

Course: Soul Winning and Evangelism

The Apostle Paul was one of the greatest soul winners and evangelists in the history of the Christian world. When you follow his life after his conversion, you will find that his passion was to lead people to the saving knowledge of the Lord Jesus Christ. His life was met with much adversity and opposition, yet he persevered. Paul wrote two thirds of the New Testament and people are still being saved everyday by the words he wrote through the inspiration of the Holy Spirit.

There are many in church history who have followed the example of Paul which include Billy Graham, Dr. T.L. and Daisy Osborne, Rex Humbard, Oral Roberts, Lester Sumrall and many others.

Dr. T.L. Osborne has written a classic book on soulwinning. I will quote him often in this course and I recommend you get his book entitled: "Soulwinning" if you can find it. He says, "The one way is Jesus! The one job is soulwinning! There is no fulfillment like being part of God's number one job: giving the good news to every creature, winning souls, out where the people are!" Dr. Osborne said, "In

my estimation the most important opportunity in the life of any Christian – not just ministers, but all Christians – is to witness to the unconverted.”

Soulwinning is not a pastime or a hobby. Soulwinning is Christianity in action every day. Soulwinning is our number one priority in ministry – our life’s greatest opportunity! All believers have been commissioned to go out and preach the Gospel of the Lord Jesus Christ to every creature. The fields are already white for the harvest, but the laborers are few.

We find two types of evangelism in the Book of Acts: Mass evangelism and personal evangelism. The people in the Book of Acts had “20-20” vision. Acts 20:20 “I...have taught you publicly, and from house to house, testifying both to the Jews, and also to the Greeks, repentance toward God, and faith toward our Lord Jesus Christ.”

Two Kinds of Evangelism:

1. Mass Evangelism
2. Personal Evangelism

A. Personal evangelism by far has achieved the greatest results during the church age.

B. Dynamics of evangelism

1. When Jesus walked on the earth, He was a Personal Evangelist.
2. You are now His witness, His body, His church, His voice, His heartbeat.
3. Your body has become His temple. His life is the energy of your witness. You go in His behalf in order that He can go with and through you to reach the unconverted. Christ is in you and you have a purpose for living and witnessing. The church is YOU – your body is Christ’s body and He can and will only witness and minister through you and me. You will grow deeper in Christ by sharing Him with others. He will become more real to you than ever before, as He ministers through your body – through you – His church, His temple.
4. The early church was born in personal witnessing about the Lord Jesus Christ. They had perfect “20-20” vision. (Acts 20:20) They became engaged in

mass evangelism. They taught publically and also on a personal basis – from house to house. Door-to-door evangelism was the witnessing style in early church.

The History Of Evangelism Mark 16:15-16 – “Go!”

First Century – There was an unquenchable passion and zeal to persuade everyone to come to the saving knowledge of the Lord Jesus Christ. They remembered His commission to them to preach the Gospel to all the world and to be a witness to all nations. Paul went in Acts 9:15-16. In Acts 9:20 he preached Christ. In Acts 9:27 Barnabas took him to the Apostles.

Second Century – Christianity became entangled in theological controversy. They began to argue over doctrinal points.

Third Century – Christianity started sinking into apostasy.

Fourth Century – Jewish roots were removed, gifts of the Spirit were removed and backsliding and compromise was rampant.

Fifth Century and Sixth Century – The authority of the Word of God was removed. Christianity was then plunged into 1,000 years of spiritual darkness – the Dark Ages. This veil obstructed the vision of the contemporary church from perceiving New Testament methods.

1500 – Martin Luther broke out of the darkness with the revelation that “the just shall live by faith” (Romans 1:17) not by works. This was a defiant revolt against the established religious hierarchy. Luther said nothing about world evangelism.

1800 – William Carey brought the concept of missions back into the heart of believers. The teaching on the baptism of the Holy Spirit was not rediscovered until the 20th century.

Mass evangelism reappeared about 200 years ago with John Wesley. Also, George Whitefield introduced it into the Western hemisphere.

There have been four peaks in mass evangelism: under Wesley, Finney, Moody and Whitefield since the turn of the 20th century.

The Great Awakening in the mid 1700's was a great moving of God's Spirit felt across our land and came to be known as the campmeeting approach. In the 20th century the words "revival" and "evangelism" became intermingled, but personal evangelism has not yet been fully rediscovered by the institutional church.

W.D. Torrey and Charles Spurgeon wrote the first two books on personal evangelism in the 20th century.

Too often Christians are not taught that each believer, as an individual, is Christ's body; that the Lord can only reach people through individuals; that each believer is Christ's body on earth today. So it is up to the church to go to the lost and give them the "Good News" about the Lord Jesus and this Christian life.

Gene Adams says, "We have attempted to evangelize the World...by evangelizing the church building...each room and every pew. It has been the most evangelized "acre" on earth. The way we have worked at it, you would think the building needed converting. We have worked as though all the lost people on the world were there."

The only problem is that the unconverted, the masses of unsaved, have never been there and will never be there. They are everywhere except where we have been.

The traditional concept has been to get people to church first, then to Christ. This system is fine for those who will go to church, but about 90% of unbelievers never go. So, we must go out to where they are. The challenge therefore, is to go out to where the people are and win them there. Then they will gladly come into the church.

