

100 Soul winning tips

by Jerry Davis

preface...

I know these tips won't cover it all, but I hope they'll get you started... and that's the real point!

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TACTICS

1

RELIGIOUS

TERMINOLOGY

Avoid using too much *religious terminology*, while witnessing. Words like saved, redeemed, justified, and sanctified are wonderful terms, but unfortunately they're meaningless to most people today.

For instance, if you ask somebody, "*Are you a follower of the lamb?*" they may look at you and say, "*Well, I prefer beef, chicken, and fish is okay sometimes.*" In other words, *be like Jesus.*

Jesus used terminology that people related to. When He was talking to fisherman, he said "*Follow me and I'll make you fishers of men.*" When he was talking to farmers, he said, "*Let me show you how to plant seeds that will reap an eternal harvest.*"

If you'll learn to *talk like Jesus*, people will relate to you and they'll relate to the words that are in the Bible in a way which enables you to lead them to Christ. So, talk *like Jesus* to someone today!

2

DON'T ARGUE

Don't win your argument and loose the convert. In second Timothy, Paul wrote,

"Don't get involved in foolish arguments which only upset people and make them angry. God's people must not be quarrelsome but they must be gentle, patient teachers of those who are wrong. Be humble when you are trying to teach those who are mixed up concerning the truth. For if you talk meekly and courteously to them, they are more likely, with God's help, to turn away from their wrong ideas and believe what is true." (LB)

Many times when you are witnessing to people, they'll make a statement that you absolutely cannot agree with, *but it may have nothing to do with salvation.*

If that's the case, I simply say, "*Well, that's a thought*" and then I get right back to the issue of salvation through Jesus Christ and His shed blood.

That way you're answering the hope that is within you *without arguing.*

3

Avoid putting down RELIGIONS

Don't concentrate on *putting down* someone's religion in order to reach them for Christ.

You see religion to a religious person is like a dog to his bone. Sometime *the nastier the bone, the more the dog will hang on to it and fight you for it.*

The best way to get a bone away from a dog is to hold up a nice, big, juicy steak. He'll drop the bone in a heartbeat.

That's an excellent parallel to know when you're dealing with religious people. The best thing to do in order to introduce them to Christ is just *lift up Jesus*. Fill them full of Jesus.

Jesus said, "*If I be lifted up, I will draw all men unto me*", so concentrate on filling people full of Christ and the truth of the Gospel, and that alone will crowd out all religiosity.

Then, you'll see them open their hearts to the Truth that will make them free!

4

PRACTICAL TIPS

Here's a few practical tips to help with your soulwinning efforts. The first is to avoid bad breath, after all, *no matter how great the message, if the messenger stinks...so does the message.* Carry breath mints and wear some perfume or cologne.

Another good tip has to do with the way we dress. If your witnessing to mostly youth, dress casual. If you're witnessing to professionals, dress up.

Let's learn a lesson from the military. They know that in order to get close to their targets, they often need to *use camouflage*. Of course, there are reasonable limits which should be implemented according to common sense.

However, our Gospel is a *good news message* that can and should be *relatable to every person* we come in contact with.

5

Learn TACTICAL Approaches

In some of his parables, Jesus emphasized the importance of tactics. Tactical soulwinning has to do with preparing yourself by learning the best possible tactics in order to *successfully engage people in evangelism opportunities.*

For instance, learn what may be your best approach to use when engaging youth versus more mature people. Study and pray as how to best engage different groups of people in outreach opportunities, such as festivals, schools, nursing homes, concerts, etc.

The Holy Spirit can show you *wonderful tactics and witty inventions* of how to reach souls if you'll ask Him to.

After all, *reaching souls is God's business*, and proper tactics is part of the plan.

6

DON'T WAIT For THE FISH

Don't wait for the fish to make the contact! Wouldn't it be silly to see a fisherman with all the latest fishing gear, the best boat on the lake, and the best bait and lures money can buy, yet, he sits in the boat and *fails to do any casting* because he figures since he's got all the best gear and bait, all the fish in the sea should just be *jumping into his boat*. Sounds like some churches I know.

Unfortunately, this also depicts the way many Christians feel about soulwinning. They think that since they have eternities answers, it must be so obvious, people should just be *asking* them for salvation.

It doesn't work that way, which is why Jesus said, we must follow His example and become fishers of men.

Don't wait for the fish. Cast out your line and throw out the net today!

7

SPIRITUAL SNOBS

Avoid sounding like a *spiritual snob* when witnessing. The person you're sharing Christ with should always get the impression that you are *coming to their rescue*-- not that you are the *"holy one"* and that they are just *"sinful worms"* polluting the air you breathe.

I call that the Daffy Duck Christian syndrome. *"You cigarette sucking sinner, you're despicable."* That's not representing Jesus' attitude towards them.

Always remember when quoting Rom. 3:23, that this great salvation scripture says, *"For all have sinned and come short of the glory of God."* Notice it doesn't say, "For **ya'll** have sinned"; it says **all** have sinned. *Remember always to represent yourself as someone who has experienced God's grace.*

8

SOULWINNING IDEAS

Are you looking for some ideas about how to share your faith? Try these-- a door to door prayer campaign, or at election time, a poll about God. Enter a Jesus float in your city's parade... *I've done this for the last 10 years and preached live to over a million people*. Start a hotline telephone counseling service. Hire a skywriter to display Gospel messages over large crowds. Form a witness team to reach out at festivals, parades, rock concerts, sport events, and political rallies.

Help students in your church start a Bible club at their schools. Form a prison ministry team. Develop a street music group or a street drama group to witness in parks and malls. Open a food bank. Start a witnessing newsletter for all your unsaved friends, or pick up your white pages and begin your own telephone soulwinning campaign.

9

witnessing

to FAMILY

Many people are broken-hearted over unsaved family members. Some are just afraid to tell their family they've become born-again. Others fear they have been poor examples in the past and think there's no way their father, mother, sister, brother, uncles, aunts, or cousins would ever listen to them.

I always recommend two things to them. First, *write a witnessing letter*, beginning with an apology for any offence you may have committed in the past and then lovingly share what Jesus has done in your life and how He wants to do the same for them. Then, *tell them how much you want them to be in heaven with you*. The second thing I always recommend is, lead somebody else's family to the Lord, and *claim them as a seed for God to send a harvester along to your family member*. It really works!

10

L E G A L R I G H T S

If you ever have any legal questions regarding your right to witness and share your faith, I recommend that you contact my friend, Jay Sekulow at the American Center for Law and Justice.

There are a couple of things you should know. The first and fourteenth Amendments to the Constitution of the United States of America absolutely declare that *the rights of free speech and religion are guaranteed and protected and apply in every place that is not specifically private property*.

You should also know that the Supreme Court has declared that the *freedom of the press includes tract distribution*. Sometimes Christians think they shouldn't exercise their Constitutional rights. All I can say about that is, Paul, who wrote 2/3rds of the New Testament, *claimed his rights as a Roman citizen* when confronted with a legal challenge. Besides, *all it takes for evil to prevail is for good men to do nothing*.

THE NEED

11

CRISIS TIME

IS GOD'S TIME

Crisis time is God's time. You may recall in the scriptures where Jesus said, *"Some people have ears, but they don't hear. Some people have eyes but they don't see."*

Jesus also told about the prodigal son who wouldn't listen to his father, wouldn't listen to his family and soon ended up in a pig pen situation. Guess what? Suddenly, in his *time of crisis* he had *ears to hear and eyes to see*.

People all around you today are involved in crisis situations. Some are in homosexuality, some dealing with abortion, some with a health crisis, and some in divorce.

Right now people are in crisis all around you. Right now you can step in with the loving, caring Gospel that will rescue them and set them free!

Look for people who are in crisis. Look for people who are down. Step in with the hope of Jesus. He will rescue their lives.

12

DIRE STRAITS

Did you know *1 out of every 5 people* around you is in a crisis? That's right. In the U.S. each year, there are over 1½ million abortions, over 1 million runaways, and over 1 million suicides. There also are 1 million in mental clinics. Then, there's divorce. Do you know there are over 1 million divorces every year, and almost 2 million people in prison? There are some 10 million alcoholics, over 1 million drug addicts, and over 10 million homosexuals. There are over 1 million people every year attacked by heart disease and over 1 million more by cancer. Get the picture?

One out of every 5 people you see today are in a crisis situation. Now you know why God has called us to be witnesses. *They need you out there!*

13

THE CHALLENGE

If you start counting right now and never stop to take a breath, stop for a meal, or go to sleep, it will take you *6 years to count to a billion*. Now, think about this, there are nearly *6 billion people on the earth today and over ½ of them have never even heard the name Jesus Christ*. Yet, if tomorrow and everyday you lead one person to Christ and each person you lead, leads one everyday, ***we could win the whole world to Christ within 90 days with room to spare!***

This is the principle and challenge of **personal evangelism**. Each of us is responsible to spread the Gospel like a *good contagious disease*. Love is contagious, joy is contagious, and Jesus is contagious. Expose and infect someone today.

14

WHO'S JOB is it?

Is everyone called to be a witness? Just who's job is soulwinning anyway? Let the Bible answer.

