



# Church Planting Institute

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### **Introduction**

Gerald Rowlands, the author of this manual, has been a minister of the Gospel for some forty five years. During this time he has served as a Pastor, Evangelist, Bible College Principal and lecturer, Missionary and writer. He is the author of a church planting training program

Throughout this time, he has maintained a consistent emphasis on evangelism, including the personal style of evangelism set forth in this manual. So the teaching is not theoretical or hypothetical in nature. The principles have been imbibed in the laboratory of life and practised there. Throughout his Christian life he has practised the principles that he shares in this teaching manual. He has experienced the joy and fulfilment of leading many others to Christ in numerous parts of the world. Many of those he has won are now in the ministry too.

In “You can be a real Winner”, Rev. Rowlands shares much of his experience in ten basic lessons. The book is primarily written as a training manual to be used in local churches. The ideal situation for its use is in a discipleship framework in which a proven soul winner may instruct and train others to effectively employ these pragmatic and effective principles.

For Pastors and churches the author suggests that a course could be conducted in ten sessions. The format might be :-

**a. Prayer.**

Seeking God fervently for His help in imbibing and practising these principles.

**b. Instruction.**

Using inter-active teaching principles to adequately expound each lesson.

**c. Workshop inter-action.**

In which students may “practice” on each other, the principles learned.

**d. Real life usage.**

All students are inspired and encouraged to use the principles to witness to non believers, endeavouring to win them to Christ.

**e. Fraternal fellowship.**

In which each member reports to his mentor and colleagues on his efforts in the field. Each to inspire and encourage the others to keep up the good work. The members of the class may become a kind of “soul winners fraternity” meeting regularly to compare notes, offer mutual encouragement and further motivate one another.

This teaching is actually one subject in the CHURCH PLANTERS TRAINING COURSE published by Church Planting International.

Obviously this manual may also be studied and used by any individual believer who wants to enhance and develop their passion and skills for leading others to Christ. To make such an exercise successful it is essential that each principle studied must also be put into practise. It is really a “learn by doing” format. The more people you win the more skilled and effective you will become.

May the Wind (of the Spirit) be in your sails.

# You Can Be A Real Winner

## 10 Basic lessons in Soul Winning.

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*You can be a real winner.  
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Chapter One

# The Wisdom Of Soul Winning

**Prov 11:30**

**30. Godly men are growing a tree that bears life-giving fruit, and all who win souls are wise. TLB**

*“Christians are the most blessed  
and privileged people on earth.”*

**Blessed** to be reconciled to God through Christ.

**Privileged** to be able to bring others into that same relationship.

Many of us are also amongst the wisest people on earth too, although this may not always be obvious, particularly to our unsaved colleagues and peers. It is frequently true that we are lacking in some areas of natural wisdom. Jesus Himself said that "The children of this world are wiser *in their generation*, than the children of light" (Luke 16:8). He was emphasising the obvious fact that many people in the world are a great deal wiser in some things than are many Christians. However, their greater wisdom has a serious flaw. It is a wisdom limited to this life, i.e. they are wiser, *in their generation*, than are many children of light.

We Christians may not always be as astute as we ought to be, but we will ultimately be proven to be wiser than our unconverted peers, for eternity will declare that our wisdom was not limited to time or to this present life. It will be seen to be a wisdom that took account of eternity. It will be obvious that we have made some quality decisions that impacted favourably on our eternal future.

**The first and greatest of these decisions was to surrender to the Lordship of Christ.** This is what the Bible calls "*being made wise unto salvation, through faith that is in Christ Jesus.*" (2 Tim 3:15).

**We are Ambassadors for Christ and  
we represent Him wherever we may go.**

The second great decision we may make is to become an ambassador for Christ and to determine to faithfully represent Him wherever we may be, to whomever we may meet. This involves our Christian character and life-style as we faithfully live out the principles of our commitment. It also involves speaking about Christ, confessing our allegiance to Him, and giving witness about Him to others. Telling them why Christ came into the world and what He has accomplished on their behalf.

In this manner we become His witnesses. We are numbered amongst those who make Christ known to their fellow men, and endeavour with God's help, to bring them to a saving knowledge of Him.

All who make this decision and follow it through with determination, are among those of whom the Bible says, "*He that wins souls is wise.*" Witnessing to others and bringing them to a knowledge of God's saving grace is one of the greatest thrills that this life can afford. Seeing people's lives changed and transformed is both exciting and rewarding beyond description. It is a calling and a ministry that is open to every believer. None need be denied the joyous privilege. Certainly **you** can be counted amongst this special company. The very fact that you are reading this book indicates your interest in this ministry and I am confident that as you read and study these pages your desire and ability to serve God in this way will be increased and enhanced.

It is now more than forty years since I personally first came to a saving knowledge of Christ. It was immediately after this that I began to tell others of my own experience and I can still vividly remember the excitement and thrill of seeing many people accept Jesus as Saviour and Lord. How rewarding it was to see them begin to grow in their new found faith. How fulfilling to see them also begin to bring others to Christ, and to witness the impact of the Gospel touching and changing lives. After all these years the thrill remains. It is still amongst the greatest experiences one can have. To see lives impacted and transformed through God's Grace, and to witness the ongoing triumph of the greatest story ever told. Let us consider together the wisdom of Soul Winning.

### **TAKE THE POSITIVE APPROACH**

As we consider the implications of this exciting ministry I want to encourage you to approach it in a very positive manner. Believe that everything that the Scriptures say on this subject apply to you personally. There is no legitimate reason why **YOU** may not be successful and effective in this ministry. Every possible objection you may raise has an answer and a solution in God. There is no hindrance that He cannot overcome. If you are willing, God will help you overcome every obstacle that may threaten to hinder you. He will take your willingness and determination and transform it into Soul Winning success. Through your life and witness many will be turned to salvation and the Kingdom of God will be greatly enlarged.

In the natural, the single most powerful factor required for accomplishment and success is the faith factor. Quiet confidence and positive expectation are vital and indispensable keys to accomplishment and success. If you do not believe that you can do a certain thing, the indications are that you never will. Success never comes to the unwary. People almost invariably get what they expect from life.

**Positive anticipation always  
precedes personal accomplishment.**

This is as true in Soul Winning as in any other area of life, for it is an unchanging law of life that "You reap whatever you sow." If you sow whilst harbouring negative thoughts of doubt and pessimism in your mind, you will never reap a positive, effective, and fruitful harvest.

So, as you read these chapters, be positive and confident that God is going to use you in a remarkable way to win other persons into His kingdom.

Remember that God is with you!

He has commissioned you. He wants you to succeed.

God is going to accomplish His purposes, and if you are willing, He will accomplish them through YOU.

The Holy Spirit of God is working within you now. He will guide you to the very people to whom God wants you to speak. He will put the right words into your mouth. He will empower those words with authority and make them powerfully effective. The Holy Spirit will bring all things to your remembrance at the right time and for the right occasion. He will give you insight into the needs of the people to whom you witness. You will find yourself speaking words of wisdom that you did not prepare or pre-meditate. It is the work of God that you will be involved in and if you are a willing channel, He will flow through you to accomplish His purpose.

### **A WORD TO THE WISE**

To some degree wisdom is a matter of choice

If you have a little wisdom,  
you can choose to become wiser  
because the process of growing in wisdom  
involves making right choices.

Solomon was aware of this when God appeared to him one night in a dream and said, "*ask what I shall give you.*" (1 Kings 3:3-15). What an opportunity! Solomon could have asked for whatever his heart desired but he used the little wisdom he possessed to acquire more. He humbly requested "*an understanding heart*" in order to rightly judge the affairs of his people and properly discern between right and wrong as he sought to rule over them.

In the pages of this book you will discover opportunities to make some right decisions that will prove to be extremely wise. Decisions to serve God with a new zeal and determination. Decisions to redeem the time by using every opportunity to share your Faith and thus influence others towards God. As you commence this new walk God will continually add to your wisdom. You will learn so much more about God and your fellow man than you ever knew before. You will acquire more and more wisdom and you will take your place in the ranks of those whom God considers to be wise. For in His estimation, "*he that wins souls is wise.*"

### **WISDOM AND SOUL WINNING**

***"The fruit of righteousness is a tree of life; and he that wins souls is wise"*** (Prov 11:30).

Wisdom and Soul winning go together because.-

The Wisdom of God is indispensable in the winning of souls. We could never hope to win people to Christ using our own natural wisdom. "*The natural man (mind) receiveth not (does not understand) the things of the Spirit, they are foolishness to him, neither can he know them for they are spiritually discerned*" (1 Cor 2:14).

So, whenever one brings someone to Christ, they are doing it by the wisdom of God, —the wisdom of God is operating through them.

#### **Why is the soul winner said to be wise?**

1. Because he is obeying the Commandment of the Lord.  
The final command that Jesus gave before ascending into heaven has been called the "Great Commission". It constitutes the Church's marching orders, sending believers into all the world to share the Gospel with every person.

2. The Wisdom of God is manifestly working in those who successfully bring people to God, for such a task could never be accomplished through human wisdom.
3. The Soul Winner is becoming more Christ-like in the process, because Jesus Himself was the greatest of all Soul Winners.
4. The power of Christ is at work in the Soul Winner. Jesus told Peter, and his companions "*Follow Me and I will make you fishers of men*" (Matt 4:19). In every Christian who is consistently witnessing and winning souls, the power of Christ is at work. Jesus is working within them, doing what he said He would do, - making them fishers of men!
5. The Soul Winner is wise because he is working, not only for time, but for eternity. He is "laying up treasure in heaven". The results of his labours will not only benefit him to the end of his days, they will follow him into eternity.
6. He is performing a task that the wisest (non-believer) in the world could never accomplish. This makes him wiser than any non-believer in the world.
7. The Soul Winner is earning the undying appreciation of every person he reaches with the Gospel, for that person has been rescued from the power of Satan, Sin and Eternal Death. They have been brought into eternal fellowship with God.
8. Soul Winners are wise because they have won the eternal commendation of the Heavenly Father and brought everlasting delight to His heart.

The Scriptures make it abundantly clear that God holds Soul Winners in a special esteem. This alone should fill us with a powerful desire to be a Soul Winner, but there are many other reasons also and we shall discover them as we continue our study.  
Remember,

**"He that wins Souls is WISE."**

## Chapter Two

# What Is A Soul Winner?

The Bible clearly shows that it is God's desire and intention that every Christian should give witness to their faith and win others to Christ as a result. Sadly we must admit that this is not always the case and that there are millions of Christians who do not win others. If this were not so the whole world may well have been won to God by now. At a later point in this study we shall look at some of the reasons why many do not share their Faith and how these objections or fears may be overcome. Meanwhile let's ask ourselves,

### "What is a Soul Winner?"

#### 1. A Soul Winner must be "born again"

A Soul Winner is a Christian, with a genuine experience of salvation through faith in Christ, and a solid assurance of having been "Born Again", by the Spirit of God.

Unless this is true, the would-be witness has nothing to share. Until we have personally experienced the living reality of salvation ourselves, we have nothing to offer to others that is of any value. However, once we have believed and received Christ, God expects us to begin immediately to confess our faith to others and to make every endeavour to lead them into a like experience.

This is beautifully illustrated in the story of the Gaderene in Luke 8:26-40. This dramatic narrative tells of a man "filled with devils", who came into a powerful confrontation with Jesus. He was dramatically delivered from his tormentors and in V 35 we see him "*sitting at the feet of Jesus, clothed and in his right mind.*" He eagerly requested that he might remain with Jesus, perhaps hoping that he might be allowed to travel around with Him, but Jesus replied,

**"Return to your own house, and show  
what great things God has done for you."**

The "Woman of Samaria", is also a classic example of a person becoming an effective witness immediately after her own meeting with Jesus. (John 4:1-42). Right after He ministered into her life she immediately returned to her village and began to urge her peers to "*Come, see a man who told me all the things I ever did, is not this the Messiah?*" The immediate result of her witness and testimony was that "*many of the Samaritans of that city believed on Him because of the testimony of the woman*" (V 39). They in turn urged Jesus to remain in their village for a further two days and "*many more believed because of His own word*" (Vs 40, 41).

#### 2. A Soul Winner "feels" the Burden of the Lord

**He shares God's concern for lost humanity and shares with Him His desire to see all men come to a knowledge of the truth as it is in Christ Jesus (1 Tim 2:4).**

As we begin to grow in our relationship with God, He begins to share with us His heart and we start to become burdened with those things that burden Him. Through the intimacy of prayer, communion, and fellowship with God, we begin to develop a new sensitivity to life and people. Our old ideas and outlooks are discarded and we begin to "see things as God sees them, and feel things as He feels them." The fact is that God's nature and character are becoming intertwined with ours. We are beginning to grow up into His image and likeness.

One of the many results of this new spiritual growth is that we now see people in a different light. We have a new perspective, a new view of them. Whereas previously we may have scarcely spared a concerned thought for some person, now we see that same person as Jesus sees them. We feel for them as He feels for them. We have compassion on them, as He has compassion on them. And we begin to reach out to them in order to share with them the Good News of Redemption through faith in Christ.

We also begin to pray and intercede for lost mankind. Not out of a sense of legal or religious obligation, but because the life and nature of Christ is now inside our minds and hearts. We ache when we see people separated from God through their sins and iniquities. We yearn over them, longing to see them come to a knowledge of the Truth. We earnestly desire to see them brought *"out of darkness, into the glorious light of the Gospel."*

### 3. A Soul Winner is a "Light House" to their community

Luke 10:25-28

25 One day an expert on Moses' laws came to test Jesus' orthodoxy by asking him this question:

"Teacher, what does a man need to do to live forever in heaven?"

26 Jesus replied, "What does Moses' law say about it?"

27 "It says," he replied, "that you must love the Lord your God with all your heart, and with all your soul, and with all your strength, and with all your mind. And you must love your neighbour just as much as you love yourself."

28 "Right!" Jesus told him. "Do this and you shall live!" TLB

When this orthodox Jew, an expert in the law of Moses, asked Jesus how he might obtain eternal life, Jesus gave a very significant reply,

Matt 22:37-40

37 Jesus replied, "'Love the Lord your God with all your heart, soul, and mind.' 38 This is the first and greatest commandment. The second most important is similar: 'Love your neighbour as much as you love yourself.' 40 All the other commandments and all the demands of the prophets stem from these two laws and are fulfilled if you obey them. Keep only these and you will find that you are obeying all the others." TLB

The Greek word for neighbour, i.e. NT:4139 *prosexon* (play-see'-on) signifies a neighbour, i.e. someone in your proximity, a fellow citizen. (as man, countryman, associate or friend)

Christ affirmed that in order to inherit eternal life it was needful to "Love Jehovah with all your heart, soul and mind AND to love one's neighbour as yourself." Kingdom life is all about loving God and loving people.

James 2:8-9

8 Yes indeed, it is good when you truly obey our Lord's command, "You must love and help your neighbours just as much as you love and take care of yourself." TLB

The whole world lies in spiritual darkness except for those who embody Christ as the Light of Life and the Light of the World. Through His redeeming work Christ delivers every believer from the kingdom authority of darkness into the kingdom of the light of His Son.

Col 1:12-14

12giving thanks to the Father, who has qualified you to share in the inheritance of the saints in the kingdom of light. 13For he has rescued us from the dominion of darkness and brought us into the kingdom of the Son he loves, 14in whom we have redemption, the forgiveness of sins.  
NIV

Matt 5:15 makes it clear that the light of Christ and His Gospel shines into a dark world through the (good) deeds of His people.

Matt 5:15

15Don't hide your light! Let it shine for all; let your good deeds glow for all to see, so that they will praise your heavenly Father. TLB

Whenever we do a good deed to our neighbour, the light of Christ shines into their lives. Every Christian should therefore aspire to perform good deeds at every opportunity. Once a real credibility has been established with one's neighbours, the ministry of witnessing verbally can begin effectively. Jesus Himself went around continually "doing good" (deeds) and healing people. He was anointed by the Holy Spirit to accomplish both of these things and did them because "God was with Him." We too need to be performers of good deeds in the very best manner. Such deeds open doors and establish credibility which may also allow us to heal people by the power of the Gospel.

Acts 10:36-38

38And you no doubt know that Jesus of Nazareth was anointed by God with the Holy Spirit and with power, and he went around doing good and healing all who were possessed by demons, for God was with him. TLB

#### **4. A Soul Winner purposefully looks for opportunities**

to tell others of Jesus and the wonderful salvation available to all who trust in Him.

A true Soul Winner not only makes the most of every opportunity to tell others of Christ, he actually **makes** opportunities to do so. His main purpose in life is to share the Gospel and lead men and women to the saving knowledge of Christ. Consequently he organises his life around this main premise. He may be a successful businessman, but his real business in life is to make Christ known. His business is a means of supporting him and his family, but his real purpose in life and the consuming passion of his heart, is to actively engage in the greatest business on earth, leading people to Christ!

Eager as this person is to share his faith, he does not rush around madly, confronting every person he meets with the claims of Christ. He prays each day that the Holy Spirit will bring men and women into his path who need to hear about Jesus. Then he stays alert and watchful for the opportunities that the Spirit will engineer. The Soul Winner listens to the Holy Spirit quietly whispering into his heart, "here is a person who needs to hear the Good News." As we quietly and patiently listen to the voice of the Spirit in our heart, He will inspire us with the very words we should speak. He knows the heart and circumstances of all men and shares with us the appropriate manner by which to open up the conversation to the things of eternity.