The two main approaches to go out is mass evangelism which reaches only those who attend the crusade. Personal evangelism takes one out to where the people are. This is one-on-one evangelism. Jesus used both approaches and had great results.

The Apostle Paul and the other apostles used the same approach. Yet in their day there was no mass media so once someone was converted, it was mouth-to-ear personal evangelism. The church began to grow and over 1900+ yrs. Later there are 2.3 billion Christians in the earth. Evangelism has worked.

Today, with every mass media tool available to use, the Gospel is being spread to reach millions. The Word of God is “not bound” and it continues to travel and permeate almost every nation in the world. With T.V., radio, short wave radio, the internet and cell phones the Word of God is being proclaimed in nations around the world.

The Church can use all of these strategies and technologies to reach the lost in every city. But the area that needs to be improved is personal evangelism, one-on-one witnessing.

The Church must go outside the walls. Pray every day for God to send someone to you who needs Jesus. Soulwinning is the greatest opportunity on earth. Tell the unconverted or the lost that they can live a lifestyle that guarantees success, peace, and true fulfillment.

Remember this: You are God’s connection to those around you. You are His voice and His arms and legs and feet and hands. Be His witness. Allow Him to speak through you. Anyone who truly knows Jesus Christ has something life-changing to say. God depends on your body to be His soulwinning instrument, as the soulwinning church in action.

Another book that is a “classic” on soulwinning is: “How to be a Successful Soul Winner” by Dr. C.S. Lovett. His plan is the S.O.S plan - Steps On Salvation. He has many techniques to use to reach the lost. I have included information from one of his cards that you can carry with you as you go out to witness.

Dr. Lovett says, “When it comes to excitement in the Christian life, nothing can match the thrill of moving in the power of the Holy Spirit. But the power of the Spirit is given for witnessing. But you will receive power when the Holy Spirit comes upon you and you will be my witnesses...’ (Acts 1:8). As a wagon cannot be led unless it is rolling, neither can a Christian be empowered unless he is moving. If you want to move in the Spirit’s power, you’ll be thrilled with the KNOW HOW offered in the S.O.S plan for becoming a SUCCESSFUL soul winner.” – C.S. Lovett.

The following is the S-O-S information from Dr. Lovett -
Successful Soulwinning: Scriptures on Salvation Steps of
Salvation

1. State Of Sinners “For all have sinned and come short of the glory of God” (Rom. 3:23).”

2. Sentence Of Sinners “For the wages of sin is death”
(Rom. 6:23).
3. Source Of Salvation “For God so loved the world, that He gave His only begotten Son, that whosoever believeth in Him should not perish, but have everlasting life” (John 3:16).
4. Shortcoming Of Service “Not by the works of righteousness which we have done, but according to His mercy He saved us” (Tit. 3:5).
5. Simplicity Of Salvation “But as many as received Him, to them gave He power to become the sons of God, even to them to believe on His name” (John 1:12). “Behold, I stand at the door (your heart’s door) and knock: if any man hear my voice, and open the door, I will come to him...” (Rev. 3:20).
6. Securing Our Salvation: “Dear God, I confess that I am a sinner. I do believe that Jesus Christ died for me to pay my sin debt, and the best I know how, I trust Him and receive Him by faith. In Jesus’ Name. Amen.”

The following is from Dr. Lovett's Soul Winning Lab Card. You can make your own to carry with you. "If it is OK with you, I'd like to read 4 verses of Scripture and explain them." (Nod head.) "God says in His Word that we are all sinners, for we read..." (Rom. 3:23) "FOR ALL HAVE SINNED..." "We know this to be true in our experience..." III: Finger – one lie makes liar. Car thief. III: Christ alongside. Compare. "And because we are sinners we see that our sin has earned something for us..." (Rom 6:23a) "WAGES OF SIN IS DEATH." III: Wage law. "In this country...must be paid." III: Cross. "2000 years ago...in our place." "And because of what Christ has done for us, God speaks of something else. Notice now He speaks of a gift..." (Rom. 6:23b) "BUT THE GIFT OF GOD IS..." Ask: "Can't earn a gift, can you? Say: "Now see where it is" – Person. III: Pretend card is \$5. Place in Bible and offer as a gift. Do not let prospect take the book. "And just as you would take the Book to get the \$5, so must you take Christ to get the gift of eternal life. And that is what God says right here..." (John 1:12) "BUT AS MANY AS RECEIVED HIM..." Comment: believing vs. receiving. III: Card: prospect takes card this time. "Just for the purpose of demonstration, let's say

that I offer you this card as a free gift. You believe me, don't you? Take it." Retrieve card: "But as long as...like this." "So you must also take Christ. And here's how you do it. This is the Lord Jesus speaking to you..." (Rev. 3:20) "BEHOLD I STAND AT THE DOOR..." III: Tap or touch: "That the door is the door..." III: Friend: "If I were a good friend of yours..." "All right then, the Lord Jesus is waiting to come into your heart right now. Will you open the door? Will you let Him in? Countdown: 5-4-3-2-press. "Bow your head with..."

Another book I would like to recommend is "Gentle Persuasion" by Joseph C. Aldrich, Multnomah Press. In his book Mr. Aldrich shows us creative ways to introduce your friends to Christ. (Pages 15-44) covers Mr. Aldrich's Effective Evangelism Abandons Inappropriate Methodologies.

