any of these things are already an

Personal Evangelism

issue with him, then point out that he must be willing to settle it in God's favor in order to get saved.

27. *Don't talk about home and mother too much.*

Don't push the point of his being saved in order to please his mother or be a better husband. Work rather from the truth that he is lost and dishonoring God in his sin.

28. *Don't look upon any as hard cases.*

29. *Don't tell them to think about it for awhile.*

Always ask them if they would like to receive Christ now. Attempt to draw the net.

30. *Don't be a spiritual psycho (religious nut).*

Don't be hollering, jerking, and shouting while visiting with the prospect. You will scare him away from Christ. He will think he must act like that if he becomes a Christian and will run from it. Exhibit a sane, sensible, pleasing disposition which will cause him to want what you have.

31. *Don't wear out your welcome.*

If you notice he is restless and keeps looking at his watch, make your graceful exit. In doing this you will leave the door open for another visit.

32. *Don't operate on last week's experience.*

Get with God in prayer and receive fresh life each day.

F. DUTIES OF THE SILENT PARTNER.

The silent partner is the other person visiting with the soul winner. What does he do while the soul winner is at work?

1. *HE PARTICIPATES IN THE GENERAL WARM-UP CONVERSATION.*

The silent partner may chime in now and then during the preliminary conversation but is not to take the lead. He stays in the background as much as possible.

2. *HE HELPS TO GET THE SOUL WINNER AND PROSPECT SEATED TOGETHER.*

Upon entering the house he quickly scans the room to spot the seating arrangement. If there is a couch and a single chair, he goes for the chair. He is concerned that the soul winner and prospect get seated together at first in order to prevent unnecessary shuffling later.

3. *HE IS SILENT WHEN THE SOUL WINNER BEGINS THE SPIRITUAL CONVERSATION.*

He does not butt in. He does not take the lead from the soul winner. He keeps quiet. He is to remain silent until the soul winner gives him the signal to take over. Sometimes two soul winners may alternate but only as one gives the permission to do so. It is very improper and impolite to interrupt the soul winner.

4. *HE WILL BABY-SIT IF NECESSARY.*

If the baby needs attention, and no one else is home to handle him the silent partner jumps to the occasion. He may hold the baby, feed the baby, change the diapers, entertain, turn the rice off, answer the door, etc., and anything else that needs attention so the soul winner can continue leading the prospect to Christ.

5. *HE MAY ASK FOR A GLASS OF WATER AT THE APPROPRIATE TIME.*

Suppose the soul winner is trying to win the husband and the wife keeps butting in. You notice things aren't going so well so you try to get her out of the room. You ask for a glass of water and follow her into the kitchen as she goes for it. There you drink several glasses of water and try your hand at witnessing to her in the kitchen. At least you will detain her a bit.

6. *HE PRAYS SILENTLY AND LOOKS INTERESTED.*

He does not make a scene. He does nothing to attract the prospect's attention. He prays silently and appears to enjoy what the soul winner is saying.

Personal Evangelism

7. HE WINS SOULS HIMSELF.

He can find a second person in the house to win or alternate with the soul winner on the next visit. He can take a new Christian with him.

VII. FOLLOW UP

Probably, the part that most soul winners want to do is to follow what John 15:16 says. Notice first it says that we should bring forth fruit, but it does not end there. The latter verse says that "... your fruit should remain ..." How many of us with the passing of time have wondered, "Well, what happened to the one I witnessed to?" And this is the part of follow up that is lacking.

Remember, in our Checkup we mentioned that the church is like a hospital where souls can get saved. We all know that when a baby is born in a hospital the nurse does not say, "O. K., baby, go home and be sure to come back for your check up." Sounds funny, but we have made that same mistake with our spiritual babies. A born-again person cannot take care of himself. Follow-up is needed.

I have often liked the phrase, "Use what you have." Our church is not large. We can only use the resources we have for the new converts. Some of these are listed as follows:

1. Letters to visitors
2. Letter to those who make decisions
3. Source of Light Correspondence lessons
4. A New Believer's Class (lessons 1-3)
5. New Member's Fellowship
6. Extension Classes
7. Film Ministry
8. Bible Institute
9. Fisherman's Club

A lot of these will be discussed in the Fisherman's Club (visitation program).

VIII. EVALUATION

Time must be taken now and then to evaluate what we have done. We need to check if our work is effective and accomplishing what we

desired. So we need to evaluate what we are doing.

A. SIX OBJECTIVES IN A SOUL WINNING VISIT.

Suppose we are going to a home in an attempt to win a man to Christ. First, we must realize that we do not always win the person on the first visit. Therefore, we have several objectives in view as we make this all-important "first visit". There is ground work to be accomplished which may bring about his salvation at a later visit. Memorize these six objectives and keep them in mind as you go into the house.

1. ENDEAVOR TO MAKE THE PROSPECT LIKE YOU.

It is so important that he likes you. We must sell ourselves first if we are going to sell Christ. We must win the confidence of the sinner. If he resents you, it is very likely that you will not be able to minister Christ to him. How do we make him like us? (Study - How To Cope With Fear #1 page 13)

2. DISCERN HIS TRUE SPIRITUAL CONDITION.

We want to know just where he really stands in relation to God. Is this man a born-again believer, or is he just a religious-but-lost church member? Maybe he is a discouraged believer who needs encouragement or a hardened backslider who needs jolting.

Your giving special attention to his answers to your questions will help you discern his true condition. Often his expressions and reactions to your questions will be revealing. One big question that will usually let you know where a person really stands is. "What are you counting on to get you to heaven?" If the answer is anything other than Christ and His substitutionary work on the cross, this person probably needs to be saved.

