

How to be a Soul Winner

by Dea Warford

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"And He (Jesus) gave some evangelists . . . for the equipping of the saints for (so that they might do) the work of the ministry." (Ephesians 4:11, 12).

The Lord has given me a burden, as an evangelist, to help others in the body of Christ become equipped with the knowledge and confidence so that they can also do "the work of the ministry:" and specifically the work of evangelism through winning souls to Christ.

Paul told Timothy, "Do the work of an evangelist" (II Timothy 4:5). And this command is still incumbent upon all believers who desire to be faithful workers for the Lord. But, one might ask, "What is the work of an evangelist?" The answer is to be found in Acts 8 where we have a narrative of the only evangelist mentioned in scripture, Philip.

From the story of Philip, we learn numerous things about an evangelist: (1) he preaches the gospel in public meetings; (2) he prays for the sick and demon-oppressed; (3) he takes time to deal personally with one lost soul: he is a personal evangelist. It is this third aspect of the evangelist's work that I wish to focus on in this book. Over the years I have had the privilege of leading many souls to Christ. I have taught many churches in the principles of personal evangelism. I have taken out many teams of people in soul-winning adventures. I have trained others in evangelistic techniques who themselves went on to also be soul-winners.

"I am not ashamed of the gospel of Christ; for it is the power of God unto salvation to everyone that believes." (Romans 1:16). Notice that it is the gospel that provides the power that brings salvation. If you'll but put the gospel on your lips and share it with lost souls, you will sooner than later have the thrilling experience of seeing the power of God in action as sinners are convinced of Christ and born into the kingdom of God.

Anybody can lead a soul to Christ. I know for I have trained so many who have done so! If you are not convinced of this, and lack confidence in your ability, or simply do not know how to go about this serious business; read this booklet. I have written it with you in mind!

Whatever has kept you in the past from doing "the work of an evangelist:" whether age, inexperience, fear or simply not knowing how to go about it; may you find encouragement from God's conversation with a young man called Jeremiah . . .

"Then said I, Ah Lord God! Behold, I cannot speak; for I am a child.' But the Lord said to me, 'Say not, I am a child; for you shall go to all that I shall send you, and whatever I command you, you shall speak. Be not afraid of their faces; for I am with you to deliver you.' says the Lord. Then the Lord put forth his hand, and touched my mouth. And the Lord said to me, 'Behold, I have put My words in thy mouth.'" (Jeremiah 1:6-9). Be like Jeremiah! You can speak the gospel to your generation! Don't say you can't do it! Don't be afraid. God is with you! And, God will put His words in your mouth!

"DO the work of an evangelist." Be a soul-winner.

WHY GET INVOLVED IN EVANGELISM?

Why not leave evangelism to the experts? Why should you take time from your busy **Page 1** schedule to get involved in something that will demand so much energy? Aren't some people just by nature quiet and reserved and so lack the natural abilities necessary to be effective in talking to people about their soul? What if I don't feel "called" to be a soul-winner? To all the above questions, I answer by giving four reasons why everyone should get involved in soul-winning . . .

1. OBEDIENCE TO CHRIST'S COMMAND: Christ told his followers "Go into all the world, and preach the gospel to every creature." (Mark 16:15). It's our responsibility in life is to do our best to do our part to see that this command is fulfilled. However, the mistake that many Christians make today is to think that only certain people are called to preach the gospel. When we say "so and so is a preacher" we mean that he is a gifted speaker; who feels called to talk to people about their soul on a full-time basis. However, Christ's command to preach was not intended just for those called to an office ministry. The word "preach" simply means "to proclaim a message." When Jesus told us to "preach the gospel to every creature." He didn't mean to build churches with pulpits and invite people to come hear us preach a message or sermon. Yes, he may call some to do that. But to all He says, "You get busy telling everybody who will listen to you the good news about me." Proof that the New Testament church interpreted His command in this light is seen by studying Acts 8:1-4. Persecution had come against the church at Jerusalem, and as a result v. 4 says, "They were all scattered abroad throughout the regions of Judaea and Samaria, **except** the apostles." The leaders of the church stayed at Jerusalem to sort of "hold the fort" while "They that were scattered abroad went everywhere preaching the word." In other words, the early Christians didn't expect the "paid clergy" to do the preaching. They considered the proclamation of the gospel as the responsibility of everyone. Christ's command hasn't changed, nor has our responsibility to obey that command. We would be wise to consider Jesus' answer to the man who said he had to go home and bury his father before he could follow the Lord: "Let the dead bury their dead; but you go and preach the kingdom of God." (Luke 9:60).