The Great Commission provides a standard for evaluating methodologies. "Therefore go" our Lord said, "and make *disciples* of all nations..." Notice that it does not say "Go, and *decision* all nations." The responsibility of the biblical evangelist goes far beyond leading a person to Christ. The task of evangelism involves bringing people to a point of

discipleship. We want full-term babies. Logic suggests that our methodology be influenced by those factors which produce disciples of Christ. How would the following facts (some of which you've already seen) influence your understanding and approach to evangelism?

- More than 80 percent of those who trust Christ and remain members of a local church are led to the Lord by a friend. Furthermore, they have had over five (5.9) exposures to the gospel before their conversion.
- More than 70 percent of those who “trust Christ” and drop out of the church are led to the Lord by a stranger. These converts average a little over two exposures (2.16) to the gospel before their conversion.
- Seventy percent of those who remain as members of a local church were led to Christ by someone who viewed evangelism as a non-manipulative dialogue. Almost 90 percent of those who “drop out” were led to Christ by someone who perceived evangelism as a manipulative dialogue.

- Those who remain as members of a local church had developed significant contacts with church members before their conversion.
- Those who continue in the church have established significant friendships within the church following their conversion.
- More than 90 percent of those who remain within the fellowship of the church following conversion were dissatisfied with their non-religious lifestyle before anyone proclaimed the gospel to them. More than 75 percent of those who “drop out” of the fellowship following conversion showed no significant level of dissatisfaction before conversion.

If our goal is to “decision” all nations and neighbors, then our methodology doesn’t much matter. If we, however, are to help them become disciples of Christ, our methods become critically important.

A mature believer has progressed through three important levels. He has made a commitment to Christ, to the church, and to God’s purposes in this world. Whatever the strategy we adopt,

it should contain whatever dynamics are necessary to bring the lost to Christ, enfold them into a local fellowship of believers, and deploy them into the world as redemptive people. Anything short of that is truncated.

As we think of methodology, we are looking at networks. We're thinking of those clusters of people linked around a common cause or location. How are you going to best influence those with whom you are in regular contact – the gang at the office, the ladies in the baby-sitting co-op, the parents and players on the team, those folks in your neighborhood, the PTA, your hunting buddies?

The Lord's mandate to disciple all nations, plus the above data, forces us to acknowledge that a lifestyle of openness and personal involvement is the critical factor in becoming a fully redemptive person. That's why evangelism is fundamentally a way of living which utilizes methods appropriate to the target audience.

The Principles and Practice of Sowing

Let's take a look at some good, basic principles pertaining to effective sowing.

1. Sow on cultivated soil.

We've talked much about this. Good seed does best when it is buried in good soil. There's no sense in casting good seed to dogs or swine, on packed, rocky paths or in thistle patches.

2. Keep the birds away.

The robber birds hear the seed hit the soil and come in swarms. Cults are knocking down lots of doors. When your neighbors get targeted, don't stand by and let them be led to slaughter. A few carefully placed comments may be all it takes to steer them away from enslavement to the lie. Christian bookstores have excellent materials to help you with cults.

3. Sow compatible seeds.

Soils differ. Some plants thrive in soil that kills other plants one row over. A scientifically inclined individual might be moved to respond to Christianity by reading a well-written book

on the creation/evolution controversy. Dr. Graham's best-seller, *Peace with God*, might open the door of another's heart. An interest in the future can provide an open door for a good book on prophecy. Family concerns make the James Dobson film series a good sowing tool. Chuck Swindoll's books can have great appeal for the right person.

4. Space the seeds properly.

A hill of corn usually does best with three seeds. You won't get a good crop if you pour a dozen or so in one hole. If you can visualize each seed that "registers" as a divine nudge toward the Cross, it may help you understand the process of sowing spiritual seed. Our goal is for truth to register, not simply to be "scattered." Better to communicate a little with high comprehension, than lots with little comprehension. It may be a word of testimony this month, an interesting tract/article the next month. Taking in a Christian concert may be a great follow-up planting. Why not start an annual neighborhood Christmas party?

5. Sow a diversity of seeds.

Visualize yourself as a seed planter, injecting divinely turbo-charged truth into lives over a period of time. Anticipate continued contact, and don't use the same "seed" for every planting. Books, tapes, comments, concerts, banquets, etc., are all ways to focus your cultivation efforts toward the Cross. When you're fishing with a buddy, you're cultivating. When you comment about the beauty of the stream and the wonder of your Lord's handiwork, you're sowing. If you clean his fish, you're cultivating. If you talk about the big fisherman, you're sowing. A plant, a card, or hot piece of pie is cultivating. (If it's apple pie, it's heaven).

6. Back up sowing with cultivation.

"Soul culture" is a bit different than most agriculture. In "soul culture", one often sows and cultivates at the same time. It is cultivating that gives sowing its power.

A godly life prepares one to listen to God's Word.

A godly life reinforces the Word of God.

A loving heart opens a hard heart to the heart of God.

A sacrificial act directs one toward The Sacrifice.

A friend of mine trusted Christ because a buddy of his loved

him, spent time with him, and kept after him. Forty-six times this man asked my friend to go to church or to participate in some church activity. Each time he declined. On the forty-seventh invitation, my friend went and received Christ. He is now in full-time Christian service.