Proverbs 11:30 Wise men win souls

Proverbs 24:11 Rescue the perishing

Ezekiel 3:18-21 Warn the wicked

Daniel 12:3 Soulwinners shine like stars

Matthew 4:19 Fishers of men

Matthew 5:13 Salt of the earth

Matthew 5:14 Light of world Matthew 5:15 Don't cover your light Matthew 10:27 Proclaim it from housetops

Matthew 10:32 Confess Jesus before men

Matthew 22:9 Go invite anyone you find

Matthew 28:19 Go make disciples

Luke 10:2 Harvest plentiful; Laborers few

Luke 14:23 Compel them to come in

Of course, that's not *nearly* all God has to say about us being soulwinners, but, you get the idea.

15

WHO'S JOB is it?

PART II

Is everyone called to be a witness? Is it everyone's job to be a soulwinner?

John 20:21 Jesus sends us into the world

John 15:27 You must testify

Acts 1:8 You shall be witnesses

Acts 26:17,18 Turn them from darkness to light

Luke 15:4 Leave the 99; Go for the lost one

Luke 24:47 Preach to all nations

II Corinthians 2:14 God's knowledge spread through us

II Corinthians 5:11 We persuade men

II Corinthians 5:18 Ministers of reconciliation

II Corinthians 5:20 Ambassadors for Christ

Colossians 4:5 Make the most of every opportunity

II Timothy 4:12 Always be ready to preach

James 5:19 Turn them from error and death

I Peter 2:9 Priest proclaiming Jesus

Jude 23 Snatch them from fire

Of course, that's not nearly all God has to say about us being soulwinners, but you get the idea.

16

ONE-ON-ONE

Did you know 99% of everyone who is born-again was saved because of a *one-on-one personal witness*. It may have been a family member or a fellow worker, a friend, or a complete stranger, but 99% of all Christians came to Christ because one person took time to tell someone else about Jesus.

Because of today's great mass media possibilities, one might think that television, radio, or mass crusades with famous evangelists are leading the entire world to Christ, so what's the use of my witness? You may be only one person, but the fact remains that ***it's the one-on-one witness which brings 99% of people to salvation.***

I personally sometimes preach live to crowds of thousands. There have been times on t.v. when I've preached to millions. But, I never do a more important job than the times I win individuals in a one-on-one witness. Especially if I can get you to do the same!

17

PERSONAL SOULWINNING

"Only one life 'twill soon be past; only what's done for Christ will last."

Less than one percent of everyone who is a Christian came to Christ from television, radio, or mass crusades. Ninety-nine percent came through a one-on-one witness, which is why personal soulwinning is so important. It's the reason I'm writing this book.

Some will say, "But, what can one person do?" Think about this. It only took one Samaritan woman to bring Jesus to her whole city. It only took one Roman named Peter preach on the day of Pentecost and win 3,000 souls. It only took one man named Paul to write 2/3rds of the New Testament. One man named Edison brought electric light to the whole world. One Hitler overran Europe, and one atheist woman stripped prayer out of schools. One Jewish Christian lawyer named Jay Sekulow stood before the Supreme Court and brought prayer back into schools through extra-curricular clubs. One plus God is a majority.

GOSPEL TRACTS

18

Use Gospel TRACTS

Gospel tracts are a wonderful way to tell people about the Lord. They can speak in languages you can't speak. They can go home with people you can't go home with.

I want to encourage you to carry Gospel tracts everywhere you go. You might even want to write one yourself, giving your testimony, or, you might write a tract regarding today's current events.

For example, I wrote a tract about the death of Princess Diana and took it with me to England. There I used it while preaching on the streets to lead many people to the Lord.

The tract had Princess Diana on the front and it said,

"If she could speak to you from the grave, here is what she'd say... First, she would want you to know there is life after death. Second, she'd want you to know there is a God and He wants you in His royal family."

Timely Gospel tracts are great door openers for you to give a personal witness.

19

GOSPEL TRACT miracle

I hope you're carrying some Gospel tracts with you. If you're not, stop at a Christian book store and pick some up.

I write many of my own tracts based on current events. I really believe in tracts. One day, I handed a tract to a man and asked him to read it, then tell me what he thought about it. I didn't know it at the time, but the man had *never learned to read*.

The next morning, I saw him again and he explained to me that a miracle had occurred. He said, "I asked God to let me read this little paper you gave me. After the third time I asked, suddenly, ***I could read for the first time in my life.***" He was so excited. In fact, he was jumping up and down and saying, "What do I do next?"

Thank God I was able to tell him what to do next. God will gladly do a miracle if He has to, in order to get the Gospel to someone. Why don't you give God an opportunity today? Pass out a tract.

20

TRACT introductions

The next time you're passing out some tracts and someone asks you what it is, try some responses like this...

It's an invitation to a party...

a free paid ticket

a wedding announcement

a love letter

a souvenir

a road map

a treasure map

a reminder

a life insurance policy

a trust fund

one of my business cards

homework

some good news for you

a special delivery

a recipe for happiness

If it's a tract with your personal testimony, you could just smile and say, "It's my life's story."

After giving one of these responses, I like to say, "It only takes a minute to read, why don't you read it and *tell me what you think?*"

OVERCOMING

FEAR & REJECTION

21

lack of EMOTIONS

Don't be discouraged by adverse appearances or lack of emotions when witnessing to someone. In other words, remember you're going for their heart, soul and mind, not just their emotions.

One day, while ministering at an outreach a few years ago, a young lady came to me with a cigarette to her lips, and said, "Hey man, you got a light?" I turned to her and said, "*Have I got a light for you!*"

I then shared the light of the Gospel of Jesus with her and she immediately gave her heart to the Lord. However, she didn't show any great emotions. A lady next to me questioned, "Do you think she really got saved?" I replied, "Listen, the Holy Spirit who knows how to do His job if we'll do ours."

Sure enough the next day the young lady showed up in church with a joyful countenance on her face. She had been completely changed inwardly and outwardly by the Gospel. Remember, ***the Holy Spirit will do His part, if you'll do yours.***

22

REJECTION

Many people don't share Jesus because they're afraid of rejection. You should never be afraid of a "no". Remember Jesus said, when He gave the Great Commission in Mark the 16th chapter, "*Go into all the world, preach the Gospel to every creature, He who believes and is baptized will be saved and he who does not believe will be condemned.*"

In other words, remember that there are two kinds of people that you are always going to be witnessing to,

1) those who will believe you and 2) those who won't.

Never be afraid of someone who says "no" about the Gospel. Just keep talking to people until you find somebody who says "yes".

God doesn't credit you on the amount of people that you lead to the Lord who say yes, *He credits you for being an obedient servant and giving a witness.* So, as the Lord said to his disciples... "Fear not!"

23

FAITH FOR SOULWINNING

Use your faith to believe God to help you with your soulwinning. You can build your faith for souls by encouraging yourself with scriptures such as, *"I can do all things through Christ who strengthens me"* or, *"For God has not given me a spirit of fear but of power, love, and a sound mind."* That famous passage of scripture is found in II Tim 1:7, but few people realize that **witnessing is the context** for this famous "no fear" scripture. This is plainly seen in verse 8 which states, *"Therefore I'll not be ashamed of the testimony of the Lord."*

Use God's Word to build up yourself for being God's mouthpiece by your most holy faith. Exercise your faith by *acting* on what you believe. The more you exercise your soulwinning faith muscles, the stronger they'll be.

24

OVERCOMING OBJECTIONS

Overcoming the objectives people give you when witnessing should be seen as great opportunities to bring people to Christ.

The people who give objectives to you while you're sharing Jesus are reachable. The ones who are the hardest people to reach are the ones who just won't talk.

You have to bathe those people in prayer and take every opportunity to love them and show them by your example of what a *true Christian*, with a *true relationship* with Jesus is like. Those people need some time to see a *living witness* who also knows how to be a friend.

Live Jesus in front of them. Love them like Jesus would love them, then tell them the truth in love. Once they've had some time to see you as a person of character and **integrity...** they'll listen.

25

TRUST GOD TO WORK WITH YOU

Trust God to work with you in your soul winning effort. After all, He wants the people you're witnessing to, to receive salvation more than you do.

One day, I offered to pray for a young man at an outreach who had stopped because he liked the music we were playing. He said, "Please pray for my family."

First, I prayed for his salvation then I prayed for his family. As it turned out, this young man's wife had taken their baby and left him 3 years previous. He had spent all his money on detectives looking for them and that night had given up to the extent that only hours earlier, he packed his car with some beer and his "357 pistol" and left his apartment with his *suicide note laying on the kitchen table*. However, he had a divine appointment with a witness of God who believed in prayer.

When Bobby got home that night, with a new faith in his heart, the phone rang. It was his wife on the line saying, ***she had the baby and was coming home.***

APPROACHES

26

COMPLIMENTS

Try using an honest compliment to open the door for you to witness to someone today. For instance, if you see an attractive piece of jewelry somebody is wearing, you might say, "What a beautiful piece of jewelry". Ask them where it came from and after the reply you might ask, "Do you like jewelry?", when they respond, "Oh yes, I love jewelry", you could add, "Do you know where the word jewelry came from? It's from two Hebrew words jew and el. Jew means praise. El means God. Wearing jewelry is actually an act of praising God!"

Then you can ask them, "Do you ever give much thought about spiritual things?" This could open an entire conversation about Jesus from a simple little compliment. People love compliments . Sincere compliments will always open doors for you. Try a complimentary witness today.

27

GOOD DEED APPROACH

One good approach you might use today is called the "good deed" approach.