#### **5. A Soul Winner deliberately testifies to others**

He shares with them his experience and endeavouring to bring them into that same wonderful relationship with Christ. Many sincere Christians never undertake the task of Soul Winning because they mistakenly feel that they need to have an extremely wide and comprehensive knowledge of the Bible and associated subjects. They mistakenly believe that one needs a seminary education in order

to bring others to Christ. However this is not the case. The most effective tool that any Soul Winner possesses is their own testimony. Sharing the story of what happened to their life when Jesus came into it, is an extremely powerful and effective means of convincing others of the reality of the Gospel. We have seen that this is what Jesus told the Gaderene demoniac to do, "*Go home and show, tell, share, with everyone, what great things God has done for you.*"

The great Apostle Paul obviously understood the effectiveness of personal testimony. As we follow his journeys in the New Testament narrative, we frequently hear him sharing his personal testimony. He did so before Felix (Acts 24:1-23), Festus (Acts 25:1-9), and Agrippa (Acts 25:13-27; 26:1-32).

Paul was an extremely eloquent person, well educated, schooled and skilled in the principles of oratory, and a great preacher, yet he constantly used the plain narrative of personal testimony, telling exactly what happened to him during that life changing journey to Damascus (Acts 9:1-19). There is something basically and powerfully persuasive in the telling of one's personal experience. We will look at this in some detail later in this study.

### **Billy Graham's inspiring example**

I still vividly remember a great privilege I enjoyed many years ago in Australia. I was preaching to several hundred young people at an Easter Camp on the Gold Coast in Queensland in 1959. It so happened that Dr. Billy Graham, who was conducting huge Evangelistic Crusades in Australia, had come to the Gold Coast with his team for a brief holiday. One of his top executives came along to the camp where I was speaking and as a result I was invited to the hotel to share a meal with Dr. Graham and the team that included such wonderful people as Cliff Barrows, George Beverly Shea, Walter Smythe, and others.

The thing that impressed me more deeply than anything else was a "pep talk" that Dr. Graham gave to the team in which he strongly exhorted them to be sensitive to every opportunity to witness for Christ on a personal basis. He said the fact that they were on a few day's holiday did not mean that they should not continue to be spiritually alert to opportunities to make Jesus known. He also added that although they were seeing record crowds attending the great Evangelistic Rallies this did not mean that they should neglect the commission to pursue their calling to the ministry of personal evangelism.

The following week I was back home in Sydney and Dr. Graham was preaching at the Sydney Cricket Ground each night to record crowds. He had invited me to join him on the platform, which I gladly did. I vividly remember sitting just behind him as he preached his great sermon on "The Home". Many hundreds came forward that night as he gave the appeal. It was an occasion and an experience that indelibly impressed itself on the mind of this, at that time, young preacher. When I spoke to him later and mentioned how deeply impressed I was with all that was happening in the Crusade, he humbly replied that it was not his doing, but the sovereign work of the Holy Spirit. He modestly refused to accept any credit or any glory, attributing everything to God and His gracious Spirit.

Nevertheless, the occasion I remember even more vividly than the great gathering of some 60,000 people, was in the relative privacy of the hotel in Queensland. Away from the great crowds and the public eye, on a well earned break from a very hectic and demanding routine, yet still dedicated to a calling and a ministry to share Christ on a personal level.

## **6. A Soul Winner can lead people to Christ**

A Soul Winner not only testifies to others of their own personal experience of salvation, they also actively endeavour to lead the person to Christ, seeking to pray with them and having them verbally confess Christ as their Saviour and Lord.

One of the main things that inhibits and hinders prospective Soul Winners, is not knowing how to go about this task. This is something that can be rectified with some basic training in the art of bringing people to Christ, and the lessons in this book can certainly assist to that end. There is little purpose in demanding that Christians should bring others to Christ, unless we are prepared to offer the guidance and training that will enable them to do so.

If a person is genuinely ignorant about how to perform a particular function, this will undoubtedly restrict them from trying to do so. However, the reverse is also true. Once they discover how to do something and are successful in performing that particular task, an enthusiasm develops and they become eager to do it again. Sometimes their enthusiasm becomes almost insatiable. They want to be doing that task all the time. May God grant that these brief studies may have that effect on our readers. May the Holy Spirit raise up an army of trained, skilled, enthusiastic witnesses who will make Christ known and lead multitudes to Him.

### **SEVEN REASONS WHY WE OUGHT TO WIN SOULS**

1. Jesus has commissioned us to this vital ministry (Acts 1:8).
2. He is our example and role model.
3. He has filled us with the Holy Spirit for this purpose (Acts 1:8).
4. Soul winning was the secret of the early Church's astonishing growth.
5. We are debtors to the unconverted (Rom.1:14).
6. The day of opportunity will soon be over.
7. We will give account of our stewardship before Christ.

### Chapter Three

# Fishers Of Men!

One of the analogies that Jesus frequently used to illustrate the work of Soul Winning was that of fishing. He told Peter and his companions *"Follow me and I will make you Fishers of men"* (Matt. 4:19). The graphic Greek word that Jesus used was **"zogreo"**, meaning **"to take alive!"** Thus He called Peter, and he calls us, to "take men alive" for the Kingdom of God.

Obviously the method of fishing in Bible days and in that culture involved the use of nets. Nevertheless there are also many lessons we can learn if we compare Soul Winning to fishing with a line and bait. Let's look at some of these comparisons.

#### 1. Go where the fish are

This observation should seem to be so obvious that it would be unnecessary to mention it. No fisherman would ever waste his time and effort trying to catch fish if he knew there were none to be caught. It would be like casting a line into the bath tub. You could stay there for months and catch nothing, for the simple reason that there are no fish in the tub, nor are there ever likely to be any.

However obvious this simple fact may be, there are literally thousands of sincere pastors who go fishing every week in a tub in which there are no fish. I refer to the evangelistic meetings or gospel services that are conducted regularly in churches in which no unbelievers are present. Week after week the Gospel is faithfully presented in the best possible manner. Items in song, excellent Gospel sermons, personal testimonies, all of which should be excellent bait, but all to no avail. The sinners are just not there to hear. Yet the process goes on. No fisherman would keep trying in a place where it was obvious that there were no fish to be caught there. He would change his venue, or change his method.

I have never been a avid fisherman but I do remember some occasions when as a young lad I went fishing in the local river. My slightly older, more experienced companion, had learned one or two things from which I benefited. One of the things he learned was the necessity to bring some fish into the area in which we planned to do some fishing. We would go early in the morning, before any other fishermen arrived, and we would lay a "bread bait". By the time other intending fishermen were arriving we usually had some healthy activity in the area that we had prepared. We would soon begin to catch some fish to the envy and frustration of others who were not catching anything. Some of them would wonder how we knew to fish in such a spot, but the secret was that we had prepared beforehand, making the effort to ensure that some fish were attracted to our particular spot. Some pastors should think about this and ask themselves, "What might we do to get some unconverted people into our pond?" Or, alternatively, they might consider moving their gospel meeting to another more accessible, more neutral, and less threatening venue. Many churches have no attraction whatsoever for non-Christians. The events and activities conducted there have little relevance and hold no appeal for the uninitiated.

## **2. Use the right kind of bait**

Following the same line of reasoning, we need to consider from time to time if we are using the right kind of bait. I frequently ask pastors, "If you were going fishing, would you take the bait that you enjoy, or the bait that the fish like?" Again the answer is so simple that the question appears naive. Yet the fact is that in most cases, when we Christians go fishing, we use the bait that we like and we seem to give little thought to what may appeal to the fish.

This is true whether we are fishing in the local church "pond", or whether we are engaged in some evangelistic outreach into the community. We must use the kind of bait that will at least attract the attention of the fish. This is true whether we are considering the format of gospel meetings, evangelistic outreaches, using Christian literature, music, dramas, or whatever other "attraction" we may try.

Most churches and Christians are extremely conservative and unimaginative when it comes to the right kind of bait to use. They are afraid that if we use something to which the unconverted are attracted, then it must be "worldly" or "carnal". They are convinced that they want to use more "spiritual" methods, but the sad thing is that their "spiritual" methods are frequently just not working. No fish are being caught. So we should ask ourselves if a particular type of bait is effective.

**If people are being attracted, arrested,  
and subsequently converted, then  
somebody is doing something right.**

One of the problems is that once a person has come to Christ, their new Christian activities absorb them so completely that they have no time or desire to maintain contact with their former friends and companions. They become so separated from them that they lose contact with where people are and what interests them. Many Christians become so "spiritual", that they no longer have any meaningful contact with non-Christians. Now I realise that separating oneself from the world is a necessary aspect of the process of sanctification and spiritual development, but some times we need to consider how Jesus managed to be in right relationship with His Father and yet be the "friend of sinners." How did He manage to keep Himself spotless from the world and yet have such a life style that the "common people heard Him gladly." Wherever He went the crowds would gather and whenever He ministered to them His ministry was eagerly received.

## **3. Don't frighten away the fish**

Another simple lesson I learned in those boyhood days was "Don't make a noise. Don't frighten away the fish!" I can hear the whispered voice of urgency now in my imagination. It was all too easy to alarm the fish and frighten them away if one was not careful. The principle holds true with non-Christians. It is so easy to alarm them and frighten them away.

I recently witnessed a "street meeting" in an Asian city. The earnest and sincere Christians had gained permission to use an amplifying system and their voices were reaching far and wide, but their tone was so harsh and condemnatory. The implication of their message was so "holier than you". They seemed to have almost a sense of delight in telling the people that they were heading for hell. But nobody stopped to listen. Nobody went over and engaged them in conversation seeking help or counsel or asking for prayer. The whole exercise appeared futile. It seemed to be a lot of noise that served only to frighten the fish away.

How much more effective it might have proved had there been tones of grace and mercy and the idea conveyed that here were a group of compassionate people who wanted to offer help and solace

to their listeners. The people to whom they were speaking in that down town locale were mostly poor and depressed. The kind of people who need some joy and brightness added to their dismal existence. But the Christians were not offering that. Only a message of condemnation and the harsh, strident tones of judgement. No wonder they caught no fish that night.

There are lessons here also for the manner in which many gospel services are conducted and of the messages conveyed there. Jesus declared that He had "*not come to condemn the world but that the world through Him might be saved*" (John 3:17). How sad it is that so many of His followers do not take the same line. The people of our world need a message of hope. They need to be offered God's love, mercy and grace, rather than His judgements. A local church ought to be the brightest, happiest, most positive and affirmative place in the whole town. It should be a place towards which the average person is attracted, to which they would gravitate when needing love, understanding and compassion. The whole idea is to attract the fish, not to frighten them away.

#### **4. Have patience, don't be in a hurry**

The successful fisherman is not in a hurry. Patience is a vital requirement, without which no fish will ever be caught. He knows that he cannot expect to race up to a spot, cast in his line, and immediately land a fish. He must be prepared to exercise patience in order to accomplish his goal. He sits quietly on the shore or in the boat with his line in the water, waiting for a gentle indication that a fish is around. Even when he feels a quiet nibble at the bait, he does not immediately reel in the line. He continues to exercise quiet patience until he feels the insistent tug that tells him that he has a bite. Even then he must continue to exercise patience and discretion. He must not make any sudden moves or he may lose that fish more easily than he ever hooked it.

Likewise, we must never see people as a quarry or a "scalp" that we can quickly take. People are complex beings. They have complicated lives. They require careful, skilful, patient handling. Each one is a separate and different challenge. No two are exactly alike. Just as we need different bait for different fish, so we need different techniques in order to catch and land them safely. Possibly the thing we need more than anything is patience.

#### **5. Exercise special care as you land your fish**

Landing a fish is like making an altar call. It is equally as important as the sermon that preceded it, if not more so. Everything is wasted if we do not land the fish safely. The bait is wasted, our time is wasted, every effort has been in vain if we do not safely land the fish. The fish is more wary next time. The same is true in the more personal —"one on one" encounters. We must be prepared to follow through until the exercise is completed. Every fisherman has had the experience of losing a fish somewhere between the hook and the boat. (Traditionally the 'one that gets away' is the biggest and best of all!)

#### **6. Don't allow the fish to escape again**

A good follow-up program is like a "Keep Net", in which the fish is safely held after being caught. Usually this includes introducing the newly converted person into a suitable church fellowship. Essentially a good, lively, evangelistic one and preferably one that also has a good new converts class and a system of Home Fellowships into which the newly born believer may be introduced. The new believer needs to be taught how to establish an effective prayer and devotional life. He needs to be grounded in the Word of God so that his experience in Christ is not merely emotional or sentimental.

Every new believer really needs a mentor who can disciple him in the ways of the Lord and of the Kingdom. If the one who led him to Christ is able to perform this function, this is the ideal. Otherwise they should be placed in the care of a shepherd or under-shepherd or house group leader.

He needs to be introduced to other fellow believers who live in the same locality so that new relationships may be established. Should there be specific problems such as drug dependency, sexually deviate life style, alcoholism etc, then the new convert needs to be placed under the covering of a mature believer who has specific knowledge of such problems and ideally has some training and experience in dealing with them. There is often a need for deliverance in such cases.

**7. Keep on fishing**

Having successfully brought someone to Christ, don't rest on your laurels or be so busy congratulating yourself, or caring for that person, that you do not have time to reach out to other souls. Once you get into the rhythm of witnessing and winning people, keep right on going. The more people you win, the more you will want to win. The task will become increasingly easier for you. You will develop in confidence and ability. Experience will teach you many things and you will become more adept and skilful in this exciting ministry. Witnessing to people and winning them to Christ can become a rhythm in your life. It can form a good habit. Something you find yourself doing regularly and consistently and effectively without hardly thinking about it.

## Chapter Four

# Taking Men Alive

In Luke 5:10 we have this exciting statement of Jesus,  
"Fear not, from now on you will catch men."

In the Greek text the word 'zogreo' is used. It literally means, "To take alive." There is only one other place in the New Testament where this word is found and that is in 2 Tim 2:26 where we read, "*And that they may recover themselves out of the snare of the devil, who are taken captive by him (Zogreo) at his will.*"

**The implication of these two Scriptures  
is that either we take men alive for Christ,  
or the devil takes them captive at his will.**

What an awesome responsibility this places on us, but what a tremendous privilege too, that we may lead men and women out of Satan's captivity and the appalling darkness of his kingdom, into the glorious light of God's eternal Kingdom.

Jesus Himself, the greatest Soul Winner who ever lived, has promised that if we faithfully follow Him, He will make us rescuers of men, plucking them as brands from the burning. Rescuing them from everlasting damnation and leading them into the wonderful liberty that is in Christ. How may we begin in this school of discipleship in that the Master Teacher will impart His knowledge and skills to us enabling us to accomplish this wonderful ministry? I believe that firstly we should seriously and prayerfully consider.

## THE AWESOME VALUE OF ONE SOUL

### 1. The nature of its origin. Created in the image and likeness of God

Each human soul is of immeasurable value because it was fashioned in the image, and after the likeness of God Himself. The imprint of God's creative genius is upon every human being. No matter how low sin may bring that soul, it is still fashioned in God's image and He places a tremendous value upon it. A value that cannot be estimated in human, material, or monetary terms. Jesus said, "*What shall it profit a man if he gain the whole world and lose his own soul?*" The clear implication of this statement is that one soul is worth more to God than the whole world. How it must rejoice His heart when we bring people back to Him through the ministry of reconciliation.

Every person, irrespective of race, colour, culture,  
education, social standing, success or failure,  
is of incalculable worth to God.

They are likened to His Crown jewels. "*And they shall be mine says the Lord of Hosts, in that day when I make up my jewels*" (Malachi 3:17).

### 2. The duration of its existence

Every soul has an eternal, everlasting, never ending existence and will spend that eternity either in God's presence and under His benevolent rule, or cast away from His presence with all Christ

rejecters. Since Jesus was the most remarkable being ever to walk this earth, the absolute epitome of righteousness, mercy and truth, imagine what it will be like to spend eternity in the company of people who have rejected such a person. Irrespective of what hell may be like, that will be sufficient hell, to be in the company of such people forever.

Whenever you look at a fellow human being, regardless of his condition, remember that he is an eternal being and that he will spend an awesome eternity either in God's presence, or having been banished from that presence forever. This thought alone should make us want to warn every person we ever meet to receive Christ while they can.

### **3. The tremendous cost of a soul's redemption**

The true purpose of Christ's coming to earth was not to be a teacher or an example that men might imitate, it was to die as the Lamb of God, on behalf of, and in the place of lost and fallen man. The price that He paid in His suffering and death, is indescribable, (beyond description) and inestimable, (beyond human value).

The height, breadth and depth of God's love for fallen man was on view at Calvary, where Christ suffered and died. God wants us to look at, and meditate upon the price that He and His Beloved Son paid at Calvary and understand that through this indescribable scene God is saying,

**"This is how much I love mankind.  
This is how much value I place  
on every human soul."**

If God could pay so great a price in order to redeem a soul, how can we refuse the meagre sacrifice required in order to tell the story of so great a love.

### **4. The immense battle that is waged for the souls of men**

Many fearsome battles have been fought on this planet throughout human history but none greater than the battles that are waged continually by Satan, for the souls of men. Christ gave His life at Calvary, in order to defeat Satan, to smash his mastery, and make a way of deliverance for all who would accept it. There is nothing more that He can do, nor does He need to do more. The work of redemption was completed at the Cross. He has broken Satan's grip and provided emancipation and freedom for every soul of man. This is the Good News He has entrusted to us. The initiative is now over to us. We have the delegated authority to lead men out of the dark bondage of Satan's dominion, into the freedom of Christ's deliverance.