7. Anticipate a cumulative effect.

Read the previous paragraph. What more can I say? It is important for you to visualize a cumulative approach, believing that every word of testimony, every tape, book, or tract creates momentum, especially when backed with a godly life and tons of prayer. You're reprogramming an experience bank of one who probably has more negative data than positive.

8. Expect a counter-sowing.

It isn't only in the realm of physical science that there is an equal and opposite reaction for every action. When God the Father sowed as recorded in Matthew 13, an enemy came and sowed weeds in the same field. It's often "two steps forward, one step back."

Sometimes it's the other way around. The wolf protects his pack. He'll tempt you to give up. A conflict will develop. Your kid will get in a fight with someone in the family you're trying to reach. You'll get discouraged. The neighbor's dog will bless you with his calling cards. Smile! It may get worse.

9. Sow at the proper time.

Don't sow on company time! Don't be the watercooler warthog. Nobody wants to be accosted at the counter, either. If you're not up to par, if you don't work hard, if you're lazy or sloppy, then cool it on the evangelizing. Better to say nothing than to say something and be the laziest guy in the shop. Back up your lip with your life, or keep it zipped. Don't let your mouth write a check your body can't cash! For Christ's sake, be the best employee you can be. Earn a platform from which to make the gospel clear.

10. Share your sowing.

Cross-pollinate your *oikos* with other believers. After you've determined the interests and concerns of your seeking friends, link them with other resources. Others can plant seeds in

the garden of your friends' hearts. Expose them to Christians who model joy, holiness, and creativity. Invite them to activities and events which will expose them to others who live to the glory of God. This exposes the seeking person to the variety of ways God works in the lives of His children.

11. Speak with the expectation of harvest.

Your attitude, your whole demeanor, will be different if deep in your heart you are expecting that you or someone else will have the joy of reaping. You'll be halfhearted if you expect no results, if you consider your efforts futile. You may not reap. That's OK! But pray that you might do so. Pray that God will use one of his numerous means to "give the increase."

12. Anticipate receptive periods.

People are especially open during significant lifestyle changes, such as the death of a loved one, marriage, the birth of a child, a new job, or retirement. A sensitive, available Christian can use these events as avenues for communicating the Gospel. It doesn't hurt to remember important anniversaries either.

13. Sow quality seed.

No junk! Forget the cheapie, ugly tracts. Anything associated with Christ should be quality, whether a book, tract, tape, or film. Stick pins and bumper stickers aren't going to win our world. Don't be stingy when it comes to communicating the Good News of Jesus Christ. Remember, the medium is the message.

14. Prepare the crop for harvest.

At Aldrich Acres, it was always a race to get the hay into the barn before the rain baptized it. Once the sickle bar did its work, it was panic time. We knew we only had a window of a couple of days. We'd check the weather, cut, and windrow it. The moment it was dry, we hired someone to bale it, and then hustled it into the barn – most of the time before it got soaked. Lots of work preceded harvest. Spring meant fertilizing. In the summer we irrigated. All these activities looked to the “harvest.” That's what it's all about.

Granted, you may not be the reaper, but you can network your *oikos*, those seeking friends, with someone who can. If you are blessed to have an evangelist in your church or community, often that gift is what God uses to reap the souls who have been

carefully cultivated and planted. Most who go forward at a crusade meeting have been brought by a friend.

15. Speak with the expectation of joy.

Remember, “the seventy returned with joy.” God gave the increase. Lives were touched, victories won. Those who go out weeping will return with joy.

Declaring the Words

A woman in Colorado read Mr. Aldrich’s *Life-style Evangelism* and called to say that she and her husband decided to start cultivating and see what happened. They weren’t, she assured Mr. Aldrich, “reapers”. This dear couple singled out some “worthy folks” in the husband’s business network (*oikos*). One woman seemed to be particularly responsive.

This couple went to work, and several months later Mr. Aldrich got a letter full of superlatives, punctuated with exclamation points, overflowing with joy. This “non-reaping” couple had just won their first convert.

Their seeking friend had told them of the hurt and pain in her life. The couple listened and loved her. Then one Sunday

afternoon this hurting woman called and said she had to talk. The Christian lady found herself grabbing her Bible, going to the woman, and leading the lost soul to her Savior. The “reaper” was ecstatic. “I never dreamed,” she said, “that I’d ever reap.”

As you know, reaping isn’t easy. It’s the “sweaty palms” phase of evangelism. Let’s look at some ways to move into that mode of reaping with ease and grace. Here are some encouraging thoughts about reaping.

1. It’s a great joy to help a friend receive Christ.

Emotions run high when a new birth takes place! Mr. Aldrich made a serious attempt to sell life insurance when he was in college. He said, “Attempt” is probably the appropriate term, because it wasn’t much more than that. More often than not, he ended up declaring Christ as the ultimate life assurance.

Mr. Aldrich said he would never forget the evening he led his boss to Christ. He opened up his life to Mr. Aldrich and spilled out his heart. Although a wealthy man, things weren’t going well. He pulled his brand new Chrysler 300 over to the curb as we started talking about spiritual things. “Joe,” he asked,

“if you were me, what would you do?” I said, “Mr. Carrigan, I’d commit my life to Christ.” I was shaking like an aspen in a wind storm. But I’ve never forgotten the sheer joy of praying with him as he received Christ.