An example of how to do this would be, the next time you see someone in trouble, stop and render them assistance, then while you're rendering assistance you could tell them about the Good News of Jesus Christ.

I've led many people to the Lord by taking time out of my busy life long enough to assist somebody in their moment of need. For instance, I've led people to the Lord at car wrecks.

Once, I heard about a guy who carries a can of gasoline around in his truck along with a set of jumper cables so that every time he sees someone broken down, he can stop and render aid, and, of course, at the same time, give his testimony of how Jesus repaired his broken life. Guess what? *No one ever turns down his help!*

Why don't you try this the next time you see somebody in trouble. Stop, render them aid, then lead them to Christ.

28

COMMON GROUND

One method of approaching people Jesus used could be called the "common ground" approach. In other words, He looked for something He had in common with a person He wanted to win into the kingdom. They didn't have to have a lot in common, in fact, the only thing He had in common with the woman at the well was that they happened to be at the same water fountain at the same time....but *that was enough.*

He played off of their common thirst for natural water to bring her into a conversation about spiritual, eternal life which He called "living water."

Look for something in common and then play off that to give a witness for Jesus. Remember, you don't have to have a lot in common to find common ground.

29

DIRECT APPROACH

Sometimes the best approach for witnessing to people is called the "direct" approach. While this approach may be difficult for a beginning soulwinner, it is often the best.

The direct approach would be one using a direct question such as, "Have you ever been born again?" Another might be asking a person, "If you died right now, do you know for sure you'd go to heaven?" Or, if you want to be more colorful you could use a question I often use, which is, "Can you give me some directions?", then, after a "yes" or an "I'll try", I reply, "Great, can you tell me how to get to heaven?"

These questions are very direct. However, this approach may be the most effective, especially when you consider, the quickest way between two points is a straight line.

30

DIRECTIONS

One day I was out of town, in a different state eating lunch. After eating my meal, I spoke to my waitress and questioned,

"You know, I'm not from around here, can you give me some directions?" "I'll try", she replied. "Great, can you tell me how to get to heaven?" She looked back at me a little surprised and said, "Well, actually, I need to know myself." I responded, "Actually, I do know. As a matter of fact, I have the road map." At that point, I pulled out my little New Testament and began to show her the way to salvation.

After showing her God's word, she stood there at the table with me and prayed the prayer of salvation. When we finished praying she told me excitedly, *"That's exactly what I needed."*

It's not hard to find ways to open soulwinning conversations. All you need to have is the **desire** and an **obedient spirit**. Ask somebody for *"directions to heaven"* today.

31

TURNING INTRODUCTIONS INTO OPPORTUNITIES

Here's a way to turn everyday introductions into a soulwinning conversation. When somebody asks, "How are you?", you reply, "Saved and going to Heaven, how about you?" Or, if someone greets by saying, "What's up?" You can say, "Heaven and I'm going....wanna come?" Or, maybe they'll ask, "What's happening?" You could answer, "Would you believe me if I told you?" Then tell them.

People often greet each other by asking, "How are you doing?" The common response is usually "fine" or "good" or "super", but I sometimes respond by saying, "Supernatural, got a minute and I'll tell you about it."

After a greeting strangers they often ask, "What kind of work do you do?" Sometimes I reply, "I help people solve their problems." Boy, does that open doors.

When you really want to witness, God will show you all kinds of ways to open soulwinning conversations.

Soulwinning Conversation

32

avoid asking, "ARE YOU A CHRISTIAN?"

Avoid asking people if they are Christians. Most people confuse going to church every once in a while, with being a Christian. *Going to church doesn't make a person a Christian any more than going to McDonald's makes a person a Big Mac.*

A better question to ask somebody would be, "If you died right now, do you know for sure you'd go to heaven?" If they say, "No", you could show them the scriptures to salvation. Or, if they say, "Yes", but you don't believe they really are, you could follow it up with a question like this, "Well, if you did die right now and appeared before God in Heaven, why would you tell God He should let you in?"

In that moment, that person will have to come up with an answer that will justify his or her salvation. You'll know immediately by their answer if they qualify for you to continue witnessing to them. If they do qualify, explain the simple plan of salvation, and pray with them to receive Jesus as Lord.

33

don't pretend to know

ALL THE ANSWERS?

Don't pretend to have all the answers. Nobody likes a know it all because, of course, they know no one knows it all. I don't know it all. You don't know it all. So, if you try to act as though you know it all, no one is going to believe you.

However, if you'll be honest with people when they ask you a question you don't know, you can simply say something like this,

"You know, I don't know all the answers to every question, which is one reason I gave my heart to Jesus. I too had questions without answers, but after I gave my heart to Jesus, He answered all the questions I had to my hearts content. And the same He did for me, He'll do for you. Although I may not know the answer to your particular question, *I do know that if you'll meet the Lord and give your heart to Him, He'll answer all your questions to your satisfaction.*

One thing I do know for sure, is *no matter the question, Jesus is the answer.*"

34

DON'T TALK TOO MUCH...

Ask good questions

A good soulwinner learns not to talk too much and to present the gospel as simply as possible. In essence, they become like doctors. *They learn to ask good simple questions.*

There are "witnessing questions" to ask people which will peak their interest in who God is and what He is all about.

Some questions I like to ask are, "Have you ever heard the term, Born-Again?... Do you know who invented it?" or "Do you know why Jesus died on that cross?" Sometimes I'll ask, "If you died right now, do you know for sure you would go to Heaven?" Then I'll ask them, "If I could show you in the Bible why God says He'll let you into Heaven, would you be interested?"

These kinds of questions peek people's interest and desire to the point that you can then reveal the truth of who God is. Then, by praying a prayer of faith and trust, they can receive Him.

So, be like a doctor. Learn to ask good questions! And remember to keep them simple. God intended the gospel plan for salvation to be so simple that even a child could understand it.

Use the K.I.S.S. principle - **Keep It Simple Saint.**

35

if you died right now

One great way to open a soulwinning conversation is to ask someone, "If you died right now, *do you know for sure you'd go to Heaven?*"

You'll be surprised at how many people will say "no", to which you can reply, "If I can show you in the Bible how God says you can know for sure that you would go to Heaven, *would you be interested?*"

Most people will be open to that. At which time you can simply show them a few salvation scriptures and pray a sinners prayer with them.

On the other hand, there are many who'll say, "Of course, I'll go to heaven." Yet, because of their circumstances or through spiritual discernment you're pretty sure they're not going to make it.

What can you do in this dilemma? Try this reply, "I'm glad you're going to Heaven. Tell me, when you get there, *why will you tell a Holy God He should let you into a sinless heaven?*" After they answer that question you'll immediately know if they need to hear God's salvation plan.

36

CoNVERSATIONAL RUNWAYS

Every soulwinner needs to learn how to use conversational runways. Like the runway for a jet airplane, a conversational runway is a little *conversational line* that gets you down the pathway and lifts you into a conversation with someone about Jesus.

Here's some you might try. "Do you know why Jesus died on that cross 2,000 years ago?" Or, "Do you ever give much thought about spiritual things?" Here's another one, "If you died and God asked you, why should I allow you into My Heaven, do you know the right answer?" How about this one, "Jesus said, unless a man is born-again, he'll never enter Heaven. Can you say that's happened to you?"

My dear friends Charles and Frances Hunter like to ask the question, "There are two kinds of people in the world, those who are saved... and those who are about to be. Which one are you?" That little question used in their world-wide evangelistic census is responsible for *millions of salvations around the globe!*

Try these conversational runways on somebody today.

37

THE MESSAGE

Did you know that Jesus told us with His own lips exactly what we must preach to people in order to be sure a person has heard the Gospel message?

In Luke 24:46-47, Jesus has already been crucified, has risen from the dead, and now has just walked through a wall to address his disciples. As he's commissioning them to preach the Good News, He gives them a **four point message** in this passage.

Number 1, "*Christ to suffer...*", that's the cross. Second, "*To rise from the dead on the third day...*", that's the resurrection. Third, He says, "*repentance*" and fourth, He says, "*forgiveness should be preached in His name.*"

That's the Gospel in a nutshell! No witness is complete without these 4 points given by Jesus, **...the cross, the resurrection, repentance, and forgiveness.**

Soulwinning Prayers

38

PRAY for opportunities

Soulwinners need to learn how to pray soulwinning prayers. One of the prayers we should pray is for opportunity. Colossians 4:3 says, "*Pray that God will give us many opportunities to preach the Good News of Christ.*"

One of the things I like to do when I first get up in the morning is to pray while I'm taking my shower. I'll worship God and then I'll say, "*Father, I'm Your man today, You open the doors for me to witness, Holy Spirit you open the doors of utterance. I will step through them and I will speak and share the Good News with somebody who doesn't know You.*"

Right now wherever you may be, just say, "*Father, I ask You to open the doors of opportunity for me today and I will boldly step through them with Your saving love. Holy Spirit, empower me in Jesus name, amen.*"

39

PRAY salvation for all men

Soulwinning prayers will pave the way for you to witness to people. One prayer you should pray is for all mankind to be saved. That's 1 Timothy 2:1-4. It says,

"I exhort therefore that first of all supplications, prayer, intercession, and giving of thanks be made for all men. And verse three says, "For this is good and acceptable in the sight of our Savior who will have all men to be saved and to come to the knowledge of the truth for there is one God, one mediator between God and man, the man, Jesus Christ."