Depend upon the Holy Spirit to open your understanding and give you discernment to know his condition. If you are not sure he is

Personal Evangelism

saved in you own mind, set out to deal with him as if he were lost.

3. EXPOSE HIM TO THE GOSPEL MESSAGE.

In order for the Holy Spirit to produce conviction and draw the sinner to Christ we must do our part in presenting the message of the gospel to him. The Holy Spirit works with and accompanies the Gospel of Christ. Our part is to give the gospel out. The Holy Spirit's part is to take the gospel and drive it into the heart convicting and wooing the sinner to Jesus.

In the event you are not able to open your Bible and read the gospel message you could possibly quote the scripture or tell the gospel in your own words. If the person absolutely does not want to hear it, you might ask for permission to have prayer before leaving and in your prayer relate the gospel. You can thank God for giving His Son to die on the cross for your sins. But whatever you do, expose him to the gospel so the Holy Spirit can begin His work of convicting.

4. GET HIM TO DECIDE FOR CHRIST NOW, IF POSSIBLE.

After you have presented the Gospel of Christ it is always wise to give an invitation for him to accept Christ there on the spot. You cannot always tell by his outward appearance if he will do it. The sinner may seem outwardly disinterested yet within may be hungry for the Lord. I have made it a practice to always try and draw the net before leaving the man. "Jim, wouldn't you like to go ahead and settle it today by asking Christ to come into your heart and be your Saviour?" If he says no, there is no harm done so long as I do not continue to press him. After all, he may say yes.

One day I visited with a deputy sheriff and during the whole conversation he appeared unconcerned and bored. But since I had listened for 20 minutes to him tell of his son's baseball achievements now he would listen

to me. I had earned a hearing. When I finished presenting the Roman Road plan of the Gospel my human impulse was to cut it off and make my graceful exit. I really did not expect this man to respond to the invitation appeal. But out of habit I asked him if he would like to kneel and receive Christ as Saviour. He replied, "Yes, I would, I have needed to do this for a long time". He accepted Christ and we rejoiced together for 20 more minutes.

5. GET HIM TO ATTEND CHURCH THE NEXT SUNDAY.

After you have finished your conversation, as you are preparing to leave his home, invite him to church Sunday. Do not let it be a vague invitation such as "Jim, we would like to have you and your family visit with us at church sometime." Be definite and specific by saying. "Jim, how about you and the family coming this Sunday and visiting with us in our church service? Would you let me come by and pick you up? We are going to have a good service this Sunday and I surely would like for you to be there." Aim to get him in your next church service. Get a commitment.

6. LEAVE THE DOOR OPEN FOR ANOTHER VISIT.

Just because he did not accept Christ do not lose your cool and insult him. Remember it may take several visits to bring this person to Christ. Perhaps you have sowed the seed today and someone else will come along and reap the harvest. R. A. Torrey said anyone who expects to win a soul to Christ every 15 minutes had better go into some other business. If you become upset because the sinner would not accept Christ, and start scaring him with threats of, "sinning away his day of grace" or "this is your last chance" you could possible do great damage. You may be closing the door for others to deal with him. After you have done your part in the visit, be sure to leave a good taste in his mouth for another visit. Be careful that you do not stay

Personal Evangelism

too long, as this may close the door for another visit. (Prov. 25:17).

B. WHY SOME ARE PLUCKING GREEN FRUIT.

Why is it that some soul winners are getting spurious professions? They draw the net and the sinner seemingly accepts Christ as Saviour, but there is no transformation of the life. He will not come to church. He will not be baptized. The fruit of repentance is not evidenced. It is obvious that the person did not really get saved. Why do we get this kind of profession?

1. WE PLUCK GREEN FRUIT WHEN WE BECOME MECHANICAL WITH OUR PRESENTATION OF THE ROMAN ROAD.

We need to claim a new anointing each time we deal with a sinner. Even though we may know our presentation perfectly, it is important to have a new freshness or endowment of God's power.

2. WE PLUCK GREEN FRUIT WHEN WE GO TOO FAST WITH OUR PRESENTATION.

If we zip through the Roman Road just getting their nod and glance here and there we are apt to get an artificial convert. We must be thorough. Taking that shortcut and leaving out some of the message could easily wind up with a profession that is not genuine. The message must be made clear and plain. Take time to do it right.

3. WE PLUCK GREEN FRUIT WHEN WE DO NOT ESTABLISH SINNER-SHIP.

If we do not nail down the fact that they are lost sinners on the road to Hell, we are prone to get counterfeit Christians. We must pray and rely upon the Holy Spirit to bring this conviction as we show them the Scriptures. As we read Rom. 3:10-12, 23 we can ask him. "John, do you realize that you are a sinner before God?" If they are coming to Christ for any reason other than being lost, wicked, hell-deserving sinners who cannot

save themselves, they most likely are not getting through to salvation.

4. WE PLUCK GREEN FRUIT WHEN WE FAIL TO LEAD THE PERSON FROM "MERE BELIEF" TO "ACTIVE FAITH" IN JESUS.

The person believes all about Christ. He accepts the facts intellectually. He believes that Jesus died and rose again, but it is passive belief in his head. We are trying to get him to let that "head faith" go down to his "heart" in a committal of himself to Christ. There is the stepping out, the releasing of faith to make Christ his present possession. (See "Drawing the Net.")

I know a man who boasted of winning 10 to 15 souls every time he went out on visitation. I decided to go with him and see what he was doing. I found he was simply getting an intellectual assent from them. He would say, "Now you believe the Bible is true don't you? Well, it says here that Jesus died on the cross to save you and if you will accept this fact you will be saved. Will you accept the fact that Jesus died for you? (Yes.) Alright, you are saved." Of course none of these converts came to church or got baptized. It was simply mental assent. There was no commitment.