2. A friendship often sets the stage for reaping.

I would not be surprised if most people who are diligent in cultivating and sowing discover themselves reaping. Full-term babies often pull the information out of you. It is therefore important that you know how to “put in the sickle.”

3. Reaping is more effective if the presentation is clear.

The “no method” folks need to realize that “no method” *is* a method...usually a poor one. It’s true that millions found Christ before there was a “Four Spiritual Laws” booklet, but God has used that little tool to lead many to Christ. I use the “Four Laws” myself. You might prefer “The Bridge” or “Steps to Peace with God,” or the *Evangelism Explosion* materials, or the “Roman Road.” The particular method doesn’t matter too much. It’s important, however, to recognize several advantages of using methods.

- a. They are logical in their approach. In other words, they are designed to lead to a point of conclusion. Each principle builds upon a previous one.
- b. They focus attention, allowing you to be in charge of the conversation. The listener expects that you are going to move through the entire presentation.
- c. They provide appropriate Scripture references. This is particularly helpful if you don't know them.
- d. They keep you on the topic. Random conversations make it easy to detour into all the questions and excuses which Satan seems to bring to mind. A specific presentation avoids a lot of these unnecessary questions. If asked about "the heathen in Africa," a structured presentation allows you to suggest that you finish the presentation, and if the question is still a concern, it will be addressed.

- e. They can be personalized. I don't read from the "Four Laws" booklet. I write it out – the teacher in me enjoys that. Furthermore, the presentation becomes "custom made" and can be adapted to different backgrounds and understanding. If they don't know much about who Christ is, you can spend more time on Law Three. Writing out the presentation also provides seekers with a spiritual document which often becomes very special to them. Date it and give it to them after they've received Christ.
- f. They build your confidence. A plan, a workable method, makes communication easier. You're more apt to initiate conversation about receiving Christ if you are confident you have an effective method you are comfortable with.

4. Reaping may involve others.

We've already talked about blending gifts to reach the lost. If Billy Graham's crusade is coming to town, start cultivating immediately so that you can hitchhike on the gifts of the speaker. Be one of the thousands who will bring a friend, and

rejoice in seeing new life come through God's use of an evangelist.

5. Pray for the opportunity to reap.

I know, it sounds like I'm contradicting myself. Cultivators cultivate, and reapers reap, right? Almost right. I want you to have the joy of reaping. You've done the hard labor, why not pray for a taste of the reaper's joy? At least pray about it. Pray for open doors. Pray for boldness. Pray for an Apollos to water and that God would give the increase. Ask God to burden your heart with some people in your *oikos*. Pray every day for them. God will honor your prayers.

6. Speak with your normal voice.

If God gives you the privilege of telling someone the Good News, don't kick into a religious twang or a stained-glass voice. The Holy Spirit doesn't need it. Talk like you talk when you're discussing the Super Bowl or your favorite recipe.

7. Know when enough is enough.

If you sense that the person is resisting your presentation, it may be a signal to back off. Effective communication is not based on how much you say, but upon how much is received.

Sometimes it's smart to change the subject, believing that the individual has received enough for the moment.

8. Anticipate some opposition.

Expect that the doorbell will ring, the phone will jangle, and the baby will start crying. It's spiritual warfare, my friend! The evil one will do all he can to subvert, interrupt, and raise objections.

9. Use gentle persuasion.

In the light of Satan's attempt to abort your whole presentation, don't hesitate to apply some loving pressure; nudge a bit. By and large, people want you to make a decision for them. They expect to be encouraged to act. Yet, people want to buy, not be sold.

10. Stockpile resources.

Have on hand a supply of "Four Laws" booklets or whatever you find helpful.

Four Laws:

- (1) God loves you and offers a wonderful life for you.
- (2) Man is sinful and separated from God.
- (3) Jesus Christ is God's only provision for Man's sin

(4) We must individually receive Jesus Christ as Savior and Lord, then we can know and experience God's love and plan for our lives.

Also, be on the lookout for well-done tracts, booklets, tapes, and music. I've been impressed to see how God can use a well-done musical tape. People enjoy listening to it and don't feel that they are being "evangelized." The music penetrates deep into their hearts. One neighbor told me, "I feel good inside when I listen to your tape. I don't feel that way when I listen to mine." Interesting!

11. Discover or develop some harvest vehicles.

The peaches must get to the processing plant, and there are lots of steps from the trees to the shelf in the grocery store. If reaping doesn't seem an option for you, perhaps you can construct some harvest events which would impact your *oikos*. Let me suggest a few.

a. Bring an evangelist to town. It may seem impossible, but God specializes in doing the impossible.

b. Join with other believers to sponsor a Christian concert at a local civic auditorium. Invite your neighbor or friend.

c. Help sponsor an evangelistic breakfast where a prominent individual declares his/her faith. Many will go hear an athlete or some other person of accomplishment.

d. Arrange for the showing of a need-centered film series. Anything by Chuck Swindoll or James Dobson would be excellent. Check with your local film library.

e. Invite your friend to a seasonal celebration, such as a fall family festival, a Christmas concert, or an Easter service. If your church doesn't have one, volunteer to put it together.

f. Bring them to a healthy church. God isn't going to put healthy babies in a diseased incubator, so if your church isn't healthy, reject this option.

g. Take them to a weekend retreat at a Christian conference center. Help plan a weekend event for non-Christians. There are some wonderful results from this kind of activity. Plan on lots of fun.

h. Start, sponsor, or participate in an evangelistic home Bible study. Underline the word "evangelistic," i.e., specially designed and targeted for non-Christians. Most home Bible studies are *not* properly focused for evangelism. *Life-style*

Evangelism has further discussion on the essentials for an effective evangelistic study.

i. How about a personal Bible study? Plan a regular time when you and your friend can work your way through the Gospel of John. God's Word is so powerful!