Pray for the salvation of the people you witness to and you'll see the effects of those prayers coming into play the next time you minister to them.

Prayers pave the way, prayers open the way and prayers seal your witness. *Pray soulwinning prayers!*

40

prAY for help

Luke 10:2 says that we should pray for laborers to join us in soul winning ministry. In fact it says, *the harvest is great but the laborers are few. Pray ye therefore the Lord of the harvest that He would send forth laborers into His harvest* and then it goes on to say, *"Go your way, behold I send you forth as lambs among wolves."*

Some people think that they are supposed to pray for people to *take their place* as a laborer in the soul winning field of harvest. **That's wrong!**

Jesus made it very clear that when you're praying for laborers, you're praying for people to **join you** in the field of harvest.

Pray for those people you're witnessing to and then ask God to send you supportive fellow laborers who will come along and *confirm* the witness that you're giving.

God will answer that prayer and send help.

41

how to PRAY

for the lost

This tip has to do with *how* to pray for people that you want to see saved. Paul gives us insight in Romans the 10th chapter and the first verse when he says,

"Brethren my hearts desire and my prayer for Israel is that they might be saved."

I want you to think of somebody that you know who needs Jesus Christ. Maybe its somebody you've been witnessing to or somebody you want to witness to and pray this prayer along with me as I pray for them.

Father, in the name of Jesus, I pray for this lost soul, and command the spiritual blindness to come off their eyes and the spiritual deafness come off of their ears. we claim them for the Kingdom of God, that they shall be saved.

Now do your part and watch for an opportunity that God may provide for you to minister to them.

42

pray for FREE COURSE

We should pray for the Gospel to have *"free course"* when we're witnessing to people in order to bring deliverance from *unreasonableness and lack of faith*. Paul prayed this in 2 Thessalonians the 3rd chapter, first and second verse.

*"Finally, brethren, pray for us that the **word of the Lord may have free course** and be glorified even as it is with you and that we may be **delivered from unreasonable** and wicked men for all men have not faith."*

Many people put up totally unreasonable barriers to our witness because of ignorance, false indoctrination, errant teaching and or bad experiences they may have had earlier in their lives.

Soul winning prayers for *free course* will interject the supernatural force of God's glorious word to breach the strongholds of darkness, so that while we are witnessing, the "light of truth" will illuminate peoples hearts and minds and free them from unbelief, unreasonableness, lack of faith and sin.

PERSONAL TESTIMONY

43

use your PeRSONAL TESTIMONY

One of the most powerful and effective tools you have in your arsenal to win souls is your personal testimony. As a matter of fact, *the Bible is full of personal testimonies*. There's a good reason for that. Revelation 12:11 says,

"They overcame by the blood of the lamb and the word of their testimony..."

Jesus gave His testimony to Nicodemus in the book of John the 3rd chapter. In fact, his testimony is where we get the famous scripture John 3:16 . Also, Paul gave his testimony *3 times in one book alone*, the book of Acts.

Remember this, *"A person with an experience is never at the mercy of someone with an argument."*

Use your personal testimony as a tool to reach people's souls. Tell them what God has done for you. They can't argue with that. Then tell them God's promise, which says the same He's done for one... He'll do for them.

44

seven steps to sharing

your PERSONAL TESTIMONY;

Here's 7 steps for you to use in sharing your testimony with someone.

Step 1. Briefly describe your background and environment.

Step 2. Explain to them the events leading to your salvation experience.

Step 3. Describe your realization of needing a personal relationship with Christ.

Step 4. Depict for them a verbal re-creation of your salvation experience.

Step 5. Tell them the evidence of the change in your life and be specific, they'll relate to that.

Step 6. Share with them about your early walk with the Lord.

Step 7. Explain to them what knowing Jesus has meant to you.

Practice these steps and learn how to share them in about 3 to 5 minutes and watch how people come to Christ after hearing your story.

INSPIRATION

45

JESUS, FRIEND OF SINNERS

Why was Jesus so effective in soul winning? Jesus saw people as individuals, not masses. He was and is interested in the individual. All 12 disciples were won individually. Jesus imparted Himself into them, and they were to impart themselves into others.

Sinners loved to be around Jesus. They crowded around Him. They wanted to touch Him, They wanted to be close to Him, Why?...*because He cared.*

Religion didn't care. Society didn't care. But Jesus did care, and they knew it! Religion didn't have time for them. Society didn't have time. However, Jesus took time, and *they knew it!*

Jesus brought comfort to the lonely heart. He healed the broken-hearted. He opened blind eyes. He healed cripples. He touched unclean lepers. He spoke to and prayed for prostitutes. Jesus loved the outcast of society.

Think about it! *Anyone rejected by everyone else could be accepted by the Son of God... **Jesus, the friend of sinners.***

46

good intentions

One action is worth a thousand good intentions. Many people listening to me teach on soulwinning really intend to do a good job at witnessing but until they take the first step, mix it with faith, then go out and tell someone about Jesus, they'll never get the job done.

Hebrews 4:2 says, *"Indeed the Gospel was preached to us as well as to them, but the Word which they heard did not profit them, because it was not mixed with faith in those who heard it."*

In other words, **you have to act upon your good intentions.** You have to say, "In the name of Jesus, I'm going to be a witness and *nothing by any means shall stop me.*"

Then, you have to find somebody who doesn't know Him, open your mouth, and let the Word of God come out. It will change their life....and yours!

47

right ATTITUDE

Like all of God's disciples, Jonah was called upon to win souls, however, he wanted nothing to do with soulwinning, so he took a vacation instead.

Then, the Lord provided Jonah with a nice Mediterranean cruise. He had his own submarine and a free sushi bar to boot. Suddenly, after a little attitude adjustment, he had a change of heart, but alas it didn't last. And, although Ninevah was mercifully spared, our last picture of Jonah is sitting aside a hilltop mad at God.

Soulwinning isn't something you've got to do...*it's something you get to do.* Let Isaiah 55:12 be your attitude guidepost. This scripture says, "*You shall go out with joy, lead by peace.*" That's the proper attitude of a soulwinner.

48

YOU'RE NOT WORKING ALONE

One thing everyone needs to understand about soulwinning is that *you're not working alone.*

Jesus not only commissioned and commanded us to evangelize the lost, He promised that while we were doing so the Holy Spirit would be working with us.

We never have to prove God. He has promised to do that Himself. We are simply required to tell them what God's Word says in a manner they can clearly understand. We are to speak in love, looking to Jesus as our example.

We also don't have to defend God or His message, He'll do that. *God knows how to be God.* If we will do our part, God knows how to do His.

After Jesus commanded the disciples to go preach to every creature in Mark 16:15, verse 19 says, "*They went forth preaching everywhere, **the Lord working with them with signs following.***"

Remember this, "*You do the possible, God will do the impossible; you do the natural, God will do the supernatural; you do what you can, God will do what you can't. You do your best and God will do the rest.*"

49

UNTIL THEY KNOW YOU CARE

Some Christians abstain from witnessing because they're afraid they won't be able to answer tough questions which may be thrown their way during a soulwinning conversation.

If that's you I've got some good news. "*I will give you a mouth and wisdom that no man will be able to resist.*" Luke 21:15 Do you know who said that? Jesus.

Even when you don't have all the answers, people won't be able to resist your spirit if you witness in love and humility.

Many believers worry that they don't know enough about the Bible to witness. While it's true, you should "*study to show yourself approved a workman that needs no be ashamed,*" as Paul said, however, remember this, **people don't really care how much you know, until they know how much you care.**

win SOMEONE ELSE'S FAMILY

Years ago, I was touring the country with my band, when my drummer said to me, "Jerry, I feel terrible. We are out leading people to Jesus all over the country, yet my own family won't listen to me about the Gospel." I said, "James, let's dedicate all the souls we win on this tour to the salvation of your family."

Do you know that within 6 months, *every one of James' family members, father, mother, sisters, and brothers had come to salvation in Jesus.* And all by witnesses who crossed their paths and harvested their souls.

James' family wouldn't listen to him, but ***because he led other people's family to the Lord, he obligated God to send a witness to his family.*** "Give and it shall be given to you." Luke 6:38.

SOULWINNING

STATEMENT

A great soulwinner once said,

"Let the cross be raised again at the center of the market place as well as on the steeple of the church. Jesus wasn't crucified in a cathedral, but on a cross between 2 thieves...on the town heap at the crossroads so cosmopolitan his title had to be written in Hebrew, Greek, and Latin. The Son of God was crucified at the kind of place where soldiers gamble. Because that's where He died, and since that is what He died about, that is where Christians can best share His message of love, because that is what Christianity is all about.

I think this statement is one of the greatest I've ever heard pass from the lips of man. If that doesn't inspire you...your inspirer is broken.

PREPARATION

PRAY FOR OPPORTUNITY

We should pray for opportunity through divine appointments. Colossians 4:3-5 makes three main points. *"Pray... that God may open a door for our message... that I may proclaim it clearly... and make the most of every opportunity.*

The very fact that the 2nd coming of Christ has not yet happened tells us that there are still many people who, if given the opportunity, *will accept Christ.*

If you haven't had any openings lately to give a witness, stop right now and ask God to give you the needed opportunity so you can fulfill Jesus' Great Commission to preach the Gospel.

Lost souls hang in the balance all around you today. You may be the only Bible they'll ever read. Your life and your testimony may be the only chance someone you know has of escaping hell and entering heaven.