C. MENTAL ATTITUDES THAT DEFEAT US IN SOUL WINNING.

2 Cor. 10:5 - There are certain attitudes which must be acquired if we are to be successful in soul winning. Our success depends upon our attitude. We need to think right before we can become consistent soul winners.

These correct attitudes make the difference between being "duty driven" or "love impelled." A person's attitude determines his manner of thinking, feeling and acting. Wrong attitudes will defeat and discourage you in the work of soul winning.

1. THE ATTITUDE OF FEELING INCOMPETENT.

Many Christians take this pessimistic attitude of feeling inadequate because of a lack of

Personal Evangelism

education or talent. They feel unable to witness for Christ, not to mention drawing net on a sinner. Their pet phrases are, "I can't," "I don't know how," "I'm too ignorant." Now it is true that we are incompetent in ourselves but remember that Jesus lives within us and we can do all things through Christ who strengthens us. This is the voice of Satan to keep us from going out and bearing fruit for Christ. It is alright to feel humble, but do not confuse humility with pessimism. Do not let your humility keep you from winning souls. (1 Thess. 5:24)

2. THE ATTITUDE OF NOT FEELING LED TO GO.

There are many who are sitting down waiting for God to give them some kind of feeling whereby they will know that He wants them to win souls. This is very foolish because God has already commanded us in His Word to go into all the world and preach the gospel to every creature. "Feeling" should not even enter the picture since His explicit command is "Go." Other areas of our life are not monopolized by "feeling led". We go to work whether we feel led or not. We brush our teeth whether we feel led or not. Why should we relegate God's great command to win souls to our "feeling led?" It is ridiculous. It is warped thinking.

3. THE ATTITUDE THAT SOUL WINNING IS NOT SO IMPORTANT.

"It's good, but I have so many other irons in the fire." "I work all day and I must spend some time with the family". "I just don't have the time to come to visitation." Most Christians treat soul winning like the old alley cat - if there's anything left over he gets it. The fact is, however, soul winning is the most important business on earth. It was important enough for Jesus to come and die on the cross and it should be important enough for you to give some time each week. Rearrange your schedule, plan for it.

4. THE ATTITUDE THAT SOUL WINNING IS A SPECIAL TALENT.

"I'm not gifted with gab" is the cry from this group. Their attitude is that soul winning is only for certain ones who have the talent. "This is not my calling," they say. Soul winning is not a talent. It is not a "gift of gab". It is not a calling to certain ones. Soul winning is the command of God to every believer.

5. THE ATTITUDE THAT IT WON'T DO ANY GOOD TO GO.

"He won't listen to me. I'll just be wasting my time." Even if he will not listen, Jesus has still commanded us to evangelize, not to Christianize. In either case we are not wasting our time when we are giving out the Gospel of Christ. If no one accepts Christ we are still responsible to give the message to the ends of the earth. The results are mainly God's business. Anything done in Jesus' name will not be in vain.

6. THE ATTITUDE THAT SOUL WINNING IS A HARD, GRUESOME JOB.

It is only hard and gruesome when we make it that way. Dr. R. G. Lee said, "Look on soul winning as a business, not an incidental matter; as work, not play; as time well spent, not wasted; as a privilege, not a boresome duty." A psychologist in California gave an arithmetic test to two classrooms of the same mentality and age level. To one class he said the test would be extremely hard, while to the other class he stated the test would be very easy. The class who approached it thinking that it would be hard did poorly, while the class who had been told it would be easy did markedly better.

We should not look upon soul winning as if we are doing penance. Many let their imagination run wild by picturing the prospects as laying wait for them, just delighting to insult and run them off. Look upon soul winning as a privilege, an honor.

Personal Evangelism

7. THE ATTITUDE THAT IT IS NO USE TRYING TO WIN THEM UNLESS THE HOLY SPIRIT IS DRAWING THEM.

Some teach that God must initiate soul winning with a personal invitation to the sinner, otherwise all efforts are futile. They make much of the scripture, "No man can come to me, except the Father draw him" (John 6:44) They fail to realize that God has already initiated a personal invitation to every sinner in giving His Son to die on the cross and extending a "whosoever will may come" to the entire human race.

The Holy Spirit does the drawing. We turn on the switch. The Holy Spirit will draw any man that we will give the gospel to. As we lift up Christ He begins drawing them. The Holy Spirit accompanies the gospel. It is our privilege to turn the switch.

8. THE ATTITUDE THAT A SINNER MUST HAVE A MOUNTAIN SHAKING EXPERIENCE IN ORDER TO BE SAVED.

It is nice to see a person's conversion. We do not want to become warped with Satan's lie that unless there is an obvious emotional experience the sinner was not saved. People are different in their personalities and emotions. Some are more expressive than others.

If a person believes from the heart in Jesus Christ and confesses Him to be their Lord, we have no right to doubt their salvation until they disprove it by their fruit. We are to preach Christ to them and extend an invitation to receive Him by "Faith" not by feeling. After this, it is entirely between the person and the Holy Spirit.

9. THE ATTITUDE THAT A SINNER MUST "PRAY THROUGH" IN ORDER TO BE SAVED.

As we read through the book of Acts we do not find this "praying through" theory. Upon hearing the gospel of Christ sinners believed unto salvation and were baptized the same hour. (Acts 2:38-41; 8:12; 19:5).

This attitude will defeat you in making a soul winning effort if you are short on time. If you do not have the time to "pray the sinner through" you will be prone to wait and not make the soul winning effort. You would find yourself passing up opportunities to witness because you would not have the time to linger for several hours.

This attitude also tends to teach salvation by works. If the sinner can pray long enough, hang on long enough, cry loud enough and agonize hard enough, maybe he will get saved. This is certainly not grace.