12. Expect results.

When you speak the words of the Gospel, expect that the individuals listening will respond. Give them clues as to your expectation: "Jim, when you make this commitment..." Anticipate that your "silent partner," the Holy Spirit, is in control of the situation. You're not alone.

Expecting results is not the power of positive thinking, it's faith. It's believing that God has burdened you for the heart of the individual that you've been praying, and the door is opening. Expect God to work. If the individual is reluctant to respond at this juncture, don't give up. It's probably a matter of readiness and timing.

13. Relate your own experience of Christ.

Woven into your gospel presentation should be the "people benefits" of knowing Christ. What things are real to you? Don't pump sunshine or come across "problem free" since the day of

your conversion. Speak candidly and honestly from your experience, especially if it relates to what you know of your lost friend and his/her experiences.

14. Anticipate objections.

The advantage of speaking about Christ with friends is that you know them and their background and can anticipate their concerns. This is where you “tailor make” your presentation to fit them and their circumstances. If you’re a wise vacuum cleaner salesman, you don’t demonstrate rug cleaning capabilities to a woman with wooden floors.

15. Know how to close.

You must ask for the order. It is particularly important to know what you are going to do when you approach the time for response. I usually ask three questions:

- a. Does this make sense to you?
- b. On the basis of this (the “Four Laws” presentation) do you feel you have ever committed your life to Christ?
- c. Is there any reason you would not want to receive Christ right now?

Notice that the third question does not ask if the person wants to. It asks if there is any reason why the friend wouldn’t

want to. If a person is going to reject Christ, I want to know why.

16. Provide assurance and follow-up.

Once your friends have prayed to receive Christ, it is a good idea to review some of the basics.

- a. Explain again what they have done.
- b. Ask them questions to determine their understanding of what they have done.
- c. Go over key verses to provide assurance.
- d. Encourage them to be involved in some follow-up activities. Who could better do that than their spiritual parents?
- e. Get them into a good local church.
- f. Continue to be their friend, and introduce them to your friends.

The main thing is to get their minds focused on Christ, what He has done, and their relationship to Him. Successful evangelism always focuses on Christ. You might talk about any number of things to get people to Calvary, but once you're there, you've got to talk about who's nailed on that Cross and why.

Another book to use is "How Jesus Won Persons" by Delos Miles, Broadman Press 1982. The story of the "Rich

Young Ruler” in Mark 10:17-22 is a good tool. Negative Decisions: Decisions in evangelism may be negative as well as positive. This man’s score was perfect on the negatives of religion. He had obeyed all of the “Do Nots.” For example, Jesus said to him, “You know the commandments: ‘Do not kill, Do not commit adultery, Do not steal, Do not bear false witness, Do not defraud...’” (Mark 10:19). The rich young ruler said, “Teacher, all these I have observed from my youth” (Mark 10:20).

Persons do have a right to make negative decisions. They are free and responsible individuals. The rich young ruler exercised his right to say “no” to eternal life.

This is not the only time Jesus struck out. He struck out in his own hometown of Nazareth (see Matt. 13:53-58). Matthew 13:58 says, “And he did not do many mighty works there, because of their unbelief.” Jesus also struck out with the Gerasenes. Mark 5:17 says of the Gerasenes, “And they began to beg Jesus to depart from their neighborhood.”

Let us face this fact of evangelism squarely and candidly. Some persons are offended by Jesus. Some will choose not to welcome His intrusion into their lives. Some will say no to Him

and to His offer of eternal life. The rich young ruler did, His hometown folk of Nazareth did. The Gerasenes did.

You and I in our evangelizing can expect some negative decisions too. The servant is never greater than his or her master. Such negative decisions are after all part of humanity's dignity. God has so created persons and crowned them with such glory and honor, that they can say no to their Creator, Sustainer, and Redeemer.

Measurement of Success

Success in evangelism may not be measured entirely by the number of persons who say "yes" to Jesus Christ. Rather, being faithful to the Gospel and to our opportunities to share it is success by God's standards. We are not at liberty to change the message. We dare not water down the Gospel in order to secure positive decisions.

Jesus did not tone down his message for the sake of adding a promising young man to the kingdom. Jesus offered no false pretenses, no basement bargains. He did not conceal the work of the Cross or disguise the cost of discipleship. "Christ 'lost His man,'" as Halford E. Luccock says, "but He did not lose his

gospel. And what shall it profit a church if it gain all the rich people in the world, and lose its own message?”

From time to time students have reported on a personal witnessing experience which did not result in the respondent's salvation. There is much to be learned from such cases. One such case which a student wrote up told of his “first honest attempt to tell someone the Good News with his ultimate conversion in mind.” The prospect was a man to whom the student witnessed over a three-day period. “Perhaps a major block in this man's life that prevented him from letting go, was his material wealth,” wrote the student. “He was ambitious and worked hard to the point that he owned 13 or 15 houses. This was probably his major problem. He was a self-made man and saw no need of a personal God in his life.”