PRAY FOR BOLDNESS

One of the things we want to do as a witness is pray for boldness. Acts 4:29 says, "*Behold their threatenings and grant to your servants boldness that they may speak your word.*"

That was the prayer the disciples prayed when they needed boldness, and sure enough, in verse 31, it says, and "*when they had prayed, they were filled with the Holy Ghost and spoke the Word of God with boldness.*"

Boldness is something everyone thinks they need more of in order to minister the Gospel effectively. The good news according to Acts 4:31 is that when you pray for boldness, God can and will answer your prayer.

If there's anything He wants to answer your prayer for, it's that you would have more boldness to share about Him.

God's Word says, "*the righteous are bold as a lion.*" Pray for boldness. God will give it to you and ***you will be a bold witness for Jesus.***

BATTLE PLAN

every great general before entering the battlefield, has a *battle plan*. One thing I want to encourage all Christians to do is learn or memorize a battle plan for souls.

Whether it's evangelism explosion, the four spiritual laws, the roman road, or some other plan, learn at least one plan you can use to lead somebody to Jesus very quickly and very simply.

One plan I've developed is called seven steps to salvation. It uses seven verses to explain salvation and then it's up to the individual to choose Christ or not. Another plan I use is a one scripture plan. And yet another plan I use explains the meaning of the term born-again.

You know, it's not really the plan that matters, it's the God of the plan. With God's Holy Spirit and His Word combined, you can lead somebody to the Lord today.

a PRAYEr tip

If we rely on education, we'll get what education can do. If we rely on organization, we'll get what organization can do. If we rely on eloquence, we'll get what eloquence can do. But, if we rely on prayer, we'll get what God can do!

Prayer can be an effective first step for someone to receive Christ. Sometimes after hearing a witness about Jesus, people say, "No, I'm not ready to receive that." At which point I'll say, "Well, look, let me just pray for you."

Most people like the idea of prayer. As a matter of fact, most do let me pray even after they've said no to salvation. Afterwards it's not unusual to see an immediate change in their attitude. And many times,

though they've said no to my initial attempt for their salvation, after prayer, they've turned to me and said, *I've changed my mind; I'm ready.*

Try this tip the next time your turned down. As for yourself, always remember... go prayed up.

56

don't go by FEELINGS

Don't wait for a feeling before engaging people in soulwinning conversations. I certainly believe in being led by the Holy Spirit, but I've found many people use the term, "*I don't feel led*", as an excuse to avoid doing God's work. After all, we don't have to "*feel led*" in order to follow a *direct command from Jesus* to preach the Gospel to every creature.

The mentality of waiting to "*be led*", regarding a direct order, wouldn't work in any military today and it certainly doesn't apply to God's army.

We do need to be led by the Spirit in order to know who, when, where, and how. However, if these types of instructions aren't continually being imparted to you by the Holy Spirit, *the problem may be that you're not listening.*

Start with simple obedience by just telling everyone the Good News and soon you'll notice that you are feeling the Holy Spirit's leading.

57

PAIR UP

Did you ever notice Jesus often sent the disciples out in pairs. Paul and Barnabas paired up, then the practice continued with Barnabas and John.

The Old Testament defines a spiritual principle of "team work" when it says, "*One will put a 1,000 to flight; two will put 10,000.*" *Deut 2:30*

It's spiritually wise for any soulwinner to find a partner in witnessing to team up with. Finding someone who feels the same passion for souls as you will strengthen your effort 10 fold. If you are an experienced soulwinner, you might look for someone you can mentor in soulwinning.

Either way, look for a partner who can share with you in the witnessing conversation or who can back you up with quiet prayer and sometimes run interference as need be. Ask God for a soulwinning partner today!

58

SELFISHNESS

You will never be a soulwinner if you're a selfish person. Nobody has time to witness, we all have to make time. The truth is this, everyone has been given the same amount of time. There's just 24 hours in everyday and seven days in every week. Somewhere in there, we have to make time unselfishly for people who don't know Jesus.

Being tired is not an excuse; being busy is not an excuse. Look at Jesus. After walking for six hours in the hot desert teaching and training his disciples, they came upon the well at the city of Samaria. Jesus, being in a physical body was very tired, to the extent the disciples had Him wait at the water well while they went into the city to buy food.

Though He was tired and thirsty, Jesus still took time to minister to a thirsty woman. Boy did that pay off! He not only led her into His kingdom, but because of His witness to her, *she opened the entire city* to Jesus and He was then able to lead them *all* into the kingdom. Jesus is our supreme, unselfish example as a witness.

59

STUDY SOULWINNING

The Bible says in Timothy, "**Study to show yourself approved, a workman that need not be ashamed.**"

God's Word makes it clear that every believer is called to be a witness. Jesus said, "*Follow me and I will make you fishers of men.*" Notice Jesus said, "**I'll make you fishers of men.**"

Nobody is a born soulwinner. Soulwinning is something we develop through study and by God's anointing as we practice. I've spent over 30 years being a soulwinner and I am still learning. The good news is we can all learn to be soulwinners.

Remember, God would never command you to do something He can't equip you for.

60

MAKE A LIST

Let me give you a little soulwinning exercise. Make a list of all the people you know whom you believe aren't saved. Then, next to each of their names, write down the reason you've never shared Christ with them.

Maybe you haven't seen them in a long time, or perhaps, they were offended by something you did or said to them one time. Or, maybe you've just been afraid to talk with them about Jesus. Whatever the reason, write it down.

Now, put the list on your refrigerator or somewhere else prominent, then everyday, pray over each person and ask the Holy Spirit to start moving in their lives and opening their hearts for the Gospel.

Then, pray for ideas on how you can share Jesus with them.

Perhaps write them a letter or invite them to dinner. The most important thing is to get them back on your *soulwinning radar screen*.

handling

tough questions and objections ...

61

CAN YOU PROVE IT?

Not long ago, I was preaching on the streets of London when a young man walked by me and asked, **"But can you prove it?"** To which I replied, "I'll be glad to prove it to you."

I took him aside and I began to show him that God's Word has many *infallible proofs*. The book of Acts says that, Jesus, when He left this earth, left us with many infallible proofs to show that He and His Word are real.

I began to show this young man scientific evidences in areas such as astronomicals, geophysics, biology, and basic scientific laws long ago written in the Bible which prove it to be God's Word. "Nevertheless", I told him, "in the end it still takes that little *leap of faith* to believe in someone you can't see." Guess what? He was convinced and he received Jesus as Lord.

62

PEOPLE WHO HAVEN'T HEARD

Here's a tough question you'll often hear people ask. **"What about all the people in the world who die never having heard about Jesus?"**

When somebody asks me that question, I say, "Well, the Bible says in Genesis, "Will not the judge of all the earth do right? I trust God's judgement. But *here's a question for you*. When you die and stand before God's judgement throne and He asks you what you did with all you heard about Jesus, *what will you say?"*

Some people you witness to just try to throw up road blocks to stop you from sharing the Gospel. Then of course, the devil helps by filling their mind with silly questions.

However, for those sincerely seeking with sincere questions, the Bible says we, as believers, ought always to *"be ready to answer the hope that is within us."*

63

GOD DIDN'T WANT ROBOTS

How do you answer someone who says, **"If God is all powerful why doesn't He just make all men saved automatically?"**

The first chapter of Genesis tells us that God made man in his own image. God didn't make a robot or a puppet. God isn't a robot and neither are we. God didn't want robots; He wanted a family of people with a *free choice* to love Him and be in His family or, they can choose not to.

Only when we have a choice, can we really love. God is all powerful. He is also holy. He can't call sin righteous nor can He make a lie the truth. God has done His part to bring salvation to all mankind by sending His only Son, Jesus to die for us on a cross.

Now that's the truth and the Good News is this, Jesus said, *"You shall know the truth and the truth shall make you free."* But, only if you do your part and accept it.

64

CAIN'S WIFE

Sometime, while witnessing to people, they ask the silliest questions. Have you ever heard this one? **"Where did Cain get his wife?"** I usually look at them and say, I don't really know, I wasn't there, and neither were you... but, he probably married one of his sisters. It wasn't against God's law at that time. Remember, Adams, blood was so pure at that time that it took a 1,000 years for him to complete the dying process after he had sinned."

I'll continue by saying, "But, I tell you what would really be a shame. *That is if a bunch of people miss going to heaven because they are worried about where Cain's wife came from instead about where they're going when they die. **Don't you agree?"***

Don't let little road blocks and silly questions stop your witness, instead, learn to turn tests into testimonies.

65

MARIJUANA

Have you ever witnessed to a pot head and heard him say something like this, **"What's wrong with marijuana dude? Doesn't Gen. 1:29 say, God gave man every herb and seed. Marijuana is an herb, dude."**

You might start by explaining that Gen. 1:29 was *before* Adam and Eve fell into sin and then after their sin, there came a curse on the ground which brought about thorns and poisonous plants (Gen 3:17). In short, *there's a snake in the grass*, named satan.

The Bible classifies illegal mind altering drugs under the category of sorcery in Is. 47, 57 and Rev. 21:8. They are condemned. Drugs are a counterfeit for "God's Spirit" which is the real thing.

If people really want to know about getting high, they can find out when we introduce them to the Most High.