2. A LOVE FOR LOST SOULS: Jesus said, "For what is a man profited if he gain the whole world, and lose his own soul?" (Matt. 16:26). A corollary of this saying is: "One soul is worth more than the whole world." What greater favor could we perform for someone dying without Christ, than to "throw out the lifeline" and do our best to save him? "Greater love has no man than this, that a man lay down his life for his friends." (John 15:13"). Are you willing to lay down your pride, your reputation, and your selfishness: if it will help win a friend to Christ? "Where your treasure is, there will your heart be also." (Matthew 6:21). If material things are your treasures, your affections, time, and energy will be spent securing them. If people are your treasures, you will reach out in love; spend time, money, effort, or whatever else it takes to help them. Paul said, "The love of Christ constrains (controls, compels) us." (II Corinthians 5:14). Our love for the lost demands that we set self aside and reach out to those in need. If you do not feel this love, pray and ask God to give you a burden for the lost: a prayer God delights in answering.

3. THE REALITY OF HELL: "Knowing therefore, the terror of the Lord, we persuade men." (II Corinthians 5:11). Jesus talked more about hell than he did heaven, and described it in the most sobering terms! He called it a "furnace of fire," a place of "weeping, and wailing, and gnashing of teeth," and "outer darkness." Hell is horrible, eternal, and has no exit! If we really believe in hell, then we will be quick to take every opportunity to warn the lost to "flee from the wrath to come." (Matt. 3:7).

Jude 22, 23 says: "Of some have compassion, making a difference (who are in doubt): **Page 2**
and others save with fear, pulling them out of the fire."

4. OUR ACCOUNTABILITY TO GOD: "For we must all appear before the judgment seat of Christ that everyone may receive the things done in his body, according to what he has done." (II Corinthians 5:10). Proverbs 24:11, 12 dispels any doubts about whether or not this time of accounting will include our faithfulness to witness: "If you forbear to deliver them that are drawn unto death, and those that are ready to be slain; If thou say, behold, we knew it not; does not He who ponders the heart consider it? And He that keeps your soul, does He not know it? And shall not He render to every man according to his works?" When God tells us to do something, and we don't do it, we will one day answer to Him for it. God has told us to "go" and to "preach:" are we obeying Him? "When I say to the wicked, You shall surely die; and you do not give him warning, nor speak to warn the wicked from his wicked way, to save his life; the same wicked man shall die in his iniquity; but his blood WILL I REQUIRE AT YOUR HAND. Yet if you warn the wicked, and he turn not from his wickedness, nor from his wicked way, he shall die in his iniquity; but you have delivered your soul" (Ezekiel 2:18, 19). Now, this was a word specifically to the prophet Ezekiel, but there is a principle stretched across the whole revelation of Scripture: We are responsible for our fellow man. If we walk in the awareness that our lives are being recorded, and our eternal reward hinges on our faithfulness, and the reality that we'll stand before God in personal judgment one day, we will be His witnesses!

BE READY FOR SATANIC RESISTANCE

Satan resists every form of evangelism. Once you determine you're going to win souls, he'll draw from his bag of tricks a number of methods to discourage you. Consider the following:

FEAR is probably Satan's greatest tool in hindering evangelism. The thought of personally confronting someone with the claims of Christ is devastating to some. Compound this with fear of rejection, fear of persecution, fear of failure, and any other personal fears and the emotional makeup of the soul can cripple one before he even starts. If you have a problem with fear, and all of us do from time to time, realize that you are dealing with a spirit sent from hell to dissuade you from witnessing: "For God has not given us the spirit of fear (fear is a spirit!) but one of power and of love and of a sound mind" (II Timothy 1:7). Resist that spirit of fear attacking you and by faith claim the power of the Spirit of God. God said, "The righteous are bold as a lion". (Prov. 28:10. Believe that you are bold, simply because God said you are. "We walk by faith and not by sight" (II Corinthians 5:7). At times you will feel no burden, no desire and no energy to speak up for Christ. But, if you love that unsaved person talking to you, your love will conquer your fear (1 John 4:18). and you will be enabled by the Holy Spirit to step out by faith, trusting His power will be present. This is the purpose of the baptism in the Holy Spirit: "You shall receive POWER after the Holy Spirit is come upon you and you shall be witnesses unto me." (Acts 1:8). If you have not been filled with the Holy Spirit, ask God to fill you now, that you might have the power necessary to be an effective witness. If you have been filled with His Spirit, but still feel you lack the ability to witness for Him, then call the devil the liar that he is, claim the power promised to you through the Spirit, and begin witnessing by sheer obedience. You'll begin to see God honor your faith, and will soon learn that you are not witnessing in your own strength, but by his divine enablement.

PROCRASTINATION is another method Satan frequently employs. "Wait for a better opportunity." "Now just isn't a very good time!" "You might turn them off!"

The above are but a few of the thoughts often planted in the soul-winner's mind. By procrastinating, we turn minutes into days, and days into years, until often we have lost all opportunities to witness to a person. Like Felix told Paul, "Go thy way for this time; when I have a convenient season I will call for you." (Acts 24:25), we also put off many chances to win people to the Lord. Certainly there are times when it would not be wise to try to "preach" to people. But my experience has been that waiting for ideal witnessing opportunities is a bad habit, which seldom reaps rewards. "Don't boast yourself of tomorrow, for you know not what a day (or an hour) will bring forth." (Proverbs 27:1). When you are inclined to wait, search your heart. Is the Holy Spirit or wisdom saying "Wait!", or is it instead the voice of fear, the voice of lethargy, the voice of self-indulgence? If you still have doubts, do a little fishing. Jesus said, "Follow me, and I will make you fishers of men." (Matthew 4:19). So, start fishing. Throw a little bait out of the boat. Bring up the subject of spiritual things, and if they seem willing to talk about the Lord, then pull in the line! If by the person's response, it becomes obvious that they are not ready to hear about the Lord, or they don't have time or are uninterested, then it is probably wisdom to wait for a later opportunity.

CHURCH-INVITATION-CONSCIOUSNESS is a phrase I have coined to describe a tendency today to win souls by first inviting sinners to church then, it is hoped, when they hear the gospel preached from a pulpit, they'll get saved. Many people, of course, have gotten saved this way. But it is a mistake to make this our only means of evangelism for several reasons: (1) it is difficult, and sometimes impossible to get some people to come to church; (2) a pleasant invitation to visit church services can become in our minds an actual witness for Christ, when it is not (Nowhere are we told to invite people to church in the Word of God); (3) Our conscience may feel relieved by inviting someone to church, thus making us feel we have done our "duty," while the sinner is no closer to salvation. You may be inclined to think a person would be more apt to accept Christ if they can hear a sermon preached by an "expert." However, there are distinct advantages in personal evangelism over larger group evangelism, such as used in church meetings. From a pulpit, it is difficult to know what is going through the sinners mind. He cannot relate questions and doubts he is having to the preacher. However, when you are dealing with him personally, you can take time to answer these honest questions. A pastor's altar call must be rather general in nature. However, when you are personally dealing with someone, you can home in on his own individual needs, taking time to deal with them one by one. After a person through personal evangelism accepts Christ, he then can be brought to the church to begin growing in the Lord. It is a lot easier to get a "saved" person to church than it is to get a sinner! Don't hesitate to invite anyone to church, of course, but never let this be an end in itself. And never let an invitation to church become the only method of personal evangelism you use. Don't let Satan get you to be a procrastinator by putting off leading someone to Christ until a church service, which he might never attend.

MAKE SOUL-WINNING YOUR GOAL

It is nice to invite people to church, to witness about your faith and to testify to someone of what God has done in your life. But the purpose of this book is to encourage you to become a soul-winner. "He that wins souls is wise" (Proverbs 11:30). This scripture tells us two things: (1) it takes wisdom to win a soul; (2) To be involved in the business winning souls is a wise thing to do. A careful study of the Scriptures and material in this book can help you develop the wisdom necessary to win a soul. And, you wouldn't be reading this if you did not desire to get involved in soul winning. So, let's get down to business: how do we go about winning a soul to Christ?