There are expectant keys to successful witnessing and evangelism. Three important things to consider when evangelizing:

(1) Perception – the kind of person you are going to witness to.

(2) Conversation – this opens the door for relationship and should be Holy Spirit led.

(3) Quotation – read and meditate on the Scripture. This is why it is so important to have the Word of God down in your heart.

Let's look at the different types of people we evangelize. By referring to the Scripture you can use a “window story” of each type of person you are dealing with. There are about ten different types of people you will evangelize.

(1) The religious person is one who is set in his or her ways and think they already know everything. A good Scripture and story to use is that of Nicodemus in John 3:1-10.

Nicodemus had good qualities -- teacher of the law, a member of the Pharisees, very well educated. He was torn between Jesus and His words and being a religious leader. Jesus told him he must be “born again” by the Spirit of God. Every believer must be born-again by the Spirit of God.

(2) Another person you may encounter is a hurt or wounded person. This is someone who needs words of comfort and hope. You can use the story of the good Samaritan in Luke 10:30-35. Jesus is the good Samaritan and He loves regardless of the situation. He can bring peace, forgiveness and comfort to the soul like no one else can.

(3) Another person is the hopeless person. This maybe someone who has only have a few hours to live. You can use the story of the thief on the Cross. His situation certainly looked hopeless. Use Luke 23:39-43. The thief realized his end had come and he confessed his sins to Jesus, then called on Jesus to remember him when He came in to His glory. Jesus said to him, “Today you will be with Me in paradise.”

(4) Another person may be one who feels guilty -- one who lives under condemnation and sin conscienceness. You could use the story of the Prodigal Son in Luke 15:11-23. This son lived a lifestyle of selfish desire which led to a life of destruction. After he hit the bottom in life, one day he looked up and repented. He had a desire to be delivered by going back to his father’s house. There he found love, forgiveness and acceptance. His life was renewed.

(5) Another person you may encounter is the facts and figures person. Use the story about Thomas, one of Jesus disciples in John 20:24-29. He only believed what he saw. He had what we call the Thomas type faith. After the resurrection Jesus made a personal visit to him and showed Himself in His resurrected body to Thomas. Then Thomas believed and

professed Him as God. True faith is the Abraham-type faith, believing without seeing. Much more blessed are thou who haven't seen and yet believe.

(6) The church – rejected person may be one that you will encounter. The story in John 8:1-11. About the woman caught in adultery, is a good evangelizing tool for this person. She was accused of adultery and the law condemned her. But Jesus came to her aid. Even when she had been rejected by the leaders of the synagogue, Jesus came to her defense with a loving act of forgiveness. The accusers all left and Jesus restored her. “He said neither do I condemn you, go and sin no more.” Tell the person they can be restored and to get back into church and serve God.

(7) You may encounter someone who is lost but in need of healing. You could use the story of the sick slave who worked for the Roman centurion. You could tell the person this: Faith in God has a powerful effect no matter what the distance God's Word spoken in faith carries power to change things in the natural world, and Jesus is always willing and able to heal. So, if a person will ask in faith and believe that they receive, they can be saved and healed at the same time.

(8) Another person you may encounter is a bereaved person who has lost someone they love dearly and maybe are not sure where the loved one is. You could give them hope about the person they have lost, if that person was a believer. You could also give this person some hope by reading 1Thesalonians 4:13-18 to them and telling them about the hope we have in the Lord Jesus Christ and the resurrection of the dead. Tell them about the hope of the rapture of the Church and that they will see their loved ones again if they are believers. Only believers have this hope in the first resurrection of the dead.

(9) You may encounter a person who is living in rebellion against God, the church and other believers. They blame all bad things that happen to them on God and call the church “hypocrites.” These are difficult people to evangelize; however, God can allow for circumstances to change their attitude. Take this person to Acts 9:1-6 and tell them the story of Saul – Paul how he rebelled against Christ and His Church. But when Paul had a face-to-face encounter with the Risen Christ, he repented and obeyed Christ. He turned his life over to Christ and then gave 120% to the service of God. He was never the same. He

never rebelled again. People can change and give their life to God and serve Him all the rest of the days of their lives.

(10) The last type of person you may encounter is the lost heathen person. This is one who has no real concept of God and of his power to transform. You could use the story of Philip, the deacon, whom God sent to Samaria to preach Christ. When Philip preached Christ there was a revival and many were saved and healed. Then came Peter and John from Jerusalem with the power of God. There was a heathen man, a sorcerer, a dealer in witchcraft who saw this power of God. This man's name was Simon and he offered money to Peter to buy this power. Peter said, "Repent of your wickedness and pray God would forgive you." He was poisoned by bitterness and bound by negativity. Then Simon asked Peter to pray for him that he be delivered. This man repented and came to Christ. God can transform anyone!

STEPS TO PEACE WITH GOD

1. RECOGNIZE GOD'S PLAN – PEACE AND LIFE

The message in the Bible stresses that God loves you and wants you to experience His peace and life.

The BIBLE says... *“For God loved the world so much that He gave His only Son, so that everyone who believes in Him may not die but have eternal life.” John 3:16*

2. REALIZE OUR PROBLEM – SEPARATION

People choose to disobey God and go their own way. This results in separation from God.