66

CHURCH

I believe the church is God's discipleship program. However, when witnessing, people will sometimes ask, **"Do you have to go to church?"**

I tell them "No, I don't have to go to church, I get to go to church. But it is true that God's house is not a building. After all, Jesus said, 'Know ye not that ye are the temple of God.' God doesn't want to live in buildings, He wants to live in people. He wants to live in me and He wants to live in you. He wants to put His victory and love into your life."

You might also add, "You don't have to get born-again in a church, but having said that, what happens to a fire without adding wood to it on a regular basis? The same thing usually happens to people who don't go to church, which is also why the Bible says in Heb. 10:25 that Christians should *"not forsake assembling themselves together and exhorting one another."*

67

REINCARNATION

Sometimes, when witnessing to new agers, you'll hear them ask, **"Do you believe in reincarnation?"** I answer *"No, because the Bible teaches something even better called resurrection, which means if you receive God's salvation when you resurrect you won't have to go through the pain of this earthly world again."*

Then, I'll continue by sharing Heb. 9:27 which says, *"It's appointed unto men once to die then the judgement."* After that, I like to point out John 5:28, where Jesus says, *"All in their graves shall come forth for judgement, the saved and the lost."*

Then, I ask them a pointed question. *"Which will you be, the saved or the lost?"* From that point, I can take them right into the salvation scriptures.

Try that the next time someone brings up reincarnation. I don't know about you, but ***I'll take resurrection over reincarnation any day.***

68

JEWS

How does one share Christ with someone who objects to your witness by saying ***"I'm Jewish!"***.

I always say *"How Jewish one you? Are you as Jewish as Abraham, Moses, or Daniel? They all believed in a Messiah. Do you believe in the Messiah?"*

If they do, I'll begin a discussion using old testament messianic prophesies about the Messiah and then I'll begin showing them the New Testament fulfillments of these prophesies by a Jewish rabbi named Jesus or in Hebrew "Yeshua".

Here's a few good comparative portion of scriptures to use.

Isaiah 53... Psalms 22... Proverbs 30:4

Also, when witnessing to Jewish people, especially secular Jews, use your personal testimony.

69

HITLER

Sometimes when witnessing to Jews they will ask, ***"Why did God let Hitler kill six million Jews?"***

I explain by saying, *"First of all Hitler's life was controlled by the Devil not by God. There's even evidence that he took part in some Satanic worship. Remember also, he sent evangelical Christian pastors to their deaths in concentration camps."*

Hitler wasn't any more a Christian than the devil is. Besides, God didn't let the Holocaust happen, men did.

Man should never blame God for the shortcomings of men. God created man to be perfect and He want's to recreate all men, Jew and Gentile, perfect in His Son Jesus, the Messiah through a process called being born again. Ever heard of that?"

Sometimes Christians are accused of being anti-Semitic for evangelizing Jews. The truth is that it is anti-Semitic not to.

70

WHY HELL?

If you witness very much, you will hear this question, **"Why would a loving God create Hell?"**

I like to answer by explaining that the Bible says, *"God created Hell for the Devil and his fallen angels. He never intended Hell for man."*

However, His love cannot permit sin to permeate Heaven and eternity the way it has enveloped the earth. That means, when it comes time for Jesus to return and reclaim the earth, Satan, his demons, and all those infected by sin who haven't repented will have no place in a holy and perfect eternity.

But the good news is this, God sent me to cross your path today because His plan for you is Heaven, not Hell."

71

Why people go to hell

Tough questions are sometimes our greatest opportunity to share Jesus. For instance, if someone asks you, **"Why would a loving God let people go to Hell?"**

You could answer by explaining that Satan infected Adam & Eve in the garden with a terrible disease called sin. They then passed that horrible disease of sin on to their offspring to this very day.

If God let one person infected with this disease into heaven it would start a sin epidemic in heaven. And God won't let that happen. Which is the very reason he sent Jesus who shed his blood. Then if we accept him we can have a blood transfusion through Christ which washes all our sins away, cleanses our blood, and makes us holy, thereby allowing us to enter heaven.

Hell is not meant for man, which is why God sent Jesus to the rescue.

72

HYPOCRITES AND FALLEN PREACHERS

Inevitably while your witnessing, someone will ask **"What about hypocrites and or fallen preachers?"**

I always answer them by saying, *"God forbid that you would die today, but if you did, when you get to heaven, God isn't going to ask you about hypocrites or fallen preachers, He's going to ask you about your life, and about your relationship with Jesus, whom He sent to die for your sins."*

Always bring a soulwinning conversation back to them personally and what they've done with their knowledge of Jesus. Sometimes I'll say, *"Besides, if you don't like hypocrites, you sure don't want to go hell, it'll be full of them. And wouldn't it be the irony of all ironies if they, of all people, stopped you from going to heaven."*

73

I BELIEVE IN GOD

The next time you are witnessing and someone says, "***I believe in God.***"

You ought to respond, "*Good for you. Let me point out one thing that you'll be glad to know. The Bible only has one thing to say about people who don't believe God. Psalms 14:1 says, 'The fool hath said in his heart, there is no God. So, the Good News is, your no fool.'*"

However, the Bible also points out that believing in God is not all it takes to go to Heaven. For instance, James 2:19 says, 'Demons believe in God and tremble.'

So just believing is not enough. However, if you'll mix your belief in God with obedience to His Word regarding how to receive salvation, then you're guaranteed eternal life. After all, God believes in you too! In fact, He believed in you so much, He sent Jesus to save you.

74

I'M AN ATHEIST

Polls say 98% of the people in America believe in God. Fewer than 2% will call themselves atheists. But every once in a while you're witnessing, someone will say, "***I'm an atheist. I don't believe in God.***"

Here's how I respond to that kind of statement. I'll say, "*I understand the definition of an atheist is someone who knows there is no God. Is that right?*" Then after they respond in the affirmative, I'll ask them, "*Do you know everything.*" They'll say, "Well no, I don't know everything." Then I'll say, "*Since you don't know everything, is it possible that in the realm of which you have no knowledge, God exists?*"

That statement often converts them from an atheist to an agnostic. An agnostic is someone who hasn't made up their mind, which is exactly why God sent you into their pathway.

75

DON'T BELIEVE IN THE BIBLE

How do you witness to someone who doesn't believe the Bible? I usually ask, "*Why?*". Then, they usually respond by saying something like, "***Well, the Bible is just full of contradictions***" at which point, I'll pull out my pocket New Testament and say, "*Really, I've been a student of the Bible all my life and I've never seen a proven contradiction. Would you show me one?*"

For 99% of people this will stop their argument cold. Sometimes doubters say, "But, it was just written by men." Of course, I'll agree with them and show them II Tim. 3:16 which says, "*The Bible was written by men, but inspired by the Holy Spirit.*"

The Bible was written over a period of 1,500 years by 44 different authors, yet, it is woven together from beginning to end in a manner which proves it's true author to be God and God alone.

Most people who object to the Bible being God's Holy Word have *never read it*, which is why even if they insist they don't believe it, ***I'll read it to them.***

76

BRUSH OFFS

Let me offer you a few responses to try the next time someone tries to "brush you off" when witnessing.

Suppose someone says, "**Your bothering me.**" You could respond, *"I don't mean to, but you know that reminds me, my guilty conscious bothered me until I asked Jesus to forgive my sins."*

Or, they might say, "**I'm doing all right**", you could respond, *"That's good, but from God's standpoint, are you saved or lost?"*

Or, if they say, "**I don't discuss religion or politics**", then I'll say, *"Thank God, because Jesus is neither. Being born again is about a relationship with your Creator."*

Sometime, they'll say, "**I don't want to hear it!**" To which I might respond, *"It's interesting you say that because that's exactly what God's going to say to everyone who's offering Him excuses on Judgement Day."*

Some might retort, "**I don't believe in "fairy tales"**", to which you might say, *"I don't either, that's why evolution, atheism, astrology, and religion went out the window when Jesus came in."*

Remember, these types of responses are meant to be said in sincere love and not as a terse reply.

77

turn Cut Offs into comebacks

Ever had someone cut you off while witnessing with some rude remark such as, "**That's a lot of foolishness.**" You could reply by saying, *"That's exactly what the Bible says, 'The preaching of the cross is foolishness....to them who are lost.'"*

Or, some might say, "**God wouldn't send me to Hell.**" You might respond, *"He wouldn't want to, but the devil will sure lead you there by deceiving you into thinking you can go to heaven without being born-again."*

If someone says, "**I'm a hopeless case.**" Tell them this, *"I was too. Everybody is without Jesus. That's why the Bible says, Christ in us, the hope of glory."*

No matter how insulted you feel when they try to brush you off, always make sure your "come back" is said in love and humility.

78

more COMEBACKS

Sometimes a good "comeback" comes in handy when soulwinning. Suppose someone says to you, "**I believe my own way.**" You can respond, *"The only problem with doing things our own way is that we're human beings who make mistakes, which is why Jesus said, 'Follow me.'" He also said, "I am the way, the truth, and the life. No man comes to the Father but by Me."*

Here's another ridiculing remark you might hear, "**Prove it!**" Sometimes I respond, *"I don't have to, but God will if you'll ask. Let's pray a prayer right now and ask God to make Himself real to you."*

Sometime mockers will say, "**That's for losers**", to which I'll say, "*That's true, in fact, the Bible says, all have sinned which makes us all losers. But that's why God sent Jesus. His salvation makes winners out of all of us.*"

Watch your attitude when you're giving these responses. Remember, a soft answer turns away wrath.