**Jesus gave His all for us,  
now we need to give our all to Him!**

## **HOW MAY WE ACQUIRE A CONCERN FOR THE LOST?**

### **1. By meditating on Christ's command**

The final words that Jesus spoke, (Mark 16:15. Matt 28:19) prior to His ascension to Heaven, constitute what we call "The Great Commission", in which He commanded all His followers everywhere to GO into ALL the world, and proclaim the Gospel to EVERY CREATURE. This command has never been rescinded. Every Christian is under Divine orders. We may not all be Ministers, Pastors, Evangelists, or full time Christian workers, but we are all under the Divine Commission to spread the Gospel everywhere.

### **2. By living close to Christ and imbibing His heart**

If we live close to Christ, spending time with Him every day, seeking His mind on every subject, we will feel His heartbeat and share His concerns. Whenever we are confronted by a fellow human being in need, we need to ask ourselves, "What would Jesus do in this situation?" As soon as the response comes to our mind we should go ahead and do whatever we know He would do, for we are His feet and His hands, His servants, in this world.

**3. Remember that people are dying without Christ and without hope**

Each day people in our community are dying without the knowledge of Christ and His redeeming love. Try to live with this in mind when you move amongst people each day. Whenever God prompts you to speak a word to someone, try to make sure that you do not fail Him. One of the saddest experiences I ever had happened many years ago. I felt on one occasion that God wanted me to speak to a certain man about his soul's welfare and where he would spend eternity. However, I was busy and felt I did not have the time to visit him. I put it off, thinking that I would go tomorrow when I had more time available. I went to his house the following day and discovered that he had died during the night. I have never forgotten the sense of disappointment that was mine that day.

**4. Remember that we shall all give account to Christ one day**

It is a sobering thing to realise that one day we shall give account to Christ of our stewardship in those things that He has entrusted to us. I do not say this in a heavy legal sense, endeavouring to frighten anyone or force them into otherwise unwilling service. Rather do I think of it in terms of meeting Jesus one day in the blazing light of eternity. Then we shall understand so much more clearly than before, just how great a price He paid to redeem man and how unwilling we have frequently been to even share the message of that love. How disappointed we would feel. Possibly a disappointment we may carry for eternity!

**5. Think of the Joy we will experience for faithful service to Christ**

What joy and sublime satisfaction will be ours when we stand before Christ and in His presence recognise others whom we have had the joy of leading to Him. How greatly our joy will be multiplied by those who may approach us and say, "You told me of Christ's love, had you not done so, I might not be here." Our eternal reward will be at least four fold.

1. The joy of being with Christ forever.
2. The blessing of hearing Him say, "*Well done, faithful servant.*"
3. The thrill of seeing souls whom we have won to Christ.
4. Receiving the Soul Winner's Crown of Joy (1 Thess 2:19).

## Chapter Five

# A Classic Case Study

In the glorious adventure of Soul Winning, Jesus Himself is our finest example and role model. In John's Gospel, 4:1-42, we have the classic case study of a Soul Winning encounter between Jesus and the "Woman of Samaria." There are many helpful principles involved in His fruitful encounter with this unlikely prospect, an important one being the effective manner by that Jesus communicated cross culturally. Please read through the story in your Bible and then let's consider together some of the highlights.

### 1. PRIORITISING DIVINE PROMPTINGS

When John tells us that "*Jesus needed to go through Samaria*" (John 4:4), he is referring to the influence of a Divine prompting that urged Him to do so. His desired destination was Galilee and there were actually two main routes that would take Him there. One was through Samaria and the other by way of the Jordan Valley. Although the route through Samaria was somewhat more direct, it was not one that Jews normally used because of the friction that existed between Jews and the Samaritans. Yet Jesus chose this road not because it was shorter, quicker or more convenient, but because of an inner prompting from His Heavenly Father. God had a mission there for Jesus to fulfil. God knew there was a hungry heart and many other lives that would also be influenced. He placed a prompting into the heart of Jesus that took Him in that particular direction and to the very place where a rendezvous could take place.

We also need to develop such a sensitivity and an ability to discern and interpret the promptings of God within our spirit. There are many occasions when God wants to use our witness in a specific manner but He needs to have confidence that we will not only hear, but also obey His prompting. To ensure that we have this credibility with God, we need to prioritise His Will, giving it precedence above our natural commitments.

We can see this attitude in the life of Jesus even during His teen age years. He asked Mary and Joseph, "*Don't you realise that I must be doing my Father's Will?*" (Luke 2:49). It is obvious that although He esteemed His earthly parents and was in subjection to them, He gave the Will of His heavenly Father an even higher priority. On another occasion He said, "*I delight to do the Will of my Father who sent me.*" We must also make it a source of delight to be obedient to our Father's Will.

### 2. SOME OF THE REASONS WE SHOULD PRIORITISE GOD'S WILL

#### A. Because we are no longer our own

*"Do you not realise that you are no longer your own, you are bought with a price, therefore glorify God in your body."* We have been bought at great price and our life is no longer our own to do with as we wish. God has redeemed us. We are now His and our first priority and highest pleasure should be to do His Will. It is not our prerogative to decide whether or not we should witness for Christ. He has commanded us to do it and our responsibility is to obey without question.

## **B. God loves all mankind and wants to express that love through us**

God loves every person we meet and He wants us to tell them about that love. More than that, He wants to channel His love through us, making our lives the instruments through which His love is revealed and demonstrated. We need to spend quality time with God, imbibing His love. Paul says, *"The love of God is shed abroad in our hearts by the Holy Ghost"* (Rom 5:5). We are not only receptacles of that love, we are channels so that it can flow on from us into other lives too.

### **c. We are in debt to every person**

Since we have received the Good News and the Grace of God into our lives we owe it to every person we meet to share this Good News with them.

Rom 1:14-16

14 I am debtor both to the Greeks, and to the Barbarians; both to the wise, and to the unwise.

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

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

*(KJV)*

Imagine that you knew a sure cure for cancer. How urgently you would sense the need to share that cure with every cancer sufferer you met! You would feel both obligated and privileged to do so. Your energies would be concentrated continually on that task.

Salvation through Christ is the only cure for the spiritual cancer of sin that afflicts every person on earth. How privileged we are to know this and how great is the responsibility to share this vital knowledge.

## **3. BARRIERS THAT JESUS OVERCAME**

It was not an easy thing for Jesus to fulfil this Divine mission. There were numerous barriers He needed to overcome in order to accomplish it. This is also true for us. Nothing worthwhile is accomplished without effort and sacrifice. We must be dedicated and prepared to overcome every potential obstacle in order to complete God's mission. Let's look at some of the obstacles that Jesus overcame :-

### **a. Geographical distance**

Jesus walked from Jerusalem to Samaria to obey the prompting in His spirit, a journey that thoroughly exhausted Him. This illustrates that He would go to any length, and make any sacrifice in order to obey His Father and fulfil His mission to reach the lost.

### **b. The voice of logic**

Because of the strong animosity that existed between Samaritans and Jews, few Jews ever thought to travel through Samaria. It was considered to be rather dangerous and ill advised. Since Jesus was already escaping from the vindictive attitude of the Pharisees (John 1:1-3), it would have seemed logical that He should travel by the safer route, i.e. via the Jordan Valley. But sometimes God's way supersedes logic and natural thought. Sometimes He sets out for us a mission that requires us to ignore the logical outcome, trust God completely and obey Him irrespective of what the outcome may appear to be.

### **c. The tyranny of time**

We are sometimes so conscious of time that it seems to be of more importance than doing the Will of God. Some cultures are more guilty of this than others. Jesus had been travelling for some time

from Jerusalem, yet He did not allow this fact to intrude upon the mission that God had entrusted to Him.

**d. The inertia of tiredness**

John tells us quite clearly that *"Jesus was wearied from his journey."* He actually sat by the well because He was fatigued. Yet this did not deter Him from engaging the woman in conversation. Despite His weariness He obviously spent some considerable time talking with her. The amazing thing was that when His disciples returned they found Him refreshed and re-invigorated. He explained to them that He had *"meat to eat that they knew not of."* That *"meat"* was to do the Will of His Father who had sent Him. There will obviously be occasions when we also are tired and may not feel like engaging in spiritual ministry. Yet as we rouse ourselves and get involved we are actually renewed by the very performance of the task.

**e. Bridging the culture gap**

As we study the ministry of Jesus we soon recognise that He was a Master in the art of cross cultural communications. This is something at that we too must become skilled. A cultural gap can easily separate us from people if we allow it to do so.

**We should understand that every time a Christian  
endeavours to communicate to a non-Christian,  
it requires an effective cross-cultural communication exercise,  
because we live in two vastly different cultures.**

The culture of the kingdom of darkness and that of the kingdom of light. Jesus communicated across this potential gap very successfully. I think there are at least two reasons why He was able to do so.

1. He acknowledged and respected the culture of another.
2. He practised and modelled the culture of God's Kingdom.

True Kingdom people have a distinct advantage in bridging cultural gaps. The Kingdom character has a loving esteem for all people that helps them to respect others irrespective of what their culture may be.

**WHAT IS CULTURE?**

The culture of a specific people group comprises of the historic concepts, customs and arts shared by a particular society. The main factors that identify that society are its racial identity, common history, ethnic traditions, language group, and religious concepts. Within a given culture group there are also numerous sub-cultures frequently determined by social status, educational standard, economic strength, and imposed or adopted life style. All these factors combine to produce a distinct cultural identity.

**a. Culture shock**

The phenomena of culture shock may occur when any person encounters a culture different to their own. The degree of shock might depend on how radical the differences are. The impact of cross cultural encounter causes surprise, shock, confusion, disorientation and alienation. It frequently creates a wall or barrier between the cultures that requires skilful communication to overcome.

**b. Cross cultural communication**

Effective cross cultural communication occurs when both parties are able to understand each other without fear or confusion. The potential wall does not separate or alienate them from each other. They are able to transmit and happily receive important messages from one to the other in an amicable and satisfactory manner.

**c. Jesus excelled in cross cultural communication**

As in all other issues, Jesus is our finest example and role model and in the narrative under consideration we have a fine illustration of this.

The main reason He was able to communicate effectively was that He had incarnated Himself into the culture He was endeavouring to reach. He willingly sacrificed His own cultural identity in order to assume the identity of those He sought to influence.

Phil 2:5-8

5Your attitude should be the same as that of Christ Jesus.

6Who, being in very nature God, did not consider equality with God something to be grasped,

7but made himself nothing, taking the very nature of a servant, being made in human likeness.

8And being found in appearance as a man, he humbled himself and became obedient to death -- even death on a cross! (NIV)

This passage clearly indicates the characteristics that enabled Him to successfully identify with man as Jesus immersed Himself into a human frame. He clearly manifests His:-

Humility.

Meekness.

Obedience.

Submission.

These are the same characteristics that we must evidence in order to successfully cross the great divide of cultural differences.

**f. He overcame differences in custom**

Custom derives from the long established habits, conventions and traditions practised by a specific people groups. Both Jews and Samaritans had historically strong traditional customs to which they were committed. It is very easy to become biased and confrontational about one's customs and traditions. Many people have an innate pride about their national or cultural identity, traditions and customs. But Jesus did not allow this to become a divisive factor. He gently and skilfully avoided the possibility of confrontation and won the respect and esteem of the woman, gaining for Himself a credibility that enabled Him to minister into her life.

**g. Bridging differences of religion**

Early in the conversation the woman sought to avoid the challenge of Christ's words by taking refuge in her religious tradition. She mentioned that her ancestors believed that worship must be centred in Mount Gerizim, whereas the Jews insisted that Jerusalem was the true centre for worship. Jesus did not allow Himself to get into a controversy about this. He began to steer the conversation along another route, pointing out that God is a Spirit and those who truly worship Him must do so in spirit and in truth. His clear implication was that neither Gerizim or Jerusalem were the real issues but rather that one should worship God from their spirit wherever they were.

It is so easy for us to become controversial and confrontational about religious issues. We can easily feel that we are compromising our faith if we do not vigorously promote our religious view point.

But arguments and confrontations, especially about religion, seldom if ever accomplish anything. One can win an argument and lose a soul. Jesus did not allow this to happen and we should learn something about this from Him.

#### **h. From the natural to the spiritual**

Jesus had a wonderful ability to take a conversation from a natural subject to a spiritual one. He asked the woman for a drink of water and then proceeded to tell her that if she drank of the water that He could give, she need never thirst again. He used this kind of technique consistently. He frequently spoke in parables, - natural stories with spiritual implications. We can see how successfully this worked. Not only did she come to faith, but many of her neighbours did too, and later (Acts 8) a great revival broke out.

- He established a point of mutual interest.
- He aroused her curiosity.
- He skilfully switched from the natural to the spiritual.
- He clearly presented the Gospel.
- The Holy Spirit completed the work.

#### **SOME FURTHER FEATURES OF HIS EXAMPLE**

##### **4. His genuine love for "sinners".**

In verse 4 we are told that Jesus "*must needs go through Samaria.*" Whether this requirement was purely political or geographical has been a point of controversy with many. But the clear indication is that whether the requirement was geographical or not, Jesus was constrained to pass through the Samaritan town of Sychar because He intended to present the Good News to this woman and her neighbours. It was His concern for her that persuaded or impelled Him to go that way. Sinners instinctively recognised the sincerity of His love for them, and it drew them like a magnet.

**Jesus earned a reputation as "A friend of sinners."  
It was a name He wore with pride.**

The despised people of His day sought Him out. They were not intimidated by Him. His manner did not judge or condemn them. The overwhelming impression they gained was of His deep, sincere, abiding love for them and His consistent desire and intention to help them. He never in any way conveyed the idea that He approved of or condoned their sinful life style, but neither did He ever give any impression that He held anything but love for them.

The only way that we can share that same attitude is by endeavouring to "see people through His eyes." Our humanity is often so prone to judge people. As Christians we need to be especially careful that we do not adopt a self righteous, religious attitude in which we feel superior to those without Christ. We need to remember that, "there but for the Grace of God, go I." Somehow we need to imbibe His spirit and succeed in "loving the sinner, but loathing his sin."

##### **5. He was genuinely interested in people**

Jesus was undoubtedly what we would call today, a "people person." Wherever He went, people eagerly followed Him. He was an immensely popular figure and was continually surrounded by crowds of people who enjoyed being in His presence, and hearing His words.

We also need to actively cultivate a genuine interest in people. Never allow your Christian outlook or activities to isolate you from the company of people. I have frequently told young pastors, "the ministry is about two things. It is about God, and it is about people." Therefore a requirement of successful ministry is to develop a good understanding of both. We should major in these two areas.

1. Growing in the intimate knowledge of God and in our relationship with Him.
2. Getting to know and understand people.

Certainly this is a success factor in effective Soul Winning. Jesus demonstrated this important art. Luke 2:52 tells us something very interesting about His growth pattern during His adolescent years. We are told that "He grew in wisdom (intellectually), stature (physically), favour with God (spiritually), and favour with man" (socially).

So many Christians today have the idea that concentration on spiritual growth requires that we neglect other areas of interest and development. This was certainly not so with Jesus. His growth featured a healthy balance in those four areas mentioned, and He is our example and role model. Successful ministry requires growth and maturity in all these areas.

#### **6. Get out and socialise**

If we never meet and converse with people, we will never win them to Christ. If we are ever going to catch fish, we must go where the fish are. Many of the accounts of Christ's life consist of conversations He held with various people. Some of His greatest sermons were preached to an audience of one person, (e.g. Nicodemus - John 3). We should intentionally endeavour to make new social contacts every day. Become a real people person. Use your faith to overcome natural shyness and social reticence. Climb out of your box. Talk to your neighbours. Pass the time of day with people you meet in the course of your employment. Make friends with the local store keeper, cab driver, policeman.

**If Jesus was a "Friend of sinners"  
we can surely be a friend to our neighbours.**

Don't try immediately to win them to Christ. Endeavour to win their friendship and confidence first. Take time to establish credibility with them. Be genuinely interested in them.

#### **7. Establish common interest factors**

When Jesus found the woman of Samaria, she was in the process of drawing water. He immediately established a rapport with her by indicating that He was thirsty and would be grateful if she would give Him a drink. In this manner He socialised with her in a discreet and proper manner, seeking her help and assistance. He clearly indicated His appreciation for her assistance. His manner was disarming, friendly and irresistible. His attitude was particularly appealing in the light of the tremendous animosity that existed between Jews and Samaritans. Jesus successfully crossed the cultural barrier, the race barrier and the religious barrier. People are often impressed and disarmed when we express interest in what they are doing or in those things in which they are interested. They open up to converse with someone who expresses interest and enthusiasm for something in which they themselves have a warm interest.

**Common interests draw people together  
and establish rapport and relationship.**

They establish a bonding and credibility that paves the way for serious dialogue.

#### **8. Jesus never judged or condemned people**

The woman of Samaria appears to be a somewhat notable or notorious sinner. Several factors in the story could seem to support this idea. But Jesus did not adopt a superior or judgmental attitude towards her. He did not begin to lecture or censure her, condemning her for her multiple marriages and the fact that she was presently in a de-facto relationship. This in no way implied that He

approved of, or condoned her life style. But it did clearly indicate that He had not come to condemn her. I personally think that Jesus often took delight in the consternation of many of His religious critics when they saw the posture He adopted towards some people whom they would readily condemn.