10. THE ATTITUDE THAT YOU SHOULD ONLY DEAL WITH "PREPARED HEARTS"

"Oh, I believe in soul winning, but I don't think you should just go out and talk to anyone. I think you should let God direct you to prepared hearts that are convicted and ready" This attitude reflects utter selfishness. Who wouldn't like to deal only with those who are ready, ripe and convicted? How nice that would be.

Did it ever occur to you why these "prepared hearts" became prepared? It was because someone was willing to go to them before they were prepared and give them the gospel. Someone was willing to break the fallow ground, sow the seed, take the cursing, endure the insults, and have a door slammed in their face before that heart was softened in order that it might become prepared.

D. THREE TRUTHS THAT WILL PREVENT DISCOURAGEMENT IN SOUL WINNING.

The message and truth contained in this lesson will give you a new encouragement to continue on the soulwinning trail. This lesson could be entitled. "Who Really Wins Souls: The Holy Spirit, The Gospel, or You?" or "The Magic Formula for Getting People Saved" or "God's Method of Bringing Men to Salvation" or "Untie the Holy Spirit".

How many times have you become discouraged by witnessing without results? Is seems to be a continuous cycle. We have a

Personal Evangelism

soulwinning course and get challenged. Then we go out on visitation 3 or 4 times and give it a whirl. When nobody gets saved we say, I'm just not cut out for this soul winning. What's the use? They won't listen to me."

In 1964, while driving from San Antonio to Houston, Texas, God illuminated 3 Bible truths from the Word that have given me a new slant on soul winning. As a matter of fact it has changed the entire complexion of soul winning for me. It has given me new encouragement to keep on witnessing. Jesus said, "Ye shall know the truth and the truth shall set you free." The prophet, Hosea, said, "My people are destroyed (and defeated) for lack of knowledge."

I believe these three truths, if clearly understood, will encourage any Christian to keep on witnessing for Christ, in spite of outward results. The Devil's strategy has always been to get us believing a lie. "According to our believing, so it will be." If you "believe" it is just for the preacher to witness, you will leave it entirely to him. If you "believe" it is just for the preacher to give out the gospel, you will quit giving it out.

Here are three truths that I trust shall be quickened to your heart by the Holy Spirit, with the result of giving new inspiration and zeal for soul winning:

1. THE "GOSPEL OF CHRIST" IS THE TOOL THAT THE HOLY SPIRIT USES TO BRING MEN TO SALVATION

Romans 1:16.

The Gospel of Christ is the powerful instrument that brings men to salvation. The giving out of the Gospel is God's method of bringing all who believe to salvation. The Gospel is the tool whereby men are saved. To get people saved we must use the Gospel. No one will be saved without it.

Actually there are three elements involved in the winning of Souls. (1) There is the Gospel which is the tool. (2) There is the Holy Spirit, who uses this tool (the Gospel) to bring conviction and draw the souls to Christ.

(3) There is the Believer, who has the responsibility of giving out the Gospel.

What is the Gospel? If we are going to use it, we should know what it means. The word "Gospel" means "Good News". This word could be good news of several things. Therefore, when we say, "the Gospel of Christ," we narrow it down to one subject. Paul says, "I am not ashamed of the Gospel of Christ." We read in 2 Cor. 4:5; 10:4, "For we preach not ourselves . . . for we are come . . . preaching the gospel of Christ. So it is the Good News of Christ that we are talking about when we refer to the Gospel.

However, there is one specific aspect of Christ that the Gospel is pinpointing. In 1 Cor. 15:1 "Moreover, brethren, I declare unto you the gospel which I preached unto you . . . by which also ye are saved. . . for I delivered unto you, how that CHRIST DIED FOR OUR SINS, and that HE WAS BURIED, and that HE ROSE AGAIN."

The "Specific News" is the fact of His dying for us, His burial and His resurrection on the third day. It is simply the message of the Cross, the Atonement, the substitutionary death and the resurrection. It is this message, that God has chosen to be declared, which causes the Holy Spirit to draw men to salvation. 1 Cor. 1:21, "It pleased God by the foolishness of preaching (the Gospel) to save them that believe."

The Gospel is the news of Christ dying and being buried and resurrected for our sins. This Gospel of Christ has a drawing power. The news of God giving His Son to die on the cross for us has strange effect upon men's lives. In 1 Thess. 1:5 we read. "For when we brought you the good news, it was not just meaningless chatter to you: No. you listened with great interest. What we told you PRODUCED A POWERFUL EFFECT UPON YOU, for the Holy Spirit gave you great and full assurance that what we said was true." (Paraphrased.)

Personal Evangelism

The Apostle Paul says that the Gospel is the power, or dynamite of God that brings men to salvation. If it is the Gospel the Holy Spirit uses to bring men to salvation, then it is not our eloquence, our illustrations, our tears, our speaking in tongues, or our condemnations. If It is the Gospel that brings men to salvation. then it is not our big buildings, stained-glass windows, our gift of gab, or our super-duper personalities.

It is the Gospel of Christ, the message of God's love for sinners in giving His Son to die on the cross, that brings men to salvation. It is the simple story of Jesus being lifted up at Calvary and resurrected on the third day that causes the Holy Spirit to begin his work of convicting and drawing the unsaved. Jesus says in John 12:32, "And I, if I be lifted up from the earth will draw all men unto me." When Christ is lifted up (by telling the Gospel) the Holy Spirit does draw those who see the uplifted Christ. He accompanies the Gospel. When the Gospel of Christ is proclaimed the H. S. works with and through the Gospel. Not apart from it.