79

COMEBACKS iii

The devil always fills people's minds with objections when you're witnessing. Here's some responses you might try. The next time somebody says, "**I'm not worried about it**", you could say, "*Millions of people now in hell wish they had worried about it.*"

Or, if they say, "**I have my own personal religion**", you could say, "*Yes, but do you have your own personal savior?*"

Or, they might say, "**There are many ways**", to which you can respond, "*That's true but the Bible says, 'There's only one way that leads to heaven.'*"

You might hear this one sometime, "**I'm all right**", to which you can say, "*The Bible says anyone without Jesus is all wrong. But you could be all right if you give Him your heart.*"

Always remember, these comebacks aren't meant to provoke anger but to provoke further thought and conversation.

80

COMEBACKS iv

Some people don't know that I preach on the streets all over the world. In doing so, it's not unusual to be heckled. When that happens, I've learned to properly use comebacks.

For instance, sometimes people will yell out, "**Go to hell!**" I usually respond, "*I can't, they don't let real Christians in there*", or sometime I'll smile and yell back, "*Go to heaven!*"

Sometimes people will say, "**I don't believe in the devil**", I'll say, "*Oh no! He's got you right where he wants you!*"

I hear people sometimes say, "**I'm gonna join all my friends in hell.**" I respond, "*That's sad because they're screaming at you right now to go to heaven. If they're really your friends, they don't want you to make the same mistake they did.*"

81

DESTROY EVIL

Has anyone ever asked you a question like this, "**If God loves us so much, why doesn't He destroy all evil?**" I like to respond by saying,

"He wants to and He will very soon. Jesus told a parable about the earth and mankind explaining that He had leased the earth to men for a period of time and at the end of that time He would reclaim it and destroy all His enemies and all those who followed evil.

But, if He did that right now, unsaved multitudes would be destroyed along with satan and his demons.

God loves mankind so much the Bible says, He wants "none to perish" so He's giving as much time as possible for people like you to have the opportunity to say yes or no to His offer of salvation and membership into His family and kingdom.

The good news is millions of people are being saved and God wants you to be one of them. How about it?"

82

JESUS IS A CRUTCH

Sometimes people you're witnessing to will try to block you from sharing Christ with them by saying, **"I think that Jesus stuff is a crutch, and I don't need a crutch."**

I'll often reply, "You know, it's funny you should mention Jesus and a crutch in the same breath. In the Bible you often see Jesus responding to people who are crippled. One thing you notice right away is that He didn't limp along with them, instead, He healed them."

Then, I'll continue sharing with them by saying, "You know, sin cripples everyone it touches spiritually. You may or may not see it visibly but the crippling effects are there, and only Jesus can heal us from sin. He's the only one who even wants to. You know how a lot of people are insensitive to the handicapped? That's the way most people are about those who suffer from sin in their lives but not Jesus. He's there for you--even if you call Him a crutch."

83

"SAVED?"

Sometimes when witnessing, we'll use the term "saved" and people will say **"I don't need to be saved."**

I usually tell them the term "saved" is an expression Jesus used 11 different times in the Bible. In Mark 16:16, He said, "He that believes and is baptized shall be saved; he that believes not shall be damned."

Saved means being saved from spiritual death. Several times, Jesus tells people who He healed that they were saved from their diseases or delivered from satanic possession.

The word saved actually comes from a Greek word, "sodzo" which means to make whole, to make free, to prosper, to protest, to heal, and to deliver.

To be saved not only means you're delivered from satan's kingdom and sin's curse, but it also means you are returned to oneness with God to share in His nature, His blessings, and love eternally. Sounds like a good deal, right?

84

carry YOUR BIBLE

Carry a witnessing Bible with you or have one near at all times. A small pocket Bible marked with a few salvation scriptures is the most effective tool in your witnessing tool kit.

The Bible says, *"The entrance of thy Word bringeth light."* Unsaved people live in a world of darkness which means in order for us to bring them out of darkness we must show them the light of God's Word.

I've led many people to Christ who told me frankly they didn't believe the Bible was God's Holy Word. However, after showing them a few passages, I saw these same people come to salvation. Why? *Because God's Word is true and the entrance of His Word turns on the light of truth which sets people free.* Carry your Bible (a pocket size, marked for witnessing) and use it as a weapon in the battle for souls today.

85

soul winning TOOLS

carry a few soulwinning tools with you everywhere you go.

First of all, carry your Bible, and some tracts. Next consider carrying a **"new convert data card"**, which is simply a card they or you can fill out listing their information which you or your church can in turn use for follow up. Try to make attaining this information as informal as possible, after all, we don't want them to feel as though they are signing a contract, or purchasing salvation from people.

You might also carry some **follow-up tracts** or **booklets** which are designed to show them their next step as a new believer.

All these tools will make it easier for you to bring people into the discipleship phase of soulwinning. After all, *making disciples is a part of evangelism.* And, the right tools will help you get the job done.

FOLLOW UP

86

if we don't FOLLOW UP

the devil might swallow up

if we don't follow up, the devil might swallow up.

We always need to be sure that were following up on the people we lead to Christ by talking to them personally, by encouraging them to come to church with us, and by introducing them to our pastor.

You might ask your pastor to send them a special letter saying that they're welcome in your church. These are things that must be done so that people can become disciples. One thing you can do when sharing Jesus with someone is to explain how important it is to be baptized, and telling them the first thing Jesus said to do after receiving him, is to *publicly confess him before men.*

Then encourage them to come with you the very next service at your church so they can fulfill Jesus' command.

87

FOLLOW UP PLAN

Every church should have a follow up plan so that when their members lead someone to Christ, they can do the follow up so the devil won't swallow up.

Here's a little plan. 1. Assign them a prayer partner. 2. Assign a ministry host, who will send them a letter, and personally check on them once a week. 3. Hand deliver them a Bible and other discipleship material. 4. Send a letter congratulating them on their decision and welcoming them into the family of God signed by the pastor. 5. Phone them once a week and offer transportation to the church. 6. Conduct an in home visit by a ministry team. 7. Offer a personal in home Bible study once a week for four weeks.

If we don't follow up, the devil might swallow up, so follow up!

88

ASSURANCE

After you lead someone to Christ, one of the most important things to do is to show them **God's assurance of their salvation.**

Here's some good scriptures for that.

1 John 1:9 says, *"If we confess our sins, He is faithful and just to forgive us our sins, and cleanse us from all unrighteousness."*

Romans 10:13 says, *"Anyone who calls upon the name of the Lord will be saved."* LB

Romans 3:24 in the Living Bible says, *"God declares us "not guilty" of offending Him if we trust in Jesus Christ, who in His kindness freely takes away our sins."*

John 1:12 says, *"But to all who received Him, He gave the right to become the children of God."*

2 Corinthians 5:17 says, *"When someone becomes a Christian, he becomes a brand new person inside."* LB

Isn't it great to know that even if you've been rejected by everyone else-- **you are accepted by Jesus!**

SOULWINNING PLANS

89

ABC PLAN

Have you ever tried the ABC plan to explain salvation?

A- *All have sinned and come short of the glory of God. Rom 3:23.*

B - *But God demonstrated His own love toward us in that while we were still sinners, Christ died for us. Rom. 5:8.*

C - *Confess with your mouth and believe in your heart the Lord Jesus and you shall be saved. Rom. 10:9.*

If you can remember your ABC's, you can lead somebody to Christ today.

You might begin this plan with an approach question such as, "**Have you learned your ABC's?**" The when they begin to quote them, you might say, "Oh not those, I mean these.....and then you begin with the Bible ABC's.

Try this little ABC plan on the next unsaved person you see.

90

BORN AGAIN

Ask somebody today, "**Have you ever heard the term born again?**"

Then explain, "*The person who made that term famous was Jesus Christ. A man named Nicodemus wanted to make sure he'd go to heaven so Jesus explained to him the difference between an earthly birth and a spiritual birth by telling the man being born on earth wasn't enough to get him into heaven, but having a spiritual birth, or being born again would.*

He then gave Nicodemus his personal testimony and God's plan for salvation, which by the way, is where we get the famous scripture John 3:16."

Try this question on someone today. You might be surprised to find out that although most everyone in America has heard the term, "born again", most people you'll ask will *not* know what it means. But then, that's why you're asking.

How to Turn Your Church Into A Soul winning church

(This Section Is Especially For Pastors And Church Leaders)

91

set soul

winning goals

Habakkuk 2:2 says, "**Write the vision and make it plain**".

Something happens when we write out our goals, desires, and visions. It seems to add a definitive aspect to whatever it is we are seeking.

The church is a conglomeration of individual people as well as individual thoughts, ideas, and individual purposes. Therefore, in order for unity to come to a diversified group of individuals, it is necessary to get everyone on the same page, which is probably why Jesus told his disciples to go and wait in the upper room. The book of Acts states that *when they were all in "one accord", the Holy Spirit came and filled them.*

Setting soulwinning goals brings focus to the Great Commission and reminds all of us individuals that there is an overwhelming primary purpose given by Jesus for the church to unite.

In other words, there is a single cause (the salvation of mankind) which is bigger than all our individual needs and desires.

So, whether it's with a chart, a thermometer, or other visual aids, or simply a continual vocal expression, set goals and contend for the faith.

Simply put, *setting evangelism goals will bring your church into one accord* aimed towards our Great Commission of winning souls.