This certainly seems to be the case in John 8:1-11 when Jesus scribbled on the ground as the angry Pharisees virtually demanded that He condemn the woman found in the act of adultery. He bravely took sides with her against the angry religious mob, assuring her that He did not condemn her, but encouraging her to *"go and sin no more."*

**If Jesus assumed a non-condemnatory  
attitude with sinners, what right would you  
and I ever have to do differently?**

**He came to save them, not to condemn them and we need to have the same attitude.**

#### **9. He frequently commended people**

It was not the practise of Jesus to fault or criticise people. He did not despise them. Instead He always looked for things about them that He could warmly commend. When the woman confessed that she "had no husband", Jesus commended her saying, *"you have spoken the truth."* He also revealed that He knew all about her dubious past, but even then He did not condemn her but actively commended her for telling the truth. Commendation is often a wonderful key to open the hardest of hearts. So many sinners have been exposed to a barrage of condemnation and it comes as a pleasant surprise and a shock when someone actually commends them for something. It diminishes the animosity and paves a way for dialogue and productive discussion. When you want to open a conversation with someone, try to find something about that person or their circumstances that you can sincerely commend. There may be many things about them that make this difficult but most people have something that one can commend. Do it, then watch the bitterness dissolve and the door open.

#### **10. He was perfectly natural**

Jesus did not clothe Himself in a religious facade. He was perfectly natural. There was no evidence of pretence with Him. He presented Himself as a friend, an interested party. In our approach to people we should actively avoid any religious affectation. Try to be one with them. Get down to their level. Be yourself, and don't try to play some role that makes you appear unnatural or unreal.

**We need to be "Naturally spiritual  
and Spiritually natural."**

#### **11. He used ordinary language**

As Jesus began to talk with her, He used ordinary, every day language that she could readily and easily understand. As she gave Him water to quench His thirst, He began to speak about the water of life. The conversation was one of profound spiritual significance, yet it was couched in every day language without any religious overtones. The difference between Jesus and most modern preachers is that Jesus had the wonderful ability to speak on the most profound subject and make it delightfully simple, whereas modern preachers take the simplest of subjects and make them profoundly complicated. Within modern Christian circles we have developed a new language. It is the "Evangelicos" language, - the speech of modern Christendom! We have coined a great array of religious phrases that the uninitiated know nothing about.

**When non-Christians visit some churches**

**they must frequently wonder what we are talking about.**

Please make a conscious effort to avoid using religious code language. Use plain speech as Jesus did, and the "common people will hear you gladly."

**12. He always used a positive approach**

The words of Jesus were always edifying and uplifting. His advice and counsel was always constructive. He frequently encountered people who were at the bottom of life's barrel but He never attempted to push them down further. Instead He identified Himself with them. He sat where they sat. He indicated to them that He knew and understood "where they were coming from." When Mary Magdalene sought Him out whilst He was in the company of religious dignitaries, He dealt gently with her, refusing to pander to the religious traditions of men.

**13. His approach was firm, but always gentle**

As we pursue our objective of influencing people towards God, we must learn to "speak the truth, in love." Sometimes Jesus had to correct or reprimand people but He never did this in a hurtful or objectionable manner. He did not flinch from speaking the truth into their lives but did it in such a way that He won their appreciation rather than their rejection. Such was the case with the Woman of Samaria. He said, "*You have had five husbands, and the man you are presently living with is not your husband.*" Yet He said it in such a compassionate and understanding way that rather than resenting Him, she ran to the village and told her neighbours, "*Come, see a man that told me all I have ever done.*" She subsequently brought the whole population to meet and hear the man who had "spoken the truth in love."

**14. He never regarded any case as hopeless**

In the course of His earthly ministry, Jesus dealt with all kinds of sinners. There was never any indication that He refused or rejected anyone, especially on the grounds that they were a hopeless case, or might be "too far gone." In fact He specifically said, "*All that the Father gives to me shall come to me; and him that comes to me, I will in no wise cast out*" (John 6:37). Sometimes we may look at a person and feel that they are too hopeless a sinner, that it would be a waste of time witnessing to them. Sometimes we mentally "write them off", feeling that such a person would just not be interested in the things of God. Never do that!

Try to see people through the eyes of the Lord.

His love and compassion extends to the deepest depths. He is not called the "Friend of sinners" for nothing. He came into this world, "*not to call the righteous, but sinners to repentance*" (Matt 9:13; Mark 2:17; Luke 5:32).

**15. He respected every man's person**

Every human being has been created in the image and likeness of God and for this fact alone they deserve our respect and esteem.

**Satan has tried to eradicate the God-factor in man,  
but Jesus came to restore and renew it.**

As we go out to witness and to win men and women to Christ, always try to avoid pre-judging a person or hastily consigning them to the "too hard tray."

In the concluding verses of this exciting story, (Vs 39-42) we find that a whole community was powerfully impacted by the witness of this one woman. Initially she appeared to be a most unlikely "convert". There were too many factors that made it difficult to conceive that she would so warmly welcome His message and become a channel through which to reach this whole Samaritan community.

This is one of the exciting things about witnessing for Christ. One never knows to where it may lead. All kinds of exciting situations may develop from a most unlikely contact. Whole communities may be brought to Christ and otherwise unreached peoples brought into the kingdom of God.

### **THINGS THAT EXCITED HER INTEREST**

In order to gain her undivided interest, Jesus aroused her curiosity. He said things that brought questions to her mind and in answering those questions He was able to communicate vital spiritual truths. Here are some of the questions He elicited.

#### **a. Who Jesus was?**

Many people, who are not interested in church, nor in traditional Christianity, are quite fascinated by the person of Jesus Christ. Our prior purpose, therefore, should be to introduce them to a real, living person, Jesus Christ.

We should avoid promoting church and religion and simply advocate Jesus, introducing Him as a true Friend and Saviour who loves them unconditionally and wants to enrich their life in every aspect.

#### **b. What the gift of God is?**

Rom 6:23

23 *For the wages of sin is death, but the gift of God is eternal life in Christ Jesus our Lord.*  
(NIV)

This scripture makes clear that God's gift to man is **Life** in Christ Jesus our Lord. A life that is of eternal duration.

Another scripture, in Hebrews 6:5, declares the possibility of "tasting", i.e. experiencing, sampling, encountering, participating in the "powers", i.e. elements, essence, energies, ambient factors of the world that is yet to emerge.

Heb 6:4-5

4For it is impossible for those who were once enlightened, and have tasted the heavenly gift, and have become partakers of the Holy Spirit,  
5and have tasted the good word of God and the powers of the age to come, (NKJ)

It is therefore possible, through experiencing God, His love and goodness, through His Word, to have an experiential encounter with "the powers of the coming age." This often happens as you pray with a person. You may ask the person with whom you are sharing, "Do you mind if I pray for you?" Having gained their consent, discreetly place your hand on their shoulder as a point of contact and fervently pray for them. The power of God will usually come upon them and they will be made consciously aware of it. In so doing they will "taste" - experience, the powers of the coming age, and encounter spiritual reality. This can be an extremely convincing factor in your endeavour to share God with them.

**c. What is living water?**

John 4:13-14

13 Jesus answered, "Everyone who drinks this water will be thirsty again,  
14 but whoever drinks the water I give him will never thirst. Indeed, the water I give him will become in him a spring of water welling up to eternal life." (NIV)

John 7:37-39

37 On the last and greatest day of the Feast, Jesus stood and said in a loud voice, "If anyone is thirsty, let him come to me and drink.

38 Whoever believes in me, as the Scripture has said, streams of living water will flow from within him."

39 By this he meant the Spirit, whom those who believed in him were later to receive. Up to that time the Spirit had not been given, since Jesus had not yet been glorified. (NIV)

Jesus makes it clear that "drinking of the living water" is imbibing the power of the Holy Spirit. In Ephesians, Paul infers a comparison and a contrast, with the drinking and imbibing of wine.

Eph 5:18-20

18 And do not be drunk with wine, in that is dissipation; but be filled with the Spirit,  
19 speaking to one another in psalms and hymns and spiritual songs, singing and making melody in your heart to the Lord,  
20 giving thanks always for all things to God the Father in the name of our Lord Jesus Christ, (NKJ)

**d. What is spiritual worship?**

John 4:23-24

23 Yet a time is coming and has now come when the true worshipers will worship the Father in spirit and truth, for they are the kind of worshipers the Father seeks.

24 God is spirit, and his worshipers must worship in spirit and in truth." (NIV)

Several things are clearly inferred

**A. God is a Spirit Being**

Communication with Him must therefore be in the spiritual dimension.

**B. Spiritual worship, - communication, must also be in accord with God's truth**

**C. God has an essential Father nature -He longs for spiritual children.**

**D He longs to receive expressions of love (worship) from His children.**

**E. We may offer such worship, wherever we may be**

Jesus again emphasizes the importance of the spiritual dimension in contrast to the natural realm of religious practise. True Christianity is not a religious system, it is a spiritual experience. Part of that experience is reconciliation with God in a spiritual dimension. This makes it possible for a person to discover and experience the reality of the true spiritual worship of God, his Creator.

## Chapter Six

# Let's Begin!

In the preceding chapters we have spoken of a number of issues that are pertinent to the matter of Soul Winning. Now let's endeavour to get right down to the all important skills of this ministry.

### ESSENTIAL PREPARATIONS

The main reason why so many Christians avoid attempting to lead people to Christ is that they have never been adequately trained or properly prepared. It is essential that training receives the highest priority. How can we go into battle effectively without the appropriate training and preparation?

**No soldier would be sent into battle without receiving adequate training.  
No sales agent would ever go out to sell without proper preparation.**

How can we expect to be effective and fruitful in this high and holy calling of Soul Winning if we are inadequately prepared? There are several areas in which preparation is essential.

#### 1. Spiritually

- A. As Soul Winners, we must be a Born Again Christians.
- B. We should have a positive, Bible based assurance of our own salvation.
- C. Should regularly read and study the Bible.
- D. Should "know the plan of salvation" in the Scriptures.
- E. Should have a consistent and effective prayer life.
- F. Should be trained in the art of "Leading a Soul to Christ."

- G. Should be dedicated to the task of sharing our faith whenever possible.
- H. Should be prepared to invest time caring for new converts.

**2. Mentally**

- A. The Mind should be "renewed" by God's Word. Rom 12:2.
- B. The Mind must be disciplined to the task in hand.
- C. The Mental attitude should be positive and optimistic.
- D. The Mind should anticipate success and effectiveness.

**3. Emotionally**

- A. Our emotions should be controlled and positive.
- B. Our spirit should be in an attitude of quiet praise to God.
- C. The joy of the Lord should be uppermost and dominant.
- D. Our positive mental attitude should be calming our emotions.

**4. Physically**

- A. Appearance. Should be neat and tidy.
- B. Facial expression should reflect quiet calm and inner joy of the Lord.
- C. Manner. Should be humble, courteous and considerate.
- D. Voice. Should be controlled and modulated.
- E. We need the love of God in our hearts.
- F. We need courage.
- G. We should always employ tact and wisdom.

**When we are engaged in the ministry of Soul Winning we are acting in the capacity of an Ambassador of the Kingdom and a personal representative of the King of Kings. Therefore we should present ourselves as attractively, engagingly and winsomely as possible.**

**You may be the only message from God that your prospect ever sees or hears, so let that message be of the highest and most persuasive quality.**

### Some ways to approach a Prospect

Here are some basic principles that we need to observe to bring people to Christ.

#### 1. Be alert, and motivated for souls

True soul winners develop a *passion* for Souls. The need to witness, and bring people to Christ becomes a driving and motivating force. The effective Soul Winner becomes *soul conscious*. Wherever they are, they are looking for opportunities to share their Faith. Whatever company they may be in they are always alert to any opportunity that may arise which may give them a chance to share the Gospel. This is the power of the Holy Spirit, gently but firmly prodding them in the direction of souls who need a Saviour. But there is also a psychological principle at work. It is a principle that suggests that "whatever your mind becomes intrigued with and excited about, you will then tend to see that thing everywhere you look."

For example, if you buy a particular model of car with that you are really happy, it then seems as though every other car that you see is the same model as the one in which you are interested. This principle can work positively for you if you allow it to. For example, the more you become stimulated and excited about the possibilities of sharing your faith and leading people to Christ, the more aware you will become of the many opportunities that occur every day in your normal routine of life. Soon you will see opportunities everywhere. The more people you are able to effectively lead to Christ, the more confidence you will have that you can *do it again*.

The more success you have, the more you desire. It is genuinely possible to have a "hunger for souls". A passion that keeps you motivated wherever you may be.

#### 2. Actively pray for souls

At the commencement of each day, as you commit your day to God in prayer, include a definite prayer that God will make it possible for you to witness to someone that day. Then go into your day with a positive anticipation that God is going to answer that prayer. Be constantly alert and watchful, looking for any indication that God may be opening an effectual door of witness to you. Listen to every conversation around you for some word to be dropped into your ear that may indicate that a person may have a spiritual need or be seeking for some spiritual guidance. You should also have a list of people whom you would love to lead to Christ. Pray over that list every day, mentioning each one by name and praying a positive prayer for their salvation.

#### 3. Release positive faith that God will give you success

Don't simply pray for souls in some abstract manner, hoping that somehow God will perhaps get around to answering prayer. Pray positively and then begin to thank God in anticipation of speedy result. Begin to positively and optimistically anticipate fruit in your life. As the life of God flows through you each day, there should be fruit in your life. One aspect of that fruit will be the people whom He enables you to bring to Him.

#### 4. Begin to talk faith talk in respect of winning souls

Your words have tremendous latent creative energy stored within them. Various people use word power every day to accomplish their tasks. Successful salesmen are constantly using the positive power of their words to sell their product. Firstly they use the immense power of "self talk", speaking to themselves either audibly or inaudibly, constantly making positive assertions about their product and their ability to sell that product. This gets them into the right attitude and frame of mind to persuade their clients of the wisdom and necessity to purchase the product. If salesmen and business people can use these energies to advance the cause of their natural business, we ought to employ every asset to bring people into the knowledge of God's grace and power.

#### **5. Look for evidences of people's needs**

Every person in this world is *incomplete* without Christ, for the Bible says, "*And you are complete in Him*" (Col 2:10). The Bible teaches that mankind is "depraved". This literally means, "likely to break down at the weakest point." So every human being has their "breaking point", their area of vulnerability and potential weakness. We need to look for signs of these. Not to decry or criticise them but in order to compassionately try to help them to find their answer to that need. The only lasting answer to every human need is in Christ, for we have seen that it is only in Him that we are truly complete. As you become aware of some person's need, approach them with great sensitivity and compassion. Remember that this person may have been deeply hurt at some time and the awareness of their need is potentially extremely painful. Don't intrude into their innermost secrets indiscreetly. Treat this person with extreme care and loving concern.

**Many people are extremely fragile  
in the vulnerable areas of their inner life.  
Probe very gently and sensitively.**

Take care not to make their pain even more unbearable. Jesus was the expert at this type of compassionate approach. He dealt very gently and compassionately with even the worst of sinners, ensuring that He did not add to their feelings of worthlessness and condemnation.

#### **6. Learn to be sensitive to the Holy Spirit's promptings**

The Holy Spirit is frequently portrayed as a dove because of the gentleness of His nature. He usually speaks in a quiet, gentle voice, that we must be extremely sensitive to discern and interpret. Sometimes, while you listen to someone's words pouring into your ears, you are also aware of gentle words pouring into your spirit. The person is speaking to your natural man, the Spirit is speaking to your inner, or spiritual man. We need to develop the ability to hear both.

It is important to hear what the person is saying. It is even more important to hear what the Spirit is saying. Frequently He will tell you the secrets of their heart. Often He will reveal to you the deep needs of their life. Many times He will speak words into your spirit that He wants you to share with the person. Just the very words for which their spirit craves, and desperately needs to hear. It is an exciting and extremely rewarding experience to convey the words of God's comfort to a soul in need. It is exhilarating at times to see the face of a person suddenly light up because the Spirit has spoken light into their darkness.

**Discerning the voice of the Spirit is a spiritual skill that one can cultivate  
through experience and usage.**

#### **7. Seize every opportunity that God gives**

One way to get guidance from God, is to use the guidance He has already given you. I have frequently experienced this. I may be seeking God for some aspect of guidance and He has asked me, "What did you do with the last piece of guidance I gave you?" I have often had to admit that I

had not yet obeyed that word and it is only when one does that more guidance comes. Likewise, if we do not seize opportunities that God brings our way, we should not be surprised if He does not entrust us with more opportunities. Conversely, if we develop a habit of obedience and make the most of every opportunity God sends our way, we become candidates for even more opportunities. The Holy Spirit is far more interested in people coming to salvation than we will ever be. Realise that He has gone before you and is working in so many of the lives and circumstances that you come across every day. Be sensitive. Be yielded. Be obedient. Make the most of every opportunity that God gives you, for as you do, He will open up more opportunities.

He will entrust you with greater opportunities. Your life will begin to overflow with fruitfulness that will bring great satisfaction to God's heart, and to yours!