Our part is to tell the Gospel. The Holy Spirit's part is to use that Gospel to bring conviction and draw that soul to Christ.

God let me see this truth in a strange way. I pictured the Holy Spirit hovering over sinners yearning to draw them and to perform the new birth in their lives, but it was as though He were paralyzed. It was as if the Holy Spirit was tied and could not move to touch them. And then I saw that the Holy Spirit's ministry of drawing sinners was dependent upon our first giving them the gospel of Christ. We have the first move.

As a baby cannot even start being formed until the sperm or seed is germinated with the egg, there can be no spiritual birth apart from the Gospel seed being germinated in the heart of the sinner. Then the H. S. can begin His work of convicting, drawing and saving that soul (giving birth). 1 Cor. 4:15 "For in Christ Jesus I have BEGOTTEN YOU

THROUGH THE GOSPEL." These Corinthians were conceived through hearing the Gospel. They were "Begotten" thru the knowledge of Christ. The encouraging part of this truth is that whether you feel good or bad up or down, the Holy Spirit still accompanies the Gospel of Christ. Some months ago a man came to me and asked if I remembered him. I told him I did not. Then he reminded me how I had come by his house one day four years ago, and witnessed to him while he was in the front yard. I had given him the Gospel but he had not been very responsive, so I had gone on to the next house. For the next few weeks after hearing the Gospel the Holy Spirit worked in his heart convicting him. A couple of months later he finally went to church and accepted Christ as his Saviour. He said, "I just wanted you to know that your witness to me that day was not in vain."

Even though I did not see immediate outward results, the Holy Spirit was still working in the man's heart. He was using the Gospel that I had sown. It is encouraging to know the Holy Spirit continues working after we have witnessed. Whether you are prayed up or prayed out, He will still accompany the Gospel of Christ when given out.

Some time ago, during one of those days when everything goes wrong, problem after problem had surrounded me, I had not prayed or read my Bible that day. I was certainly running on the rim, spiritually, and was ashamed of it. About three o' clock in the afternoon it occurred to me that the Holy Spirit would accompany the Gospel regardless of my personal feelings or condition. I decided to experiment. I went to visit an unsaved man and I asked him if I could tell him a story. He replied, "Yes". I began to tell him the simple Gospel message of Christ dying on the cross and how God had raised Him up the third day. Within 15 minutes, this man was on his knees asking Christ to come into his heart. Afterwards he

Personal Evangelism

told me, "Preacher, if I were to die today I know that I would go to heaven now."

While the same hour I confronted a second man and told him the same story of Christ and he also accepted Christ as his Saviour. It was settled in my heart. It had been confirmed to me that the Holy Spirit will bless and honor the Gospel of Christ any time it is given out regardless of how we feel.

Whether you love the sinner or not, the Holy Spirit will still accompany the Gospel if you will give it to him. Whether you are doing it for money or out of duty, or out of spite. I still believe the Holy Spirit will accompany the Gospel and use it when it is given forth. Phil. 1:15 had puzzled me for a number of years until I saw the truth that I am sharing with you. It is a shame for a man to preach Christ in pretense or envy or strife, yet if Christ is preached, the Holy Spirit will still accompany the Gospel and work through it.

I heard the story of two men who set out to get rich in what they called the Revival Racket. These two unsaved racketeers pretended to be ministers of the Gospel, bought a tent, and started holding revival meetings solely for the offerings. Strangely enough, the crowds came, and some even came forward making professions of faith. These men had bought sermon books and had memorized the messages. They would alternate preaching and leading the singing from night to night. One night as one was preaching a sermon on the Gospel of Christ that he had memorized out of a book, the Gospel Sword pierced his heart. He fell upon the platform and cried out to God for mercy. This man was saved and in turn led his racketeer friend to the Lord also.

Nevertheless, in their giving of the Gospel, people had been saved. God said in Isaiah 55:1, "My Word will not return unto me void..." and in Heb. 4:12. "For the Word of God is quick and powerful and sharper than a two-edged sword."

Men do not get saved apart from the Gospel of Christ. Cornelius, a very devout man and extremely religious did not get saved until Simon Peter brought him the message of the Gospel of Christ. It was the same way with the Ethiopian eunuch and Lydia the seller of purple. They had to hear the Gospel of Christ then the Holy Spirit worked in their heart and brought about the new birth. There is no salvation apart from the knowledge of Christ. When we give out this message of Jesus dying on the cross for the sins of the world it is then the Holy Spirit begins working, dealing convicting, and wooing that sinner to Christ. Here is the encouraging thing: whether you feel like it or not, whether the sinner likes it or not, go ahead and give out the Gospel of Christ. You can be sure the Holy Spirit will do his part if you will do your part. Your part is to tell the Gospel. His part is to convict and draw.

Some time ago a man came to me after service and said, "Brother Murphrey, do you remember me?" I said, "No sir, I do not think I have ever met you." He said, "Yes several years ago I was sitting in my car down at the shopping center waiting for my wife. While I was sitting there you came up to the car and gave me a tract and began to tell me the gospel of Christ."

He said, "Brother Murphrey, I began to tell you off and give you a piece of my mind. Don't you remember that?" And I said, "Sir, I really do not remember this, I have been told off a number of times." He went on to tell me how he prided himself in telling that preacher off.

But when he got home, the Gospel of Christ accompanied by the Holy Spirit was doing its work. He was greatly troubled and convicted in his heart. Four days later he went into his bedroom, got on his knees and accepted Christ as his Saviour. He said Brother Murphrey, I want you to know that your witness that day was not in vain."