The BIBLE says... *“Everyone has sinned and is far away from God’s saving presence.” Romans 3:23*

3. RESPOND TO GOD’S REMEDY – THE CROSS OF CHRIST

God sent His Son to bridge the gap. Christ did this by paying the penalty of our sins when He died on the cross and rose from the grave.

The BIBLE says... *“But God has shown us how much He loves us – it was while we were still sinners that Christ died for us!” Romans 5:8*

4. RECEIVE GOD’S SON – LORD AND SAVIOR

You cross the bridge into God’s family when you ask Christ to come into your life.

The BIBLE says... *“Some, however, did receive Him and believed in Him; so He gave them the right to become God’s children.” John 1:12*

THE INVITATION IS TO:

REPENT (turn from your sins) and by faith RECEIVE Jesus Christ into your heart and life and follow Him in obedience as your Lord and Savior.

PRAYER OF COMMITMENT

“Lord Jesus, I know I am a sinner. I believe you died for my sins. Right now, I turn from my sins and open the door of my heart and life. I receive You as my personal Lord and Savior. Thank You for saving me now. Amen.”

Some final thoughts on soul-winning and evangelism:
If you are called to evangelism then you must be committed to Jesus Christ and His Church. You must prepare yourself in the Word of God by reading the word, studying the Word, memorizing the Word and acting on the Word. You must spend quality time in prayer and live a life of faith.

You must have a vision for what God wants you to do. Then tell people about your vision, where you are going and

what you plan to do! How will your plans affect your city or nation? You must take advantage of open doors when God provides them. By faith you must walk through those open doors – Do not fear! You must act on every opportunity.

It is very difficult to go and evangelize without the proper finances! You must learn to raise money. As you share your vision, allow others the opportunity to sow into your vision. Set up a budget and have a strategy for accomplishing your vision. You might read Reinhard Bonnke books on evangelism and how God gave him a vision for Africa and how he had to act in faith everyday and trust God. His new Book “Evangelism by Fire” provides keys for effectively reaching others with the Gospel.

Partner with God, work hard, do your best and allow God to do the rest. Don't be negative or do things that would bring an offense to Jesus Christ. Don't be an offensive witness. Don't come off as a self-righteous, Pharisee-type person to the lost, this is an offensive witness. Don't be foolish, thoughtless and reckless in your conduct. This can be a real turn-off to a lost person.

Don't expect everyone to accept Christ when you witness to them. Just plant the seed of God's word and pray. God

through the Holy Spirit does the rest. However, in the parable of the sower in Mark Four we see four types of soil. The soil is the heart. Here we find only one out of four that grows and produces fruit. Don't give up! Keep on! Don't be a physical embarrassment to yourself. Do your best to look clean and attractive and don't forget to brush your teeth! Don't be a turn-off – you will never reach anyone when you turn them off.

Don't allow people who want to argue to waste your time. Just don't argue, stop and move on.

Never visit the opposite sex alone. Always go two by two, generally with a member of the opposite sex. Don't get in awkward circumstances. Always be on the watch and be sober to expose the tactics of the devil.

Never ever give up. Never quit because God needs you!! John 4:35 says, "...I say to you lift up your eyes look at the fields, for they are already white to harvest." Matt 9:37 says, "...The harvest truly is plentiful but the laborers are few. Therefore, pray the Lord (Holy Spirit) of the harvest, to send out laborers into the harvest." I pray that you will become one of these laborers.

Amen!

Soul Winning and Evangelism

Course: 3 Hrs Credit

Objectives:

- (1) You will learn about the need and the importance of soul winning and evangelism.
- (2) You will learn some of the different techniques used in evangelism.
- (3) You will learn the different types of people we evangelize.
- (4) You will learn some of the do's and don'ts of evangelism.
- (5) You will learn the importance of raising money for evangelism.

Soul Winning and Evangelism

Soul Winning and Evangelism Exit Outcomes:

- (1) Write a 1-page paper on the importance of soul winning and evangelism.
- (2) Write a 1-page paper on the do's and don'ts of successful evangelism.
- (3) Write a 2-page paper on the different types of people we evangelize and give a scripture for each one.
- (4) Write a 1-page paper on how you must prepare yourself and count the cost of soul winning and evangelism.

Soul Winning and Evangelism

Test:

- (1) The Apostle Paul was one of the greatest soulwinners in the New Testament. T – F
- (2) It was in the fifth and sixth century that Jewish roots and the gifts of the Spirit were removed from the Church? T – F
- (3) It was John Wesley who introduced mass evangelism to the Western Hemisphere? T – F
- (4) There were four main peaks of mass evangelism under Wesley, Finney, Moody, Whitefield? T – F
- (5) It was Billy Graham who said, “The Church building is the most evangelized acre on earth.” T – F
- (6) About 90% of unbelievers never go to Church, so we must go out to them? T – F
- (7) When encountering a person in a “hopeless” situation a good scripture to use to witness is Luke 23:39-43? T – F
- (8) There are three important keys to witnessing: perception, conversation, and quotation? T – F

(9) Sometimes it is necessary to “water down” the Gospel in order to secure decisions for Christ? T – F

(10) More than 80% of those who trust Christ and remain members of a local Church are led to the Lord by a friend? T – F