## **8. Go where the people are**

Too many Christians are isolated and insulated from contact with the people for whom Christ died. Religious taboos, and being busily engaged in numerous Christian activities rob many Christians of time and opportunity to reach the non-Christian public. It is essential that remedies be found for this so that the Christians can find quality time to reach out to a lost and dying world.

### **Here are some ways we may reach the lost**

#### **a. Introducing a wonderful friend**

The simplest way to approach the subject of receiving Christ is to see the exercise as an opportunity to introduce a wonderful friend. There is not one person who would not benefit from knowing so marvellous a friend as Jesus. For a huge variety of different reasons, most people would love to know such a wonderful person as Jesus in a relationship of friendship.

Everyone is accustomed to the procedure of introducing a friend. Some may perform introductions more frequently than others and be more adept at the art, but all of us have done this many times in one setting or another. The first requirement is to recognise or discern the need in a particular person's life that may clearly indicate their basic need of a good friend.

The first indication would obviously be loneliness. Circumstances of life have thrust the experience of isolation and loneliness upon this person. For example, let's consider a single parent. A young woman, unmarried, deserted, or widowed, with the onerous responsibility of caring for her child alone. The need to earn a living to support herself and the child. So many urgent responsibilities that she has little opportunity for social contact with anyone who might be a source of encouragement and comfort to her. The personal relationship and friendship of Jesus can make such a difference to this person. There are many other lonely figures in our societies. Even in the midst of populous cities there are tragic figures of loneliness and despair. Each day people commit suicide because they are lonely and friendless. How wonderful to be able to prevent such a tragedy by introducing them to your wonderful friend Jesus.

Other people may have problems that they need to share with someone who is caring and sympathetic. In the first instance **YOU** could be the appropriate one with whom to share, but your friend Jesus would be an even better person with whom to share those intimate and hurtful problems. There are many other reasons why people whom you meet every day, would greatly benefit from a proper introduction to a wonderful friend.

Jesus is a "*Friend who sticks closer than a brother*" (Prov 18:24).

He has all the wonderful traits of character that constitute a wonderful friend. He is our Wonderful Saviour, Friend, Constant Companion, Confidential Confidant, Counsellor, Burden Bearer, Healer of Broken Hearts. He is an Advocate, Advisor, Lover. All of these things and much, much more.

**WHAT A WONDERFUL FRIEND!**

Realise that this wonderful friend is with you everywhere you go. At all times and in every situation. Not only to bless your life with His amazing characteristics, but to be introduced to anyone you meet in whom you perceive a need for such a friend as Jesus.

You may introduce people to Jesus in a manner similar to that which you might use to introduce an earthly friend. Once the conversation has indicated some problem area that would benefit from vital contact with Jesus, you might say, **"I know someone who can help you. Someone who could help you enormously with your problems if you would allow Him to do so. His Name is Jesus and He is always ready to help all who will call on Him."**

I have had the joy of introducing many people to Jesus in this manner. All kinds of people, with all manner of problems. I have seen prostitutes, gamblers, drug addicts, successful business people, wealthy people, the whole range of social strata, find Jesus in a simple but effective manner. If this whole approach appears to be just too simple and too easy to be true, the factor that you are failing to see in the situation is the **Holy Spirit factor**. His presence in the situation is the invisible, positive, miracle working factor that makes the difference.

You may frequently find a mystical dimension in soul winning situations. You can hardly believe what is happening. The way things are moving, the manner in which a person is responding. The amazing developments that are transpiring. It sometimes seems unreal. But the secret is the Holy Spirit factor. Beneath the surface, and behind the scenes, the wonderful, mystical, dependable Holy Spirit is at work. Without Him you could not do a thing that would have any eternal value. But with Him anything is possible. This is the reason why life becomes so exciting when you embark on Soul Winning adventures. Life takes on a new, exciting, and thrilling dimension. You never know what is going to happen next. It is glorious!

Of course this whole exercise needs something much more than a mere introduction of friends. There is a need for many other factors too. Repentance, faith, commitment etc. these are all necessary components that we will talk about soon.

**b. The conversational approach**

Conversations are a normal part of almost everyone's life. They usually happen regularly on a daily basis. Wherever we go, whoever we may meet, conversations are initiated simply and easily in most situations. They happen on the bus, the train, at the service station, in the office, the restaurant, and the corner shop. In generating conversations people are frequently reaching out for something. They are looking for personal contact, information, reassurance. In many cases it may be a lonely person endeavouring to touch the warmth of another human being. An insecure person, looking for reassurance and confirmation.

As Christians we should endeavour to be available to such people. We should try to be outgoing, friendly and approachable. We should aim to be "people persons", to the best of our ability. I know that outgoing behaviour is much easier for some than for others. However, with the Holy Spirit inside us, making contacts, offering friendship and a listening ear should be much easier for us than for non-Christian people who do not have the reassuring presence of the Spirit within them.

Endeavour to be more outgoing and open to people. It is amazing how simply so many conversations can be turned to spiritual topics. When people speak about the sad condition of the world, you may say, "You know, the Bible predicts that these things will be happening in the last days." Immediately the conversation can turn to the "Signs of the Times", and other biblical subjects.

### **A personal experience**

Soon after I became a Christian I had my first adventure in soul winning through a simple conversation. I was walking through the city late at night. Coming from the opposite direction was a young man whom I had never seen before. He was a rather nondescript person, dressed rather poorly and with a downcast look on his face. As I drew near to him, I felt something inside me say "Speak to this young man." I immediately wondered, "What can I say to him?" Quick as a flash the answer came. "Tell him that God loves him." By this time I was level with him and I stood before him on the side walk. "Excuse me", I said, "Do you know that God loves you?" He immediately stopped and said, "If that's true, He must be the only one in the universe who does." I immediately recognised that there was an enormous amount of hurt inside this young man and drawing him to one side I began to share with him some of the hurts that I had experienced in life and how that coming to Christ had provided a tremendous amount of healing for my inner anger and frustrations.

We stood for an hour in the doorway of a store and shared our common hearts and as the mid night hour struck, he prayed to receive Christ as his Saviour and Lord. In the ensuing months I was privileged to see enormous positive changes taking place in his life. His parents were chronic alcoholics, several of his sisters were prostitutes. In a family that consisted of nine persons, no love existed between any of them. His life had been grossly deprived. He had grown up with an enormous inner resentment. He was filled with all kinds of hurts, inhibitions, and complexes, but things soon began to change. His life took on new qualities and was enormously enriched. He made new friends within the local church fellowship. His personality began to blossom and assume a radiance of which there had been no previous indication. Many people began to notice these remarkable changes, including his parents, brothers and sisters. Within two years of his finding Christ, his entire family had committed themselves to Jesus too and the whole family environment was transformed. What a wonderful harvest as a result of one simple conversation!

Please remember that  
Conversations can lead to Conversions! Get into the habit of speaking to others.

### **c. The confrontational approach**

Jesus frequently used this approach, though it often resulted from a conversation in the first place. Confrontation suggests that you stand in front of the person to "confront" them with an important issue. In Mark 10:17-27, we have the confrontation between Jesus and the so-called, "Rich young Ruler." It began with the young man seeking out Jesus and asking Him about how he might gain eternal life. Jesus was enormously impressed with this young man who had faithfully observed all the commandments throughout his life. However, Jesus recognised that the man's riches were a stumbling block. He valued his possessions more than he did eternal life or the Will of God, and Jesus knew that He was going to have to confront him on this issue. He knew that He must bring him face to face with this weakness, and He did so with uncompromising firmness, yet undying love.

There will be times when you too will need to confront someone, to tell them the truth without compromise. But to do it in such a way that they will face up to it. They may be unwilling to surrender as was this young man, but you will have done your part. You have brought them face to face with reality. You have confronted them with the way things really are from God's perspective. Be assured that there will also be times and occasions when this method will prove fruitful too. You

must always do it in love. Jesus confronted the two thieves who hung on the crosses with Him. For one of them it brought about his condemnation. For the other it opened the door to Paradise. Thus we become a savour of *"life unto life, and death unto death"* (2 Cor 2:16).

**d. The personal prayer approach**

It frequently transpires, in a personal conversation, that felt-needs are indicated by the person. Most people have something in their life, family, or circumstances about which they would secretly appreciate prayer. Of all the people to whom I have ever witnessed, I have met very few who have actually declined or refused to receive prayer when it was offered with sincerity, simplicity and without pressure. If you say, "You know, God can help you with that situation, would you mind if I prayed with you about it now?" The majority of people will say, "Yes, I would like that please."

It often helps if you are discreetly able to make some personal "contact" with them, holding their hand, placing your hand on their shoulder, etc. (Obviously you should be very sensitive and careful about this if the person is of the opposite sex, or belonging to a religion or culture that prohibits physical contact. If there is any doubt about this, then refrain from touching them.) When we do make such contact it is an indication of concern, empathy and compassion. But it is also a discreet, non-religious way of actually "laying hands on a person", as Jesus encourages us to do (Mark 16:15). It thus becomes a tangible bridge through which the power of God may flow from you to the person in need.

**"Prayer Contact" accomplishes several things**

- Introduces a "spiritual" dimension into the dialogue.
- It brings a personal awareness of God to the person.
- It introduces them to prayer, giving them an example of how to pray.
- It exposes them to the exercise of faith.
- Opens their life to an intervention of God.

It is often quite amazing what can happen through this powerful kind of contact, for the Holy Spirit now has direct access into the person's life and situation. I have frequently prayed with a person who has initially endeavoured to give a somewhat indifferent reaction. As though saying, "I don't really believe in this, and I don't actually expect anything to happen, but go ahead anyhow!" Yet, as we have prayed, a melting has occurred and I have often seen tears begin to course down the face that moments ago was endeavouring to appear passive and uninvolved.

**Once the "God factor" is introduced through prayer,  
anything can, and frequently does happen.**

Not always immediately. Sometimes days or weeks later the person will report, "Hey, ever since you prayed that day things have begun to improve!" This greatly improves the climate for speaking directly to that person about their relationship with God.

**e. The personal testimony approach**

I have mentioned earlier in this study that the personal testimony, given in the right manner, at the right time, can be immensely persuasive and effective. Perhaps the person begins to relate something of their earlier life and things that happened to them. Things that perhaps make it hard for them to believe in a God of Love, or in His providence. Things may be mentioned that also transpired in your pre-Christian life that closely parallel his experience. This usually gives you an open door to say,

"Do you mind if I relate my own experience about how God helped me with that?"

Every Christian should always be prepared to *"give a reason for the hope that is within them"* (1 Pet 3:15). Whether it be a public testimony before a group of people, or privately shared with an individual, we should be prepared at all times.

To be effective, a testimony usually needs to be comprised of three parts.

1. **The circumstances of your life before you came to Christ.**
2. **How you came to trust in Christ.**
3. **What has happened in your life since you committed yourself to Jesus.**

**Let's look at these separately for a moment**

### **1. Your pre-Christian life**

You do not need to go into meticulous, intimate details of every aspect of your life. Generally those things that appear to parallel the experience of your contact are the things that need emphasis. If you are sincerely able to say, "You know, I felt just as you do until I realised that.....". As you point out details of common experience the person realises that you understand something of what they are going through. They realise that you are not talking theoretically, you are talking from real life and you are speaking out of experience. A person with an experience has something much more powerful than he who has a theory.

### **2. How you came to trust in Christ**

Again you should try to draw attention to parallel circumstances in your experiences. The thing that you eventually want to emphasise is that "what has happened to me is wonderful, and **IT CAN HAPPEN TO YOU TOO.**" The whole purpose of this exercise is not simply to relate your personal experience but to help the other person to receive Christ and experience His grace and power in their life.

If you are able to adequately describe your personal experience in trusting Christ, you will make it all the easier for the person to trust Him too. Explain the steps you took, the manner in that you prayed, the thoughts and feelings you experienced. Make it as clear and simple as possible. Tell the story in every day language. Avoid using religious phrases and terminology. Get right down to the level of the other person's understanding.

Take them step by step through your experience so that the way of salvation becomes very clear to them.

### **3. What has happened since you came to Christ**

A witness is someone who tells exactly what they saw, heard, and experienced relevant to a particular event. When a witness gives testimony in court he is not expected to express his ideas or opinions. He is required to tell in detail what happened to him. The same is true in bearing witness and giving evidence of the reality of Christ. What you are saying is, "I know that Jesus is real, I have experienced His presence and power in my life. I was lonely, afraid, insecure and miserable until I came to know Him and now He has banished my loneliness and fears and He is transforming my life."

You may also speak of some of the transformational factors such as Prayer, the Bible, Christian counsel and Fellowship etc. This is a means of suggesting to the person that there is an ongoing factor in this equation of finding Christ, and that to fully know and appreciate Him, one must "follow on to know Him."

Having shared your personal experience you should always make the application that **"What Christ has done for me, He will undoubtedly do for you if you commit your life to Him."** You might also sense that the time is ripe to lead the person to Christ right then. You may then introduce them to Jesus, help them pray a prayer of repentance and commitment, and receive Christ into their life by faith.

Remember that your personal testimony is the best means an individual has of sharing spiritual truth. You are on "familiar territory" — you know your own experience better than you know anything. You can control the conversation better.

Remember too that the person with an experience is better equipped than one with a theory or an argument. No one can contest what you have experienced. Whatever they may say, **you know what has happened to you and the effect that it has had.**

**Why not stop right now, and carefully write out your own personal testimony. Do it in the manner that I have suggested, using the three parts. Write it and re-write it. Edit it and refine it. Memorise it and be prepared to share it at any time, anywhere. It may be your greatest and most effective tool for evangelism.**

**e. The direct leading approach**

The last method I shall mention is the direct leading approach.

Probably the clearest example of this in the Bible is that of Philip in Acts 8:26-40. He had been powerfully preaching the Gospel in Samaria and had a revival on his hands, when the Holy Spirit spoke directly to him (V 26) and told him to *"Arise and go south to the road that goes through the desert from Jerusalem to Gaza."* Philip obeyed the Spirit's guidance and discovered an influential Ethiopian riding in a chariot and reading the book of Isaiah. The result of this encounter was not only the conversion and water baptism of this individual, but possibly the wide spread revival that later occurred in Ethiopia, the results of which are still powerfully obvious in that ancient nation today.

This is a method of Soul Winning, the results of which are frequently the most effective and far reaching. This is because the whole exercise is "custom made" by the Holy Spirit. So it is very important that we become adept at hearing the quiet, inner voice of the Spirit within us.

**Learning to recognize and obey God's voice is essential if we are to be good disciples and particularly if we are to be as fruitful as God wants us to be.**

**There are more ways than one!**

There are many ways by that we can witness and lead people to Christ. I will mention a few of them but I am sure that the Holy Spirit will show you many more. Methods may differ from place to place, depending on the culture and background of the people. The Holy Spirit is very flexible and adaptable. He is comfortable and adept in every culture and can give us wisdom to approach people in the most effective and productive way. Here are a few suggestions that can work in any culture.

**1. Friendship evangelism**

This is a method that can become extremely fruitful and productive. It can be effectively applied in any culture and any situation. Jesus used this method many times. In fact He became known as a "Friend of Sinners." This was because of the fact that He inevitably extended friendship to the many people He met, including those who were noted sinners.

**Jesus created a bond between Himself and them that opened the way  
to speak to them about their deepest needs.**

The Bible tells us that, "*He would have friends, must show himself friendly.*" (Proverbs 18: 24). If we desire to make friends, we must show ourselves to be friendly. A friendly act, can open the heart of the hardest or most indifferent sinner.

One of the problems with Christians is that Christian relationships and activities can consume so much of our time that we have little time or opportunity to cultivate friendships or relationships with people outside the church. Consequently we become isolated from the very people who are our personal mission field. This is a problem that must be overcome. We need to find some solutions to it.

**a. Be friendly**

An atmosphere of friendship makes it much easier to effectively witness to a person. We should therefore reach out in friendly gestures to as many people as we can. This is a method of "pre-Evangelism", that can make our ministry extremely effective and fruitful. Extending friendly gestures can also make your life much more enjoyable. It is amazing how many positive responses you can receive to small gestures of friendship. So many lives are gladdened and enriched simply through someone reaching out to them in a friendly manner.

**b. Be yourself**

In Christian circles, too many people wear religious "masks". They do not feel free to be themselves. They are constantly endeavouring to project an image of Christian conservatism. I have always been grateful that shortly after becoming a believer I felt that God spoke something into my inner consciousness. I felt Him say, "I want to set you free to be yourself in Jesus." This was a tremendous sense of relief to me because I had felt that I must become just like the many Christian associates I had gained from beginning to mix in Christian circles. Some of them were so different to myself, I sometimes felt that I could never become like them. In addition, many of them were so "stifled", that I secretly despaired that I might *have* to become like them. It came as a great relief and release when God spoke these words quietly into my spirit. They have been a blessing to me ever since. God does not want us all to be stereo types. He does not require us all to become the same. He created us as individuals and wants us to remain unique individuals, yet at the same time bearing His image and likeness.

Many sincere Christians deliberately suppress their natural outgoing personality in an endeavour to appear religious and respectable. All they become is boring and predictable. They appear like this too in the eyes of their non-Christian friends, many of whom probably think, "If that is what is involved in being a Christian, I can do without it!"

**c. Don't project a religious image**

True Christianity is not a Religion, it is a Person —Jesus, and the spirit of this wonderful Person is residing within us. He is the most wonderful and most attractive person who ever walked this earth. His character and personality supersede every earthly being. We must never be ashamed or embarrassed to let His life show through us. For as we allow His life to flow and show through us, people will be attracted to us as they were to Jesus when He walked this earth.