92

give special recognition to

the soul winners in your church

The Bible says, "***Give honor to whom honor is due.***"

I can't think of anyone who *deserves recognition in the body of Christ more than a soulwinner*. The ultimate soulwinner, Jesus, was also the one who gave the Great Command to His church to become soulwinners.

Sometime, I think we confuse people in the church because of where our order of importance is placed. *To whomever you give recognition is to whom most church goers will believe is their role model.*

A "babe" in the Lord will assume whenever he or she "grows up in Christ", they should imitate whomever the leadership gives the greatest recognition to. For instance, if we honor deacons as the most important position in the church, the average church goer will grow up thinking, when I really become mature in Christ, I'll be able to be a deacon. We could substitute "deacons" for a number of other roles such as a board member, Sunday school teacher, praise and worship team member, etc. However, if we are going to have a soulwinning church, *we must give recognition and honor to whom God gives the honor to....* ***"He that winneth souls is wise and will shine as the stars forever." Daniel 12:3***

93

use soul winning reminders

Please allow me room for a little self promotion here, though not in a vain or proud way I pray. I believe God has given me an idea to help churches be reminded of soulwinning through a series of one minute recorded messages I call "Today's Soulwinning Tip".

Many churches today take a moment before their offerings to do a short teaching on giving. Why? Because it works. I believe the same will work for soulwinning. Therefore, we are making them available to churches for free if they promise to play 1 per service.

I first became aware of my need to become a soulwinner when my father, who pastored our church, hung banners across the front of our church. One which said, "Every believer a witness"... "Every witness a soulwinner". He then followed up by having an equipping evangelist come and teach soulwinning to our church. It changed my life; I've never been an avid soulwinner ever since. I was eleven years old.

94

mix soul winning

themes into your sermons

Since salvation is the central theme of the Gospel, it's not hard to mix soulwinning themes into any subject one may be preaching. Whether it is stewardship, lifestyle, service, or intimacy with God. Soulwinning can wind through a sermon as purposefully as the scarlet thread of salvations run through the history of man.

The responsibility of every pastor comes from the understanding that whatever is preached from the pulpit is what will be enacted by the pew. "Oh were it only so." Most pastors would exclaim!

Yet the truth remains, ***what pastors prioritize is what their people will initialize.***

If soulwinning is not continually reinforced, it won't be accomplished. Being compelled to win souls doesn't happen through osmosis. It must be taught, affirmed, then reaffirmed.

Of course, pastors can't preach on soulwinning every sermon as there are so many other issues pastors must address as guardian and shepherd of the flock. However, in order to maintain the purpose of the church, pastors must emphasize soulwinning in their sermons if the congregation is to be a soulwinning church.

95

hold a soul winning

conference once per year

The average church usually has several conferences, revivals or seminars each year, touching on a variety of subjects, most of which don't include specific training in evangelism and soulwinning.

As an "equipping evangelist", I find this extremely hard to understand. One of the first statements I make when beginning the soulwinning conferences and sermons I teach is,

"Brothers and sisters, most of the meetings we have in our churches today are meetings which tell us what God can do for us. How He can serve us, or heal us, or fill us with His spirit or even how He can prosper us financially. Now, I am for all those types of meetings, but this is not one of them. In this meeting, I'm not going to tell you how God can bless you, I'm going to tell you how you can bless God."

Guess what I've found? **People want to do something for God!** People want to win souls. They just don't know how.

That's the purpose of a soulwinning or evangelism conference. It's also one main purpose of the evangelist. If you believe Eph. 4:11, you must also believe God gives special gifts to men so they are able to *"equip the body of Christ"* in a special way. An evangelist can't accomplish what the gift of a pastor can. Likewise, the pastor can't accomplish what the gift of an evangelist can.

Also, there are *different kinds of evangelists*. Some are excellent at reaching only the lost and don't necessarily teach well to the church. Thus the need to utilize the ministry gift of an ***"equipping evangelist"***.

The "equipping evangelist" is someone who not only knows how to reach the lost, but who also has enough of an apostolic anointing and teaching anointing to impart both spiritually and practically into the church thus enabling them to act upon Jesus' Great Commission. He may also operate in a prophetic anointing as well, which will add a further impartational aspect to equipping soulwinners.

organize your services

to be sinner friendly

It has been well said that ***the church is not a museum for saints, but a hospital for sinners.***

The way sinners attend church you'd almost think they're having to go to the hospital. Not, many people like to do that, even though a hospital might save their lives.

Let the church today take a lesson from some modern hospitals. Today's hospitals are attempting very much to become patient friendly. So should the church become *sinner friendly*.

No, we should never compromise our standards or God's Word. However, short of that, we should do whatever it takes to draw people in an attractive manner to the church. Take a look at the people in your community. What will draw them and interest them in your place of worship?

People are fleeing mainline denominations today, but are filling churches which offer a more casual yet intensely spiritual experience. A few essentials seen in these growing churches would be;

- 1) ***Spiritual preparation*** through prayer, study, and internal readiness, so when people enter the sanctuary, they sense the presence of God and a leadership with a sense of purpose.
- 2) ***Contemporary praise and worship.***
- 3) ***Word based sermons*** which are relative and are ***definitive in application.***
- 4) ***Emphasis on relationship building*** with opportunities for fellowship. (Is being successfully done by many through cell groups)
- 5) ***Children's and youth ministry;*** 80% of parents choose a church based upon the church youth and children's ministry.
- 6) ***Networking*** internal businesses with congregants for mutual benefits.
- 7) ***Meaningful seminars and conferences*** teaching on spiritual and practical topics such as Biblical finances, Family management, Prayer and Bible study; the key to mental and physical health, outreach ministry to the community and world missions.
- 8) ***Warm and friendly greetings*** from well-trained hosts, ushers, and the church in general.
- 9) Special emphasis on ***enabling leaders*** and ***helping people achieve their goals.***

pastors should lead by

their example of being soulwinner

I'm a firm believer in the principal which states, ***"You can't give what you don't have."***

A bad pastor can be compared to a sheep dog. The flock, after feeling attacked, might do what the pastor wants for a while, but if they feel they are being herded instead of led, they will soon start looking for a different flock to join.

Jesus calls his Pastors to be *shepherds of the flock*. A shepherd gets out in front of the flock and leads the way. Churches follow the pastor's lead and example. Churches don't always do exactly what their pastors exhort but the majority will take on the personality of their pastor, and will eventually in like manner, follow the direction he sets an example for.

Paul said, "Follow me as I follow Christ." Following is an action. It's not enough for a pastor to say, "Do as I say, not as I do."

Our prime example is the "good shepherd" Jesus. He was a personal soulwinner, as was Peter, Paul, and other disciples. Pastoring and ministry in general is not a profession, it's a call to action. The primary action of any Christian and especially their leaders is to be a soulwinner. The church is the army of God, and it's pastors and ministers are the commanders leading the charge.

On a personal note, I've never heard of a soulwinning church who wasn't led by a soulwinning pastor.

98

make soulwinning opportunities
available to your people

Here are just a *few* suggestions:

- 1) Start a weekly "door to door" outreach team.
- 2) Start a "visitation team" to visit your visitors, hospitals, nursing homes.
- 3) Hold an annual "block party" outreach.
- 4) Enter a "Jesus March" team in local parades
- 5) Form a "crisis response team", for intervention in bad news situations.
- 6) Form weekly "cell group meetings" with an evangelistic emphasis at it's heart.
- 7) Start a "food pantry" (great soulwinning tool)
- 8) Host parties (back to school, holidays, etc. ending in prayers for salvation)
- 9) Start fellowship/ minstry home groups aimed at bringing in the unchurched

Human nature tells us that the majority of people are not self starters. Most need motivation and opportunities. Thus, the need for leadership, which is why God anoints, appoints, and calls men into the ministry. It is leadership's responsibility and especially the pastor as senior leader of the local church to make available useful opportunities.

99

look for A variety of fresh
soul winning ideas to implement

I'm a big believer that we can't motivate people to do things they are not naturally motivated to do. One of the greatest responsibilities of church leadership is to identify individual motivation and to then channel them in a productive manner which builds the Kingdom of God through some aspect of evangelism.

For this purpose, we need to research a variety of soulwinning methods to employ as well as new and fresh ways to implement them. Not everyone will be comfortably going door to door, but may like clown ministry to children. Whereas others may not enjoy nursing home ministry but are highly motivated to do prison ministry or operate a food bank or coffee house ministry. Some may be uncomfortable with street ministry, but may love opening their home for a neighborhood Bible fellowship, etc., etc., etc.

Always welcome new and fresh ideas especially when they come from within your congregation and especially when the congregant is willing to take the lead.

100

help launch soul winning ministries
within the parameters of your church

The next time someone in the church comes to the pastor and says, "Pastor, I really think we should be reaching out to the homeless." The pastor should say, "I think that's a great idea, and if you'll take the leadership roll, we'll do everything we can to back you up and help you implement a plan of action."

This is how you identify the leadership ministries within your church. Of course, there are those who are always coming up with a great idea which they want *you* to do.

The task is to watch for those who are willing to take a leadership role in their suggestion, then get behind them in a big way. They are not your competition, they are the answer to your prayers. Your job is channel them properly and to throw wood on their fire and help them blaze into a burning bush for God. I highly recommend a book from Tommy Barnett called, "There's a miracle in your house." His insight into launching ministries within the church has provoked a paradigm shift in the way mega churches are built.