Personal Evangelism

Friend, it is encouraging to know that when we give out the Gospel the Holy Spirit definitely begins His work in that sinner's heart. Somewhere down the road perhaps that man will come to Christ. Earlier we learned there are three distinct responsibilities involved in soul winning. The Gospel is the seed. The Holy Spirit is the worker who takes the seed and germinates it within the heart and brings about new birth. Our responsibility is to give out that seed.

Now here is the big question. When sinners are not being saved in our churches or under our ministry, whose fault is it? Is it the Gospel's fault? Has the Gospel lost its power? Has the Seed weakened and deteriorated to the point of being unable to perform its function any longer? Or is it the Holy Spirit who has fallen down on His job? Has He ceased to accompany the Gospel with conviction? Has He reneged and become sluggish in His responsibility of drawing men? Or is the problem with the human instrument? Is it not a fact that reason souls are not being saved is because we have not fulfilled our responsibility? Is it not true that we have failed to go out in the highways and hedges preaching the Gospel? Let's put the blame where it belongs. We have failed in going out and sowing the seed.

Let it not be said that I am encouraging soul winners not to pray or depend upon the Holy Spirit I certainly believe the Gospel can be intensified and made more powerful with earnest prayer and fasting. We can surely be more successful if we are dedicated to God and filled with the Holy Spirit. (1 Cor. 2:4 and 1 Thess. 1:5).

There is a need of spending much time in prayer and being anointed with the Holy Spirit, yet in this lesson it has been demonstrated that the Holy Spirit will still accompany the Gospel and work through the Gospel regardless of the condition of the witness. The Holy Spirit glorifies Christ. He has come to convict sinners and draw them

to Jesus. And in the plan of God, He works with the Gospel. So it is our responsibility and privilege to give out the Gospel regardless of how we feel. He will honor it and use it.

2. YOUR WITNESS MAY BE ONE IN A SERIES DESIGNED BY GOD TO BRING THAT SINNER TO CHRIST - 2 Cor. 3:5

We are rewarded for our part in the soulwinning effort. You may not have the privilege of drawing the net on some people, but your watering or sowing will be rewarded as well.

Many times I have given a gospel witness to have another come along later and draw the net. At other times I have had the privilege of coming along and drawing the net after someone else had planted and watered. God in his grace so plans and designs for certain people to cross our paths that we might contribute our part in the soul saved, our witnessing is vital in God's economy of bringing that soul to salvation. Keep on witnessing.

3. AFTER WE HAVE FULFILLED OUR RESPONSIBILITY OF TELLING THE GOSPEL TO SINNERS AND ATTEMPTED TO DRAW THE NET, WE ARE CLEAN OF THEIR BLOOD

Acts 20:26 and Ezek. 3:18,19

After we have given a clear-cut presentation of the Gospel and attempted to draw the net, we are clean of that person's blood unless the Holy Spirit directs us to follow through with another visit or in travailing prayer. We are not failures because everyone we deal with does not get saved. Not all that Jesus preached to were saved. Paul witnessed to many who did not accept Christ. If we have given an anointed witness coupled with an invitation, we can be at peace with ourselves, knowing that we have been obedient servants leaving the results in His hands.

Personal Evangelism

E. FOUR WAYS TO ENCOURAGE YOURSELF TO CONTINUE SOUL WINNING.

1. SET ASIDE ONE DAY A WEEK TO VISIT.

This does not mean you cannot witness for Christ the rest of the week, it simply means that one day a week is completely devoted to the ministry of soul winning. If you cannot take an entire day, give the afternoon or the entire evening. Let nothing interfere with this time of soul winning. If company comes in make them go along with you or tell them you will be back later and to make themselves at home.

Here is the advantage of this. All week long you can be putting aside prospects to visit. Jot them down on a card and keep it with you all week. By Friday you will have plenty of people lined up to visit. During the week you can be praying for these prospects and building up momentum to win them.

2. HAVE A VISITING PARTNER FOR EACH MONTH.

You are nailing yourself down by taking on a steady partner. Have it understood that the two of you will visit on this certain day of each week. If you are tempted to skip visitation, the fact of his depending on you to go with him will produce and added effort on your part. At the same time you will be training your partner to become a soul winner also.

3. SET A GOAL TO WIN AT LEAST ONE SOUL TO CHRIST EACH WEEK.

You may want to increase this later, but to start out, don't overstep yourself. This could cause you to lose heart. The joy of winning souls each week will become an addiction and keep you going back. If you fail to win one for the week, do not become discouraged but seek to win two the next week.

Remember that God wants to save them more than we want them saved.

4. WRITE FOUR FACTS IN THE BACK OF YOUR BIBLE AND READ THEM OFTEN.

- a. God wants me to go and He will bless me - Matt. 28:19.
- b. God will empower me as I go - Acts 1:8
- c. The Holy Spirit will convict them as I give them the Gospel - John 16:8.
- d. Some soul is at stake and I can change the course of his destiny - Jas. 5:20

IX. VISITATION PROGRAM

Introduction: It is amazing to know that God lets human beings carry out His Great Commission, knowing full well that man is not capable, if we really realize it, to do it. That's why the Psalmist had to ask. "What is man that thou art mindful of him?" (Psa. 8:4)

Man has the free will to obey or not. God allows other people to help men carry out His work. That's why it was included in the Great Commission to go and preach and proclaim the Gospel and to teach those who have been saved, how to proclaim to others also. (Matt. 28:18-20; 2 Tim. 2:2)

As best we know how, we have tried, by the grace of God, to carry out the Great Commission and to help each believer to learn how to share the good news.

The Fisher's Club is an arm of the church in carrying out the Gospel through the visitation program. It is designed to evangelize, disciple and nurture new converts. The materials and methods used come from several sources.

This program was designed to help a person learn how - and then to teach others as well, after learning how. The subjects are taught in a cycle, so a person can pick up a lesson he/she has missed at a later date.