Jesus did not come to found a religion, nor does He want you to promote a religion. He came that we might have LIFE, AND THAT MORE ABUNDANTLY. Remember that Religion represses, but Redemption Releases. Our task in Soul Winning, is not to make people religious, but to introduce them to that wonderful Person Jesus.

**d. Speak normally**

Far too many Christians have adopted the trite language of Evangelicalism and talk in a kind of "code language", when speaking about the things of God. Unfortunately this is almost like a foreign language to most uninitiated people. It is frequently meaningless and bewildering. We must learn to translate the issues of our faith into the every day language of the people around us. Rather than using archaic religious phrases we must express our faith in the contemporary language of the people.

Christianity appears to be detached from reality to many of our peers and we add to this wrong concept by the stilted terminology we use to transmit our beliefs. Many devout Christians spend a good deal of their time reading older translations of the Bible and have the unconscious belief that King James English is a sacred language. That is far from the truth. The language of the King James Bible was contemporary English at that time. God does not speak King James English and nor should we.

**We should speak of the things of God in the same contemporary speech  
that we use every day in the social and business context of our life.**

**e. Learn to accept people as they are**

Christians tend to be repelled by sinners because of the connotations of their "worldly life styles." However, Jesus was not repelled by them. He loathed their sin, but He loved the sinner, and because of His love for that person He was able to relate to them in a compassionate manner despite the anti-God features of their life style.

A statement I heard somewhere many years ago has been extremely helpful to me in relating to people "as they are". The statement, which was in two parts, went like this,

**"GOD LOVES ME SO MUCH, THAT HE LOVES ME JUST AS I AM!"**

The second part went on to say,

**"BUT HE LOVES ME TOO MUCH TO LEAVE ME AS I AM!"**

This simple yet profound statement helped me personally in my growth towards spiritual maturity. But it also helps me enormously in my attitude towards non-Christians too. I realise that the love of God for sinners is so great that He loves them despite every unlovable feature in their lives. He loves them for themselves. He loves the person who is deep beneath the surface of those ugly outside trappings. But He also loves them too much to leave them like that. So, He accepts them—loving them just as they are, and keeps doing so, but at the same time He is working in their lives to deliver them into a higher and better life style. The life style of the Kingdom.

**f. Endeavour to love them unconditionally**

Christians are frequently so eager to see people come to Christ that they sub-consciously set this as the criteria for their "friendship". But if the candidate does not respond positively within a short time frame, they tend to abandon the "friendship." But Jesus was not like this. His love was too

genuine to abandon people because they did not immediately respond to His overtures. He continued to love them, despite their indifference, and their rebellion. He loves them with a love that will not let them go.

### **A personal experience**

My wife and I have spent a great deal of time in Israel. During some of this time we have acted as leaders for groups of Christian tourists to the land. I well remember leading a group some years ago, for which we had an Israeli tour guide with whom I became very friendly. I genuinely liked this man and enjoyed his company and his sense of humour. One evening, after our group had retired for the night, he and I sat together talking into the early hours. Our conversation led me to share my testimony with him and tell him my experience of salvation through Jesus. He listened quietly and attentively, and then said something to this effect, "I am very interested in what you have shared and very happy for you that you have found such a wonderful experience of faith, however I personally cannot believe like that." He then proceeded to detail the reasons why he could not believe as I did. Shortly afterwards the conversation concluded and we went our separate ways to bed.

The following morning as Elizabeth and I entered the dining room, I saw our guide sitting alone and we went over to join him at the breakfast table. After a few minutes of normal conversation our guide suddenly said in a somewhat terse tone, "What is it with you Gerald, what are you up to?" I was stunned. "I don't know what you mean", I said, "Please explain what you mean." He then began to relate the following. He said, "I have been an official tour guide in Israel for some twenty years. During this time I have acted as guide for hundreds of Christian groups. The pattern has always been the same, with slight variations. At the beginning of the tour, the Christians are extremely friendly towards me and we usually enjoy a good rapport that almost becomes a friendship. But once we have established this rapport and they feel they have won my confidence, then comes the crunch. They share with me the "way of salvation." I have heard the message hundreds of times, but I cannot sincerely accept it for myself, and I have to tell them this, as I did to you last night. Unfortunately, once I tell them that I cannot believe that Jesus is the Messiah, that usually concludes the beautiful friendship and from that moment it becomes a purely business relationship." He went on to add, "last night after we parted, I was mad with myself for allowing this to happen with you. I was convinced that our friendship was now over and I was deeply disappointed. But you are talking with me now as though nothing happened last night, and I am confused. What is it with you?"

Of course I explained that my enjoyment of him was genuine. I really liked him. Not simply because I was cultivating a friendship with a view to "winning him for Christ", but because I genuinely appreciated and enjoyed his company. "I would be delighted if you discovered that Jesus is the Messiah", I told him. "But that was not the reason that I pursued a friendship with you. I want to be a friend to you whether you accept Jesus or not, and I sincerely hope that we can continue in our friendship just as before." I am pleased to report that our friendship has now continued for many years and does to this day.

**Jesus loved people unconditionally and so must we.  
If we do not, then our love is not genuine in the first place.**

### **g. Learn to appreciate people for who they are**

My personal experience has been that there are likeable and commendable features in most people if you look hard enough. Too often we are conditioned to reject people after our first impression, particularly if the person is obviously a non-Christian. It has been my joy on numerous occasions to get beyond an initially indifferent or hostile facade through discovering some feature about a person

that I could genuinely appreciate and commend. We should try to see people as Jesus sees them. Or, in the words of a beautiful Christian song, "Look beyond their faults and see their need."

Try to look at people in a positive way. If there are no other features that enable you to do this, always try to see within them the eternal soul for whom Jesus died.

**h. Endeavour to help people.**

Everyone has needs of one kind or another. Someone has said, in regard to building a congregation, "Try to find a need and then fill it." This principle can be true of bringing someone to Christ. Discover some need that your neighbour has, and endeavour to meet that need. Offering to help and assist a person will usually evoke a positive response from them. Even if they do not allow you to do so, they will appreciate the offer. Expressing willingness to perform some task around the home will often get you into that home and into the person's heart. There are so many ways in which we can help people and each of them helps to build a bridge of friendship that we can cross in order to be a blessing to that life. Always remembering that ultimately the finest thing we can do for anyone is to bring them to a knowledge of Jesus.

**i. Be available.**

Proverbs 27:10 says, *"Better is a neighbour that is near, than a brother that is afar off."*

Often an initial offer of friendship may be ignored but do not withdraw that offer. Let the person know that, "If ever you need me, or I can be a help in any way, please do not hesitate to contact me." Remain available to that person. There may be reasons, at the time of the initial contact, that the person is unable to accept the offer of help. It might be pride, or independence or some other reason. However, if you remain in a friendly disposition towards the person, circumstances may change and the time arrive when they are grateful for your offer and pleased to accept it. It frequently happens in such circumstances that the person is then much more open and responsive too.

**j. Sharing the gospel**

Always remember that our calling in life is to "Know Christ, and to Make Him Known." So, in the intriguing exercise of extending friendship remember that the best thing you can do for that person is to introduce them to a "Friend who sticks closer than a brother." Once you have established some degree of friendship and relationship with a person, do not allow that relationship to cause you to take them from granted. When the time is ripe to introduce them to Jesus always endeavour to do so with:-

**l. Sensitivity**

Be sensitively aware of the person's private and tender feelings. Realise that beneath an apparently hard exterior there are frequently deep hurts and painful wounds that require gentle and sensitive handling.

**II. Discretion**

In sharing Christ, you are like a "Doctor of the Soul." You are frequently made aware of deep and intimate secrets that the person has rarely if ever shared with another. So you should always offer and maintain strict confidentiality if the circumstances require that. Never probe too forcefully. Let the candidate set the pace. Use wisdom and discretion in all your dealings with a soul that is opening up to salvation. This is a very critical and delicate moment. It is a sacred experience. Handle it with great discretion.

### **III. Compassion**

Jesus was "moved with compassion towards the people." We need the same attitude if we hope to achieve even similar results. Hurting people can quickly recognise genuine compassion, and they can just as quickly recognise the lack of it. The compassion of Jesus was probably the greatest single reason why the common people heard him gladly. They recognised that He was genuinely and sincerely interested and concerned for them. So it will be with us.

#### **2. Hospitality Evangelism**

This is possibly one step further than Friendship Evangelism. It involves the extending of hospitality to people in order to cultivate their acquaintance and share with them the Good News. The obvious persons to whom this would apply would be firstly to relatives. It frequently transpires that a newly committed Christian has many relatives who have not yet found Christ. Inviting them to your home for a meal is often the best way in that to share your faith. Sitting around a meal table often provides the kind of friendly and informal setting for conversation that is conducive to speaking of the things of Christ. Jesus often used such occasions to speak deeply into the lives of His prospects. Hospitality holds a very special role in the culture of the Kingdom. It has deep spiritual connotations that are even sub-consciously recognised by one's guests.

Neighbours are also a category of people to whom one can extend the offer of hospitality. Once accepted, the invitation to share a family meal often conveys a sense of mild indebtedness in that the guest wants to respond favourably to the host. This often puts the guest in the right frame of mind to listen and usually to agree with his host. This method is particularly applicable when new neighbours have moved into the locality. Extending to them a welcome to the neighbourhood together with an invitation to a meal, or perhaps actually taking a meal around to them whilst they are in the process of moving in, can be a way of building a meaningful link with them.

Business associates, and fellow employees are another category who might be effectively reached through the medium of hospitality. There is a completely different atmosphere in the setting of a family meal than is present in the business arena or in the office or other places of employment. There is usually a relaxed and congenial atmosphere that is warmly conducive to friendly discussion. It is also an excellent setting in which to get to know people better and to build better relationships with them.

Hospitality reveals open-heartedness that is difficult to resist. You realise that your host and hostess are putting themselves out for you. Opening their home, preparing a meal, entertaining you etc. It all serves to convey a loving interest and concern for someone. This ministry also gives a wife the opportunity to participate in the Soul Winning process. Even the meal she prepares can convey the concept of loving concern. In addition she is able to take part in discussion, share her testimony, perhaps talk with the wife after the meal whilst her husband talks with the man.

#### **3. Tract, or gospel leaflet distribution**

The wise use of Christian literature can be a powerful means of spreading the Gospel. It usually helps people in their witnessing because offering it to a person becomes a point of contact with that person. It is a simple matter to discreetly offer a piece of literature. "Excuse me, would you please accept this leaflet? I think that you would find it helpful and enlightening."

Make sure that you use attractive and appropriate material. Try not to use material that is too heavily religious. Get some tracts that feature subjects in which the average person would be keenly interested. Something that will reach out and grab their attention. If the material is absorbing and the person reads it through, there is a real possibility that some seed will be sown that may produce a spiritual harvest.

Elizabeth and I have long been associated with Emmanuel Press in Africa. This Gospel Publishing program under the direction of David and Loreen Newington, has been printing gospel material in some fifty languages for more than fifty years. Their "paper preachers", have reached into every nation of the African Continent and far beyond. Several millions of people have subsequently enrolled for the Free Bible Correspondence Courses also offered by the Press. We have personally met hundreds of persons who have been brought to Christ through this ministry. We also know of many converts who are actually now in the Christian Ministry and have themselves led thousands of others to Christ.

Tract and literature distribution can be the means of spreading the Gospel with powerful effect. These "paper preachers" make excellent Missionaries. They can :-

- Travel great distances very cheaply.
- Speak many different languages.
- Fit appropriately into various cultural settings.
- Preach and teach the great truths of the Bible.
- They never become tired or homesick.
- They will stay indefinitely without needing a furlough.

Literature ministry is probably the most cost effective means of spreading the gospel today. You can use Gospel tracts to bring someone to a saving knowledge of Christ. You can use Bible Correspondence Courses to establish that person in the faith. There are many different functions for Gospel literature.

#### **4. House Visitation**

It is said of the early Church disciples that they went from house to house (Acts 2:46). This may not imply door to door witnessing, though it is certainly somewhat akin to it. They made the Gospel mobile. They got out where the people were.

**They did not lock themselves away in some obscure chapel  
hidden from the public awareness.  
They took the Good News to the people.**

It is sad that the true Church has largely moved away from this means of outreach and have virtually abandoned it to many of the fringe cults like the Mormons and Jehovah Witnesses. Door to door witnessing has now become so closely associated with these and other similar groups that it has become necessary to clearly announce that you are not representing any of these organisations. However, this is not a reason why we should not use this method. We simply need to clarify that we are not in any way identified with those groups who are frequently so aggressive and persistent that people are loathe to show any interest or give any encouragement to them.

We once visited a nation that is 85% Buddhist, and where some Christian leaders told us that it was virtually *impossible* to win converts. Within days of our arrival we had the unexpected opportunity to preach in a certain church in that approximately 300 former Buddhists had come to Christ within the past three months. That church had conducted a seminar on Soul Winning after which they organised groups of their members to visit houses, witness in the park, and generally share their testimonies wherever and whenever possible. Whilst this was happening, those members who did not go out witnessing met in the church to conduct 24 hour prayer meetings. The result - 300 Buddhists saved and baptised and the harvest still continuing.

In canvassing from door to door, you may need to use some different tactics. Some have conducted "Religious Surveys". This involves asking the resident some leading questions about their religious affiliation, or preference. You may also ask such questions.

- Why do you not go to church?
- What kind of church might you be interested to attend?
- What do you feel the churches should be doing?
- Do you believe in eternal life?
- Do you know what might happen to you if you unexpectedly died?

You may find yourself faced with some difficult questions to answer, but you will get the person talking about Christian related subjects. If you prepare yourself properly beforehand you can handle most of these questions and at least you discover whether or not this household has any spiritual inclinations.

### **5. Market place evangelism**

This involves a style of witnessing that is being used effectively in many parts of S.E. Asia today. I refer to the penetration of the Christian message into the business communities, in that thousands of Christian business persons have taken Christ into their "market place". In addition to running very successful business enterprises many have become extremely successful in bringing business associates to Christ as well. It is not unusual to find evangelistic meetings, prayer meetings and Bible study classes being conducted in Corporate Offices with Chief Executives and sales persons in attendance together. We have personally joined with many hundreds of active believers in these kind of gatherings. Some of the top personnel in the great International Corporations are committed and witnessing Christians.

I personally believe that this is a direction in that the Church has to go in the future. The Church is presently too isolated in the ivory towers of its "places of worship."

Far too many of these "Churches", have become irrelevant to the realities of modern life. Their style has long been outmoded and has become obsolete. They are busy with their activities and routines, isolated and insulated from the real life of the average people.

In the great harvest of the near future, the Church must come out from its self imposed isolation and break into the main stream of the people. I further believe that the harvest of these critical days will not be gathered by professional preachers, or the so-called clergy, but by an army of "lay people", that God will raise up. May you and I be vitally involved in raising up and training this great Army.

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## Chapter Seven

# Leading A Person To Christ

There are numerous factors of which we must be conscious as we seek to bring people to Christ. I am not suggesting a technique or method that must be strictly adhered to, but some principles of which we must be mindful if the persons are to have a genuine experience of salvation through faith in Jesus Christ. To compromise on any of these issues, or fail to ensure that the person clearly understands the implications of them, may mean that he or she does not have a genuine experience of the New Birth.

### 1. Sin

Sin is not a popular subject these days and mention of it often evokes scorn and derision in many liberal circles (including certain church circles). Modern man prefers to refer to sin as social indiscretion, personal preference, genetic traits, or personality defects. Many other people refuse to concede that there is any such thing as sin at all. Their philosophy is frequently, "If it feels good, do it." For them nothing is barred. All deviations are acceptable. What a person does with their life is their own business and nobody has the right to interfere. This kind of notion must be attacked and defeated with the Word of God. The Bible clearly teaches, from its earliest chapters, the reality and penalty of sin. Unless one is ready to agree with the Bible on this basic subject then the whole matter of salvation is out of the question.

**If there were no such thing as sin, then there is no need for salvation or a Saviour and the whole plan of redemption would be irrelevant and unnecessary.**

We must understand that sin is what separates man from God. Initially, in the biblical picture, it was Adam and Eve's disobedience that constituted the first sin. Their disobedience caused the whole human race to become separated from God. So, in the first instance, men and women are sinners, not because of anything they do or don't do, but because of Adam and Eve's transgression. We inherit our sinful status from our original forbears. We are therefore sinners by inheritance.

**A person is not a sinner because they commit sin.  
They commit sin because they are sinners.**

Romans 3:23 puts it as simply and plainly as possible. ***"For all have sinned and come short of the glory (standard) of God."***

This teaches the universality of sin. All men, everywhere are sinners.  
It teaches the nature of sin, i.e. to fall short of the glory (standard) of God.

When we endeavour to show someone that they are a sinner in the sight of Almighty God, we are not singling them out for criticism, or suggesting that we think that their personal behaviour or standards are worse than the average person. We are simply stating that they, together with all of mankind, come short of God's required standards.

## 2. The penalty of sin

Romans 6:23 says **"The wages of sin is death."** Not just physical death, when the human spirit leaves the physical body, but spiritual death that means continuing an everlasting separation from God. This is the penalty about which God warned Adam and Eve. He told that if they disobeyed Him, *"in dying, they would die."* Through their transgression, physical death began to work in them. They became mortal, (death doomed) beings. Physical death and its symptoms began immediately to work in their lives, the consequence of which was that one day they would die.