We will discuss how a person can be led to Christ and then be disciplined and then be nurtured in a local Bible-believing, Bible preaching, Baptist Church setting.

A. TEAMS

Actually, there are two teams that now exist in the visitation program of the church.

Personal Evangelism

A person can interchange his place from one team to the other. These teams are the Evangelistic Team and the Local Church Team.

1. The Evangelistic Team.

- a. They go with the church's evangelistic outreach, reaching the lost by whatever means available.
- b. They help a new believer understand the assurance of salvation (John 6:47; 1 John 5:11-13..)
- c. They help them go through the New Believer's Class and then to the New Member's Fellowship.
- d. They provide a setting for fellowship and worship for the new members. They invite and introduce them to the different existing groups in the church (S.S. classes, Young Married couples, Harvesters, Adults, etc..)
- e. They also provide a means for the new believer to serve the Lord. (Extension classes, giving out Bible Lessons, tracts, L.B.I., and get them to go through the Fisher's Club).

2. Local Church Team.

B. GETTING THE PROSPECT.

1. Church visitor

2. Survey - public

3. Survey - phone

4. Survey - door to door

5. Referral

6. Relative (of church members)

7. S. S. - Extension

8. Personal

9. Others - film, etc.

C. PRINCIPLES APPLIED.

Evangelize

Disciple - as outlined in Matt. 28:18-20

Nurturing

There are three principles that we have used as outlined in Matt. 28:18-20, wherein a person goes out, baptises and then teaches them (new converts) to observe the commandments of the Lord. The 3rd one came from John 15:16

wherein it says that, ". . . your fruit should remain. . ."

1. Evangelism

There are many ways that can be used to carry out the work of evangelism such as the invitation in a church service, passing out tracts, film showing (street meetings), door to door survey, or plain one on one witnessing.

In the program, they will learn proper use of introduction and presentation of the Gospel (see Introduction and Presentation). The do's and don'ts of visiting and getting a person saved. Then after a person gets saved, they try to disciple him/her.

2. Discipleship

Usually, out of a certain number of people getting saved, only a few will set out and be willing to be discipled. Those who are willing will go through the Bible lessons, and then be visited and introduced to the fellowship of the local church wherein they are going to be baptized (but before they do, they will go through the New Believer's Class to understand what baptism means).

3. Nurturing

After getting a person saved and baptized into the church, the issue of keeping them and helping them grow is another thing. In John 15:16, the Lord said, ". . .that your fruit should remain..." A lot of means are used to help this new convert stay in the fellowship of the church on a continuing basis. This can be through the Sunday School classes, existing groups in the church, going through the Fisher's Club.

D. MATERIALS USED.

1. Personal Evangelism notes

2. Gospel tracts

3. Results report

4. Follow-up reports

5. Decision slips (w/ attached materials)

6. Source of Light lessons.

7. New Believer's Class (1-4)

8. New Testaments

Personal Evangelism

E. HOW THE FISHERMEN'S CLUB OPERATES.

1. Prayer-Partner Program.

Persons undergoing training in the Fisher's Club would enlist at least 2 people in the church membership to pray for them while they are training or going out visiting. Needs are shared and prayed for each week. In this way, the whole body is involved with the evangelism ministry. This program will remove the "holier than thou" attitude on the part of the one enrolled in the Fisher's Club.

After some time, these prayer partners can be invited to attend the visitation and watch and hear some of the results of their praying. This will encourage them to take the Fisher's Club course also.

2. Lectures and Assignments.

The best time to do this might be just before going out. This is the time that they will be taught on each of the subjects, usually 15 - 30 minutes. Assignments are sometimes given for them to do at home.

3. Practice.

During this portion they themselves practice what they have just heard in the lecture.

4. On the job training.

They go out on actual visitation, either to observe or to apply what they have just learned. The trainer decides when to let the trainee have a part in the presentation.

5. Report-back session.

Each team will fill out their respective report forms and give a brief report of their visit based on the report form they have just filled out. Unnecessary details like the person's defects, appearance or anything personal are not discussed here for there might be someone who knows this person and would tell them they are being talked about. Only first names are mentioned.

F. RECORD-KEEPING MATERIALS USED.

- 1. Visitor's logbook - those out of town or within the area covered by the ministry.**
- 2. Telephone logbook - those with telephones, both near and far.**
- 3. Decisions record - those who have made decisions, either in any service or other activities.**
- 4. Church members logbook - those who have been baptized and become church members and those who have transferred by letter.**
- 5. Fisher's Club notebook - those who are undergoing training.**



Additional Materials for Personal Evangelism

I. INTRODUCTION

- A. Secular life
- B. Church background
- C. Our church
- D. Personal Testimony
- E. Two diagnostic questions:
 - 1) *Have you come to the place in your life that you know for certain that if you were to die tonight, you would go to heaven?*
 - 2) *Suppose you were to die tonight and you were to stand before God and He asked you, "Why should I let you into my heaven? What would you say?"*

II. GOSPEL PRESENTATION

- A. Man's problem
 - 1. *sinfulness*
 - 2. *helplessness*
 - 3. *punishment*
- B. God's solution
 - 1. *one with God*
 - 2. *punished in our place*
 - 3. *only way to God*
- C. Our part
 - 1. *acknowledge sinnership*
 - 2. *trust Christ by faith*
 - 3. *receive Him*

III. COMMITMENT

- A. Do you realize that you are a sinner?
- B. Would you like to ask Jesus to come into your heart?
- C. Let me clarify:
 - 1. *Admit sinner - repent*
 - 2. *Know penalty*
 - 3. *Believe Christ paid it*
 - 4. *Receive Him as Saviour*
 - 5. *Receive Him as Lord*
- D. Prayer
 - 1. *Pray for him - understand, repent, believe*
 - 2. *Lead him in prayer*
 - 3. *Pray for him - assurance*
- E. Assurance
 - 1. *Diagnostic question number 2*
 - 2. *How long?*
 - 3. *Sinned again*