**But the greater tragedy was that dying in sin means that one  
will be separated from God eternally.  
That is what the Bible calls Hell.**

## 3. Salvation

The latter part of Romans 6:23, introduces a positive aspect too in stating, **"But the Gift of God is Eternal Life, through Jesus Christ our Lord."** It emphasises that Salvation is not through works, self effort, good living, or kind deeds, but it is **through Jesus Christ our Lord.**

We must show the person their implicit need of a Saviour. If one is not aware of need, then there is no motivation to look for a Saviour.

**We must further show them that Jesus Christ is the Saviour.**

*For unto you is born a Saviour, that is Christ the Lord"* (Luke 2:11).

**He is the only Saviour. Acts 4:12.**

*"Neither is there salvation in any other. for there is no other name, under heaven, given among men, by that we must be saved."*

**He is a complete Saviour. Hebrews 7:25.**

*"Wherefore He is able to save to the uttermost all that come unto God by Him."*

**He is a Powerful Saviour. Hebrews 2:14b,15.**

*"That through His death, He might destroy him that has the power of death, that is the Devil, and deliver those who through fear were all their life time subject to bondage."*

**He is a Universal Saviour. 1 Timothy 4:10b.**

*"Who is the Saviour of ALL men who believe."*

4. Salvation is through faith in Christ

**" Believe on, (into) the Lord Jesus Christ, and you will be saved."**

Acts 16:31

These powerful words were spoken to the Philippian jailer in response to his pointed question, *"What must I do to be saved?"* They are applicable to all men everywhere and constitute the only way of salvation available.

Romans 10:9 says, *"That if you will confess with your mouth, the Lord Jesus Christ, and believe in your heart that God has raised Him from the dead, **YOU WILL BE SAVED.**"*

## MEMORISING SCRIPTURES

As you endeavour to lead people to Christ it is helpful to have a 'planned route' in mind. Even if you do not keep to it in every point it helps you to keep moving forward in the right direction. It gives you extra confidence and helps you to stay in command of the situation. There are several simple routes that you can easily memorise. Here are a few of the simpler ones. Each outlines a progressive route towards a commitment to Christ. The relevant Scriptures can easily be memorised and will give the soul winner a way forward in the conversation that may lead to conversion.

### FIVE STEPS TO SALVATION.

**1. ALL MANKIND ARE SINNERS.**

*"For everyone has sinned and comes short of God's standard."* Rom 3:23.

**2. THE PENALTY OF SIN IS ETERNAL SEPARATION FROM GOD.**

*"The wages of sin is death"* (separation from God).

**3. GOD IS NOT WILLING THAT ANYONE SHOULD PERISH.**

He wants everyone to come to the knowledge of the truth. 1 Pet 3:9.

**4. JESUS CHRIST HAS PAID THE PRICE.**

*"Christ died for our sins, according to the Scriptures."* 1 Cor 15:3.

**5. WE MUST BELIEVE AND CONFESS THIS TRUTH.**

*"If you confess with your mouth, and believe in your heart that God has raised Christ from the dead, you will be saved."* Rom 10:9.

**"THE ROMAN ROAD"**. A simple plan of action requiring three Scriptures

**Romans 3:23.** *"All have sinned and come short of God's standard."*

**Romans 6:23.** *"The gift of God is eternal life through Jesus Christ our Lord."*

**Romans 10:9,10.** *"Believe in your heart, and confess with your mouth, and you will be saved."*

### NOTE TO THE TEACHER.

Require the students to memorise all the Scriptures relevant to these simple plans. Then divide them into pairs and have them "practice" on each other. Encourage them to practise the principles regularly in their contacts with the outside world. Have them do this consistently until it becomes second nature for them to go through these simple steps to salvation.

What is it that we need to believe about Christ in order to be saved?

- A. That He is God, appearing as a man. John 1:14.
- B. That He walked this earth as Son of God, and Son of man.
- C. That He died for our sins, the Just for the unjust. 1 Cor 15:3.
- D. That God raised Him from the dead, indicating His acceptance of Christ's sacrifice.
- E. That Christ ascended up into heaven and is now with God the Father.
- F. That He is the Lord, to whom we must surrender our lives.

**5. We must "receive Christ" into our life**

John 1:12 says, *"But as many as received Him, to them He gave the authority to become the sons of God, even to them that believe on His Name."*

What does it mean, to "Receive Christ", and how do we accomplish this?

There are various ways in that we may receive things. e.g.

- a. Into our Spirit. Spiritually.**
- b. Into our Mind. Mentally, and intellectually.**
- c. Into our Heart. Emotionally.**

The spirit is the deepest part of your being. It is the real **YOU**. Deeper than the mind or the emotions. More profound and mysterious than any other aspect of your being. It is the part of your person through which you can be conscious of God and know Him, and the whole realm of spiritual reality.

You must understand that the spirit operates by faith.

Faith is the decision to believe what God says.

It is activated by "Hearing the Word of God" Rom 10:17.

Something deep within you tells you that God is speaking to you.

You decide and determine to believe and accept what God says.

You agree with God. That is faith.

Your faith may often move ahead of your mind. You do things by faith that your mind cannot yet understand or accept.

You often accept things by faith before your emotions have time to respond.

Your spirit can operate independently of your intellect or emotions and frequently does.

So, when you receive Christ, you receive Him into your spirit.

You receive Him by faith. Irrespective of natural thoughts or feelings.

He enters your life through your spirit, but He wants to function through your thoughts and feelings too. He wants your whole person to surrender to His benign rule and enjoy the blessings and benefits of His presence in every area of your life.

**6. We must confess him before men**

Paul said,

"Believe in your heart and confess with your mouth." Romans 10:9.

"For with the heart man believes unto righteousness, and with the mouth confession is made unto salvation." Romans 10:10.

Jesus Himself said, "Whoever shall confess Me before men, him shall I confess before my Father in heaven. But whoever shall deny me before men, him will I also deny before my Father in heaven." (Matt10:32,33.)

Having believed in Jesus as Saviour and Lord, it is obvious that the need to openly acknowledge and confess Christ before men is vital and indispensable to the process of being saved.

I have frequently noticed, having led someone to faith in Christ, that their confession of this fact has been a definite factor in them receiving a personal assurance of salvation. On occasions I have had someone say, "I have believed on Jesus but I do not seem to have any assurance." So I have

enquired, "Have you confessed your belief to anyone yet?" The answer has invariably been "No." To that my response has been, "Go and tell someone what you have done and confess that you have received salvation through trusting in Christ." The result has always been that having done this, the inner assurance has come.

Jesus told the Gadarene, "Go to your house, and show (tell, make known, publish) what great things God has done for you." Part of the reason why Jesus told him to do this was to continue and conclude the contract of salvation, that He might confess this man's name before His heavenly Father.

#### **7. Begin to win others to Christ**

Everything in life is meant to reproduce after its kind. This is an unchanging law that God has built into the universe. So, when we become children of God through faith in Christ, God wants us to begin to reproduce after our kind. It is never too soon to begin. As soon as we begin to confess Christ as Saviour and Lord, the Holy Spirit will begin to use our witness to attract and win others.

**Our changed lifestyle will intrigue our friends and associates.** People will wonder what it is that has so changed our life and activities. They will be curious to discover just what has brought such a radical and dramatic transformation into our life. This was true of the "Woman of Samaria", who immediately after Christ entered her life, began to share the news with all her neighbours. The glorious result being that a great number of them came to believe in Christ too.

In the early days of your Christian experience, while you still have vital contact with the associates of your former life, the process of winning them for Christ should begin. Far too many people, after coming to Christ, immediately begin to disassociate from their former friends. I know that we must forsake our former sinful life style and begin to live our new life in Christ. However, I also think that it is necessary to retain contact with our old associates. Not to continue in sin with them. God forbid. But to start influencing them to the best of our ability, towards Christ. Too many Christians become isolated and insulated from the world of non-Christians. Friends, they are our harvest field. They are the very people to whom God wants us to witness and to win them to Jesus.

Whenever we win someone to the Lord, we should immediately encourage them to try to win their friends to Him as well.

Although the new convert may not be well versed in the Scriptures or know very much about theology, one thing they do know is that they have received Christ and begun to experience some of the wonderful blessings of His life in them. When one is a new believer there is a joyful enthusiasm that is somewhat unique. The Bible calls it our "**FIRST LOVE**". It is like the joyful enthusiasm of a young couple newly in love. They want everyone to know and to rejoice with them in the wonderful joy they have discovered in their new beloved. Their joy becomes so obvious. It radiates in their faces, it shines through their eyes. It comes through again and again in their conversation. They are happy in love.

So it should be with every new believer. Everyone should recognise that something wonderful and exciting has happened. These early days of one's experience can be extremely fruitful, and can be the beginning of a life of witnessing and effective Soul Winning.

Plan to use this

## ***SOUL WINNING STRATEGY***

# **“WE CAN CHANGE OUR WORLD!”**

The early Church were said to be “Turning the world upside down”. The fact was that the world was already “upside down”, they were turning it the right way up again!

Through the power of Christ and His Gospel, we too can turn the world the right way up. However, we must begin with ourselves, getting our own little world into right order. Here is a simple plan to help you do your part. It begins with a conversation about world events and conditions that show that ours is a world in crisis.

**1 Peter 3:15 says,**

**“Sanctify the Lord God in your heart and always be ready to give an explanation to everyone who asks for a reason for the hope that is in you, with meekness and fear.”**

The thrust of this scripture involves.

**1. Spiritual preparation**

*“Sanctify the Lord God in your hearts.”* Be prayed up, filled with the Spirit, filled with God’s Word, with a clean heart and a willing attitude.

**2. Properly trained**

Always prepared to give a good explanation for the hope that is in you.

**3. Plan to share your explanation with everyone you talk to**

**4. Do it with meekness and reverence**

**Our Soul winning strategy involves four simple steps :-**

**( Please memorize these steps. )**

- a. Introduction.**
- b. Information.**
- c. Persuasion.**
- d. Commitment.**

# 1. INTRODUCTION

Always look for opportunities to greet people and to initiate a conversation. The following pattern may **help** you.

**H**ello! Be outgoing and friendly. Greet as many people as possible.

**E**xplore. Ask inoffensive questions. Explore their personal world.

**L**earn. Find out pertinent things about them. Discover their needs.

**P**rogress. Gently move the conversation along. Make progress.

They who would win friends, must be friendly.

Jesus was a friendly person.

Jesus has called us to be His “friends.”

He wants us to be friendly persons.

1. Determine to be friendly, relaxed and outgoing.
2. Have a ready smile for people.
3. Always greet people. Give them a friendly “Hi!”
4. Introduce yourself frequently.
5. Ask inoffensive questions.
6. Become genuinely interested in people.
7. Be sensitive to people’s feelings.
8. Be quick to commend them.
9. Be slow to criticise or condemn them.
10. Keep a good sense of humour.

In this particular strategy you need to initiate a conversation that will include a discussion of current world events that underline the chaos of our world and allow you to make the statement :-  
“This world of ours is in a pretty bad condition isn’t it?”

**They will usually agree, “Yes, it certainly is!”**

**Reinforce this perception :-**

**a. Talk about the International scene**

The turmoil in the Middle East.  
Terrorism in various parts of the world.  
Tension in Korea.  
The possibilities of Nuclear disaster.  
Civil wars in various nations.  
Drought, famine and starvation affecting millions.

**b. Talk about regional and national problems**

The threat of AIDS.  
Murders, robberies etc.  
Divorce and breakdown of families.  
Rising incidence of suicide, especially amongst youth.

## 2. INFORMATION

**Why is the world in such a sad condition?**

- a. This is a fallen world, not as God intended it to be.
- b. Man is in rebellion against His Creator.
- c. We have ignored the “Maker’s Handbook.” - the Bible.
- d. We try to be independent, self sufficient, without God.

God did not create this world as a place of chaos and frustration.

**In the beginning it was**

**Orderly.**

**Peaceful.**

**Idyllic**

**Abundant provision.**

Until man’s rebellion against God (Genesis 3).

This led to man losing  
God’s Presence, Protection, Provision, and Power.  
The rebellion of the nations against God.

Gen 11:7-9

7 "Come, let Us go down and there confuse their language, that they may not understand one another's speech."

8 So the LORD scattered them abroad from there over the face of all the earth, and they ceased building the city.

9 Therefore its name is called Babel, because there the LORD confused the language of all the earth; and from there the LORD scattered them abroad over the face of all the earth.” (NKJ)

After this human history became a record of :-

**Sin. Selfishness. Greed. Prejudice. Hatred. Strife. War. Bloodshed.**

Many people will object to your reference to “sin”.  
They may say, “I don’t believe in ‘sin’, it is a religious myth.”

Do not argue with them. Ask them, “Do you agree that the world is suffering from selfishness, greed, prejudice, hatred, strife, war and bloodshed?”

Inevitably they will say “Yes.”  
Then tell them. “Then you do believe in sin, because all those things are the fruit of sin.”

## PERSUASION

*Lead them through the following .-*

**A**DMIT THAT YOU ARE A SINNER. *"For ALL have sinned and come short of the glory of God."*  
Rom 3:23.

**B**ELIEVE ON THE LORD JESUS CHRIST AND YOU WILL BE SAVED. Acts 16:31.

## C

**CONFESS WITH YOUR MOUTH WHAT YOU BELIEVE IN YOUR HEART**

Rom 10:9-10

*9 that if you confess with your mouth the Lord Jesus and believe in your heart that God has raised Him from the dead, you will be saved.*

*10 For with the heart one believes unto righteousness, and with the mouth confession is made unto salvation.*  
(NKJ)

## D

**DENY YOURSELF AND FOLLOW JESUS.**

Matt 16:24 “Let him deny himself, take up his cross and follow Me.”

True repentance is turning from your own selfish, sinful, way of life and surrendering yourself to God’s way. Your way leads to death, now and forever, but God’s way leads to everlasting life with Him. How foolish to follow a path of destruction when you can exchange it for a pathway to life eternal in God’s glorious Kingdom.

## 4. COMMITMENT.

Help them to pray a prayer of commitment. Encourage them to repeat it after you one line at a time.

**Dear God,**

**I confess that I am a sinner. I believe that Christ came to save me.**

**Jesus, I turn my life over to you now by faith. I receive you into my life.**

**I turn away from my own selfish life and I commit myself to you.**

**I want to love and serve you for the rest of my life.**

**I want to live with you forever in your glorious Kingdom.**

**For you are now my Saviour and Lord.     *Amen.***

## Chapter Eight

# Getting To The Heart Of The Matter

We have been considering together some of the preliminary issues of Soul Winning. Now, let's get to the critical factors. As we do, let me emphasise a very important point. In all that we are discussing, never lose sight of the fact that Soul Winning is not the result of employing a methodology. It is not a technique that can be learned by memory and then simply put into practice. Many sales organisations have a selling program that is carefully structured. It employs psychological principles aimed at bringing the prospective client to sign a contract. Sales persons are required to go through the whole presentation point by point and are assured of a certain success rate.

**Winning a person to Christ is much more  
than psychological manipulation.**

It is more than emotional coercion. It is a transaction that only the Holy Spirit can accomplish. You are a channel through whom He can flow. Yours is a voice that He can use. Your testimony is an instrument that He can employ, but ultimately He is the only one who can accomplish the spiritual New Birth. So you must leave plenty of room and scope for Him. Always rely on Him. Depend on Him. Talk to Him and listen to Him whenever you approach a Soul Winning opportunity and always rely on His presence in the situation.

Dr Bill Bright, founder/director of Campus Crusade for Christ - an internationally known soul winning organisation writes in "Witnessing Without Fear": — "As Vonette and I launched the ministry of Campus Crusades for Christ in 1951, we learned very quickly that students weren't impressed with a complex, philosophical communication of the Gospel. What impressed them was Jesus Christ —who He is, what He did for them and how they can know Him."

Soul Winning goes far beyond simply witnessing

It is a process that, with the Holy Spirit's help, ultimately brings about a New Birth and brings the life and presence of Christ into a human being. It is a very serious responsibility as well as an enormous privilege.

Every prospective Soul Winner has their own style and approach to winning souls. Indeed every situation may require a different approach. No two persons are the same. No two circumstances are the same. We need to be flexible and open to whatever the Spirit may suggest. However, there are certain basic principles that remain the same. There are certain factors that must be observed in every situation and whatever our particular method or approach is in a given situation. Truths that must be presented to the prospective convert. **We must help that person to recognise the following truths.**

**1. That he is a sinner**

Once you begin to share this truth The Holy Spirit begins to work upon the person to cause what the Bible calls "conviction", in that the person is brought to realise that they are indeed a sinner before God. When the Spirit's presence begins to affect them in this way, it will invariably cause one of two responses.

- a. They may become mad with you, protesting their "innocence" and parading the reasons why they are not a sinner, and that they are as good or better than the next person.
- b. They will begin to acknowledge the truth and their previous resistance will melt. Once this happens, follow through, because you know that the Spirit is at work to bring them to Christ.

**2. Jesus Christ is the only Saviour**

**Jesus is THE WAY, THE TRUTH, THE LIFE.** John 14:6.

*"There is no other Name by that we may be saved, but the Name of Jesus"* Acts 4:10,12.