IV. IMMEDIATE FOLLOW-UP

- A. Assurance booklet
- B. Growth:
 - 1. *Bible*
 - 2. *Prayer*
 - 3. *Fellowship*
 - 4. *Worship*
 - 5. *Witness*
- C. Appointment - Bible lesson

Additional Materials for Personal Evangelism

OUTLINE # 2

I. INTRODUCTION

- ___ Personal Testimony (about 1 min.)
- ___ Asked assurance question
- ___ "May I share how I came to know..?"
- ___ Asked God's "WHY?"
- ___ Repeat & confirm responses
- ___ "The reason" transition

II. GOSPEL PRESENTATION

A. Man's Problem

- ___ 1. Sinfulness
 - ___ Rom 3:23 sinner
 - ___ 3 sins a day
 - ___ Transition "Because he is a sinner, he is helpless"
- ___ 2. Helplessness
 - ___ Eph 2:8,9 not of man
 - ___ Ravine
 - ___ Transition "We can clearly see his

helplessness when we see the punishment of sin."

- ___ 3. Punishment
 - ___ Rom 6:23 wages
 - ___ boy - punished
 - ___ Transition "Because of man's problem, he cannot go to heaven. So God made a solution in the person of Jesus Christ."

B. God's Solution

- ___ 1. One with God
 - ___ John 10:30
 - ___ personality
 - ___ Transition "What He did was that..."

- ___ 2. Punished in our place
 - ___ Isa. 53:6
 - ___ Judge
 - ___ Transition "He took our place & that serve as the payment. Since He paid it, it was the.."

- ___ 3. Only way to God
 - ___ John 14:6
 - ___ Key
 - ___ Transition "We saw man's problem, and

God's solution for it. Now, what do we do?

C. Our Part

- ___ 1. Acknowledge a sinner
 - ___ Rom 3:23
 - ___ Do you admit?
 - ___ Transition "After we admit, we are a sinner..."

- ___ 2. Trust Christ's work by faith
 - ___ John 1:12
 - ___ Accept as ours
 - ___ Transition "We do this by accepting Him in our heart."

- ___ 3. Receive Him
 - ___ Rev. 3:20

III COMMITMENT

- ___ A. Did you understand what I just told you?
- ___ B. Would you like to ask Jesus to come into your heart."

C. Let me clarify

- ___ 1. Admit sinner - repent
- ___ 2. Know penalty
- ___ 3. Believe Christ paid it
- ___ 4. Receive Him as Saviour
- ___ 5. Receive Him as Lord

___ D. "If this is what you want I could lead us in prayer and you can tell God what you just told me"

- ___ 1. Pray for him - understand, repent believe

- ___ 2. Lead him in prayer
- ___ 3. Pray for him - assurance

E. Assurance

- ___ 1. Diagnostic question #2
- ___ 2. How long?

___ Heb. 13:5

___ I John 5:11-13

- ___ 3. Saved again?

___ John 5:11-13

___ parent - child

IV. IMMEDIATE FOLLOW - UP

___ A. Happy Birthday

___ John 3:3

- ___ 1. This is for you

___ Transition "Being born means you need to grow just like a child. There are means for doing this".

___ B. Means of Growth

- ___ 1. Bible

___ a. Tagalog Gospel

___ b. Chapter a day

___ c. 7 day call back

- ___ 2. Prayer

___ 3. Worship

___ 4. Fellowship

___ 5. Witness

___ C. Appointment - Bible lesson

Study Questions for Personal Evangelism

1. I have read all my notes. YES _____ NO _____

2. What are the Five Things You Must Know To Go To Heaven:

a) You must realize that _____
Rom. 3:10, 23 (Write the verses) _____

b) You must realize that you are _____ by your sins and _____
Rom. 5:12, 6:23 (Write out Romans 5:12 and 1st part of Romans 6:23)

c) You must realize that you _____ save _____
Romans 3:20 (Write the verse) _____

d) You must realize that _____ on the cross.
Romans 5:8 (Write out the verse) _____

e) You must realize that you must _____
Romans 10:9, 10 & 13 (Write out the verses) _____

3. Write the Six Things You Do After You Are Saved:

G-	()	
R-	()	
O-	()()
W-	()	
T-	()()
H-	()	

4. How many times did you use the Bible Survey Sheet? _____
Any Results? _____

5. I have read _____% of the printed material.

6. I have looked up _____% of the Scripture references.

Exam for Personal Evangelism

Student's Name: _____ Teacher's Name: _____ Date: / /

1. I have read all my notes. YES _____ NO _____

2. What are the Five Things You Must Know To Go To Heaven:

a) You must realize that _____.
Rom. 3:10, 23 (Write the verses) _____

b) You must realize that you are _____ by your sins and _____
Rom. 5:12, 6:23 (Write out Romans 5:12 and 1st part of Romans 6:23)

c) You must realize that you _____ save _____
Romans 3:20 (Write the verse) _____

d) You must realize that _____ on the cross.
Romans 5:8 (Write out the verse) _____

e) You must realize that you must _____
Romans 10:9, 10 & 13 (Write out the verses) _____

3. Write the Six Things You Do After You Are Saved:

G-	()	
R-	()	
O-	()	(
W-	()	
T-	()	(
H-	()	

4. How many times did you use the Bible Survey Sheet? _____
Any Results? _____

5. I have read _____% of the printed material.

6. I have looked up _____% of the Scripture references.