*"Whoever calls on the Name of the Lord shall be saved."* Romans 10:13.

**3. Show them how to repent**

Repentance is the first word of the Gospel. *"Jesus came into Galilee preaching the Gospel of the Kingdom.....and saying the Kingdom of God is here, REPENT and believe the Gospel."* Mark 1:14,15.

However, "repent", is a word that is no longer readily understood by most people. So it is often necessary to use other words that convey the same meaning. For example, Repentance means to confess one's guilt, to be sorry. To express sorrow and regret. So we need to help the person to tell God, "I am sorry, please forgive me."

However, it also means to "turn around", to "change one's mind," to walk away from our sin and walk towards God and His righteousness. Some of you will understand if I use a familiar military term and say "about turn!" Turn right around and begin to march in the opposite direction to where you were previously going. These are some of the basic meanings of repentance. Help the person understand the significance of these ideas, so that when they "pray a prayer of repentance", they really know what they are doing.

**4. Show them how to turn their life over to God**

This is a most critical and important part of the process to which great care and attention should be given. It is the "moment of truth", which may decide the issue and its impact. Somehow the candidate must be shown how to open up their life to Christ, and allow Him entrance.

**A Scripture that I have used many times for this purpose is Rev 3: 20.**

"Behold, I stand at the door and knock. if any man hear my voice and open the door, I will come in and eat with him and he with Me."

I shall share with you the approach I have used and it may be useful to you also.

**This Scripture shows that :-**

God is knocking at the door of your life.  
If ANYONE will open the door (no one is excluded)  
Christ WILL ENTER that life.

**I have frequently told the person :-**

Let me bring to your attention to some wonderful words in Rev 3:20. Would you please read it to me? (Open your Bible to the Scripture and have them read it to you.) Now, here Jesus indicates that He is standing at a door that has no handle on the outside with which to open the door. He stands outside patiently knocking and declaring, *"if ANY MAN hears My voice and will open the door I WILL come in and eat with him."* "Now friend, I believe that Jesus is knocking at the door of your heart now, and I am sure that you realise this too. Our meeting today and the things we have shared in our discussion, all indicate that the Lord is reaching out to you."

"Now, if I were to visit your home. When I knocked at the door and you came to open it, you would realise immediately that I wanted to come in to see you. If I stood in a friendly posture that indicated that I wanted to come in and do you good, that I wanted to assist you and enrich you, would you not invite me in? Wouldn't you extend a welcome to me and say, "it is good of you to call on me. I sincerely appreciate your interest and concern. Won't you please come right in?"

"Having invited me in, wouldn't you then think it strange if I turned on my heels and disappeared down the street. Wouldn't you be amazed if that should happen? Of course you would, and with good reason. If I took the trouble to come and visit you —knocking on your door and patiently waiting until you open it and invited me in — wouldn't it be the most natural and expected thing that I should accept your invitation and come in?"

"Well now, Jesus is knocking at the door of your life. He wants to come into your life but He will not force Himself upon you. He knocks patiently, but YOU must open the door. If you do, He will definitely respond to your invitation and enter. Will you not invite Him in right now? Then please repeat these simple words after me ....".

**Have them pray this prayer**

**"Dear Jesus, I recognise that you are knocking at the door of my life. I know that you are requesting entrance into my life because you want to save me from my sins, forgive me, cleanse me, renew my life, and live within me. Jesus, I use my will to open the door now by faith. I want you to come in and be my Saviour. I ask you to forgive my many sins, and particularly the sin of my resistance to you.**

**I open the door wide right now, and by faith I invite you to enter. My life is now yours. I surrender it to you. I want to become a child of God. I want to enter your Kingdom. I receive you now as my Saviour and Lord. From this time forward I will love and serve you. I will confess your name to others and tell them that you are my Saviour and Lord."**

**5. Have them pray a prayer of affirmation**

Once they have asked Jesus into their life, encourage them to make some statements of faith and some positive affirmations. Encourage them to speak to the Lord in their own words and thank Him because He is faithful and always keeps His word. Have them say to Him. "Jesus, I thank you because you are faithful to your word. You said if I invited you into my life, you would come in. I asked you, and now I thank you by faith that You have kept your word and You are now in my life. I am grateful to know that You will be in me and with me forever. Wherever I go, You will be with me. In good times or perhaps in bad times. You will never fail me."

**6. Encourage them to tell somebody**

Once the person has prayed this prayer along with you, encourage them immediately to tell someone what they have done. If there is a third party present, say, "why don't you tell John what you have just done and what has happened to you? Tell him that you have committed your life to Jesus and acknowledged Him as your Saviour and Lord."

Something will happen as they make this confession.

The Holy Spirit will seal the assurance of their salvation and the realization of what they have done will begin to enter their awareness.

**7. Encourage them to find Christian fellowship**

Now that they have confessed Christ, this person needs to attend to their spiritual growth. They must learn how to read the Word of God and how to establish an effective prayer life. They also need to avail themselves of the company of other Christians who can help and encourage them in their Christian walk and growth. The best way to do this is usually to find a church where the true Gospel is faithfully preached. Try to find one where other people are finding Jesus and learning to walk in Him.

If you are associated with a church in the same geographical area in which this person lives, then be available to meet and encourage them to attend your church. Go out of your way to help them. If necessary, arrange to take them to church. Make sure that they meet some other believers who are capable of helping and encouraging them. Introduce them to the local minister and encourage your new friend to make a confession of their faith to him.

**Become a true friend to this new believer.  
To lead someone to Christ and then neglect their welfare is almost like  
bearing a child and then abandoning it.**

This is unthinkable. Only a person who is not in their right mind would do that. It is criminal to act like that. So be ready to make some sacrifices in order to succour the new believer. Introduce them to your circle of friends. Make them feel wanted and welcome. Encourage them to attend some of the functions of the church that might be most applicable to their situation. For example, if your new found friend is a single person, encourage them to attend a Singles Meeting. Encourage a man to join the Men's Fellowship, or a lady to attend the Ladies Fellowship. Actively encourage them to become involved in as many activities as possible and urge them to try to bring their old friends. Try to make sure that they do not cut legitimate ties with their old acquaintances but endeavour with all enthusiasm to bring their friends to Christ.

**Their former friends become a mission field that perhaps  
no others can reach.**

Appropriate literature is also a real asset in helping this person become properly established in their new found faith. There are various courses for new converts that use the Scriptures to help the convert become firmly grounded in their new faith. This helps to base the person's faith in the solidity of the Scriptures rather than sentiment or emotion. The more of the Bible they study, the more assurance they will gain of the legal reality of their salvation.

Jesus said,

“ Most assuredly I tell you, he who hears My word and believes in Him who sent Me has everlasting life, and shall not come into judgment but has passed from death into life.” John 5:24.

## Chapter Nine

# Obtaining A Biblically Based Assurance

It is essential that the New Born Christian has a biblically based assurance of their salvation. If one's confidence is based on feelings or sentiment, then it will not stand the test of trials and temptations that may confront the believer from time to time. If our confidence and assurance is based on the Word of God, then it will be as solid and immovable as that Word, of which Jesus said,

**"Heaven and earth may pass away  
but the Word of the Lord endures forever."**

**So we need to make sure that the new believer's trust is based on God's Word and not on the word of man.** We achieve this by emphasising from the beginning that the truth and credibility of our salvation is firmly based upon what Almighty God has declared in His eternal Word. We ourselves need to be very familiar with what the Bible teaches on salvation and assurance, so that we can confidently point out exactly what God declares about these vital issues.

**There are two clear aspects to salvation.**

There is God's side, and there is man's side. From God's perspective He has done all that is necessary to provide eternal salvation for every person who believes and who through faith receives the gift of salvation.

God so loved mankind that He gave His only Son as a ransom.  
Jesus, God's Son, gave Himself on the cross, to pay the price for our sins.  
Jesus died, and was resurrected, to accomplish our full salvation.  
He is presently with the Father, making Intercession on our behalf.  
He will one day return to earth and we shall reign with Him forever.

**From God's perspective, Salvation is complete.  
Everything necessary has been accomplished  
and the whole plan of Salvation is written in His Word.**

**There is also man's perspective, and here again there are also two aspects.**

- 1. There is the legal forensic aspect.**
- 2. There is the experiential, participatory aspect.**

The Bible spells out the legal aspects of salvation. Everything that Christ did for us is legally valid. Christ did nothing that was illegal in His work of redemption. No one, not even Satan, can contest the validity of what Christ accomplished redemptively on our behalf. The Bible is the legal record of our redemption. It is the book in which is recorded the legal process by which God procured our redemption from Satan's bondage and power. It is also, in a sense, the legal Last Will and Testament of Jesus Christ that sets forth every privilege and blessing that we inherit through the death of God's Son. Someone has said that Jesus is the only person who left an inheritance, and then rose from the dead to make sure that the inheritors received all that He had left for them.

**We need to thoroughly familiarize ourselves  
with the content and details of our glorious inheritance so that we may  
lay claim to all that is ours "In Christ."**

Having done this we must then claim our inheritance ***through faith***. The Scripture teaches that, "*By grace are you saved, through faith, and that not of yourselves; it is the gift of God*" (Eph 2:8). God's Grace provides salvation. Our Faith receives, accepts, and lays hold on every blessing and benefit of that salvation. So the two salient factors are .

- 1. GOD'S WORD.**
- 2. OUR FAITH.** (A gift from God.)

We therefore need to read, study and accept by faith, everything that God's Word states about our salvation in Christ. We should apply every detail to ourselves and thank God by faith that every salvation-related promise in His book is relevant to us. Let us briefly consider some of the Scriptures through which God speaks assurance.

1. John 5:24. ***"Truly, truly I say to you that whoever hears my word and believes on Him who sent me, has everlasting life and shall not come into condemnation, but is passed from death unto life."***

A. It is Jesus who makes this promise. The one upon whose words we can utterly rely. Whose credibility is intrinsically bound to His Word. The One for whom it is impossible to lie.

B. As if to irrevocably underline His faithfulness, He begins His statement with, "*Truly, truly.*" He only ever uses this double positive when He wants to guarantee something beyond any possibility of dispute.

C. The promise is to **"whoever hears His Word and believes"** in God His Father. This clause clearly indicates how wide open this promise is. It is irrespective of colour, class, or culture. The promise is to the whosoever.

D. **"Has everlasting Life"**. This is in the positive, perfect present tense. Beyond doubt or dispute. Whoever fulfils the requirement of the first part of the verse, actually has, right now, the everlasting life of God within them.

E. **"Shall NOT come into condemnation"** (Judgement) This statement is as clear and positive as it can possibly be. The Word of God that is undeniable and irrevocable, says that the person to whom these words apply, who accepts them by faith at face value, shall NOT, NOT, NOT EVER come under God's condemnation.

F. **"But IS PASSED from death unto life"** This is not something about that we must wait until death to really know. The Scripture says that already, in Christ, the believer has passed from the realm of spiritual death into the life of God. Death has lost its dominion over us. We are no longer death doomed. We have received the life of God into our beings and that life is eternal.

- Have the new believer read this Scripture aloud with boldness and confidence.
- Have them make the following statements loudly and boldly.

**"I have heard the words of Jesus and I believe in Him and the Father who sent Him.  
Jesus says that I have everlasting life right now.  
Jesus says that I have passed already from death to life.  
Jesus says that I shall never, ever come into condemnation.  
These are the very words of God.  
I choose to believe that every word of God is true.  
I believe that God cannot lie."**

2. Romans 10:9,10,13. **"That if you will confess with your mouth, the Lord Jesus Christ, and believe in your heart that God has raised Him from the dead, you shall be saved. For with the heart man believes unto righteousness, and with the mouth confession is made unto salvation, for whosoever shall call on the name of the Lord shall be saved."**  
This Scripture clearly states the conditions for salvation.

- A. We must believe in our heart that Jesus Is Lord.
- B. We must call on the name of the Lord.
- C. We must confess publicly that Jesus is our Lord.
- D. We SHALL be saved.

If you have done this, then the Scripture is true, for God cannot lie, **YOU ARE SAVED.**

3. John 6:47. **"Truly, truly I say to you, he that believes on Me has everlasting life."**  
Ask the person to read this aloud. Now ask them such questions as these:-

- A. Who made this statement?  
Answer. **Jesus did.**

B. What exactly did He promise?

Answer. **He promised eternal life.**

C. What were the conditions?

Answer. **That we would believe on Him.**

D. When would one have this life?

Answer. **Now, in this present moment.**

4. Have the New Believer read aloud the following Scriptures, and make the following confessions.

Mark 1:14b. *"Repent and believe the Gospel."* **I have repented and I do believe the Gospel.**

Acts 2:21. *"Whosoever shall call on the Name of the Lord, shall be saved."* **I have called on the Name of Jesus, and thank God I am now saved.**

Romans 10:9,10. *"Who ever believes in their heart and confesses with their mouth, the Lord Jesus Christ, shall be saved."* **I do believe this in my heart and I confess it with my mouth, therefore God declares that I AM SAVED.**

**I am saved from .-**

**Sin.** Matt 1:21.

**Satan's dominion.** Heb 2:14,15.

**The Wrath to come.** Rom 5:9.

**Everlasting Death.** John 3:16,17.

**I WAS CHOSEN** *"from the beginning to be saved, through sanctification of the Spirit and belief in the truth"* (2 Thess 2:13b).

**I WAS APPOINTED** *"not unto wrath, but to OBTAIN SALVATION THROUGH OUR LORD JESUS CHRIST"* (1 Thess 5:9).

**I NOW HAVE REDEMPTION THROUGH CHRIST'S BLOOD,** *"even the forgiveness of sins, according to His Grace."* (Eph 1:7)

**I AM BEING KEPT BY THE POWER OF GOD** *"through faith unto salvation to be revealed in the last time."* (1 Pet 1:5)

**There are many more wonderful Scriptures that undergird our faith in Christ and the assurance of His salvation.**

**The more of them we read, memorize, and confess them aloud, the greater will be the witness of the Holy Spirit to our spirit,**

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**that we are in fact the Children of God  
through faith in Jesus.**

## SOUL WINNING ASSIGNMENTS

**These assignments should be interspersed with the lessons at times considered appropriate by the teacher.**

### **1. Go where the fish are**

Too many Christians have little or no contact with Non-Christians. Begin to deliberately frequent public places where you may have opportunity to talk to people about Christ, e.g. the park, supermarket, bus station, street corners, anywhere that you can meet people.

### **2. Write out your testimony**

Using the method outlined on Pages 36,37.  
Memorise it and plan to share it as often as you can.

### **3. Write a letter, sharing your concept of the Gospel**

Edit, and re-edit it until you have refined and simplified it and are satisfied that it is the best way you can describe what the Gospel message is about.

### **4. Write a Gospel Tract**

You may wish to call it "**ONLY ONE WAY**" or possibly you may think of a better title. Find a way to have it printed and then begin to share it with as many people as possible. Include a contact point, i.e. an address, or phone number.

### **5. Practice sharing the Gospel**

Get together with a Christian friend and practice witnessing together. Practice opening conversations. Go through a plan of salvation with them. Practice answering various difficult questions that may be posed.

### **6. Put yourself in their shoes**

Try to imagine that you are the person you are endeavouring to reach. Ask yourself,  
"What kind of approach might they most appreciate?"  
"What kind of approach would I appreciate best if I were them?"  
"How can I best assist this person?"  
"How can I avoid offending this person?"  
"How can I best get their attention and win their confidence?"  
"How may I best be-friend this person?"  
"What might be GOOD NEWS to them and how can I share it?"

This kind of self interrogation will be particularly helpful if you are endeavouring to share the Gospel with someone of another Faith, e.g. Muslim, Hindu, Buddhist, Confucianism, etc.

### **7. Make some time for witnessing and soul winning**

It is usually necessary to apportion some time for witnessing, e.g. Saturday morning, or Sunday afternoon. Devote this to Witnessing Excursions.

### **8. Organise a Soul Winning team**

One church in which we recently ministered, held a seminar on witnessing after which a group of those who did the course began to go out each week into the town witnessing. They visited the homes of friends, —walked in the local park, — talked to people in the streets. While they were

doing this scores of other church members met in the church for 24 hours of prayer to support the effort. As result they have seen some 300 former Buddhists brought to Christ and be baptised in water. The congregation has increased some 300%, and the harvest is still continuing.

#### **9. Organise a Soul Winners club**

Begin a Soul Winners meeting in your church. Invite everyone who is in any way interested in Soul Winning.

- Let the total emphasis be on Witnessing and Soul Winning.
- Conduct brief Seminars on Soul Winning.
- Share testimonies of Soul Winning experiences.
- Encourage each other with testimonies of recent witnessing experiences.
- Have special times of prayer for souls. Target them by name.
- Organise Team witnessing activities. Mission trips etc.

#### **10. See yourself as a Soul Winner**

Let your mind fully grasp the concept that you are a Soul Winner. Let this become a major emphasis in your life. Be interested in everything and everyone who reinforces your desire and commitment to talking to people about Christ and to bring them to a commitment to Him as Saviour and Lord.

Make A Commitment!

Dear Father God, I thank you for saving me through faith in Jesus Christ. I realise afresh that I am ordained to bring others to an eternal knowledge of Jesus as Saviour and Lord. I now make a fresh commitment to you. I want to lead others to you. Please make me a “fisher of men and women.” Help me, through studying this manual and practising its principles to effectively win man other lives to you.

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*You can be a real winner.  
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