To win a soul to Christ, it is not enough just to discuss the Bible or engage in conversation **Page 4** about God. To bring a person to a decision, you must first bring the conversation around to where the person you are talking to is listening to what you have to say about getting saved. I call this the giving of a "PRESENTATION OF THE GOSPEL." Everything you say and do in soul-winning is always leading up to this point: gradually, but surely. You just can't come out of nowhere and say to some stranger, "May I lead you to Christ?" But by carefully leading a conversation from mundane topics to religious subjects, and from there to an actual presentation of the gospel, you can learn to guide most any conversation into a soul-winning opportunity.

Following are just a few suggested leading questions that turn a conversation in the direction you need it to turn in order to give a presentation of the gospel:

1. **"Did you see the news last night? What did you think about . . . ?"** Proceed to bring up some contemporary subject that has religious connotations, or to which the Scriptures have something to say. For instance, bring up the subject of a recent crime, Israel, natural catastrophes, etc. Listen intently to what they have to say, without interrupting. Then, follow with a statement something like this: "You know, the Bible says that in the days just before the return of Christ these things would be happening!" Then, continue with the presentation of the gospel.
2. **"Say, what are you doing Sunday night? Our church is having something special and I would like to invite you to come."** Whether or not they want to come, the conversation is headed already toward spiritual things.
3. **"What church do you go to?"** Their answer to this question can tell you many things about their spiritual condition, and give you keys to what truths you'll want to stress in presenting the gospel.
4. **"Have you read this book (or tract)? I'd like to lend it to you, and I would be interested in seeing what you think about it."** Give them a book or a tract, and after they have had a chance to read it (perhaps the next day), approach them by questioning them with the theme of the book as a starting point for talking to them about their soul.

Here are some examples of how to use the above approaches:

1. **"Say, did you see the news last night about that earthquake?"** *"Yes, that was sure something."* "There sure have been a lot of earthquakes lately. Are you aware that in the Bible Jesus said that such earthquakes would be a sign that He was soon coming back to the earth?" *"I heard that somewhere before. This world is a mess for sure."* "It is certainly a time for a person to make sure that they are ready for eternity." (Continue with gospel presentation on page 5).
2. **"What are you doing this Sunday morning? Our church is having a special speaker, and I'd like to invite you to come with me."** *"Oh, I can't this Sunday. I have a commitment."*
"Oh, sorry. Maybe next time. It is just that church has become very exciting to me lately. My life has been so changed by learning truths in the Word of God. Do you study the Bible?" (Continue with gospel presentation on the next page).

3/ "Did you get a chance to read that book I gave you?" (After your friend has **Page 5** read the book you gave her, and you see her again): She might say: *"Some of it. I have been pretty busy lately."* "What did you think about the first chapter that talked about how to be born again?" *"It made sense, I guess."* "You know, since I was born again, my life has never been the same. It has really brought peace and happiness to my life. Have you ever considered being born again?" (Continue gospel presentation below)

4/ "I don't think I have ever asked you, but what church do you attend?" They might say, *"Catholic."* "Oh, wonderful (It is wonderful. Catholics are some of the easiest people to lead to Christ!). Do you attend regularly?" *"I try to make it, when I can."* "I attend the () church myself. I have ever since I was born again and found Christ as my personal Savior. Heh, since you are a religious person and believe in God, I would like to ask you a question? (Continue gospel presentation). Any of the above methods can easily lead to . . .

THE PRESENTATION OF THE GOSPEL

Once the conversation is guided by your questions and statements to where you can ask the following question, without being too blunt, you are ready to begin an actual presentation of the gospel:

"I'd like to ask you a thought provoking question: Have you come to the place in your spiritual life where you know for certain, if you were to die today that you would go to heaven?" (This question and the basic ideas below are taken from the book "Evangelism Explosion"© Dr. James Kennedy, Tyndale House Publ. 1983. ARR. Used by permission). The answer they give you immediately tells you much about the person's spiritual condition, unless they are under deception. But no matter how they answer this question, through proper follow-up and further questioning you can eventually bring the prospect to the place where they are ready, if willing, to hear the gospel presented. Consider the following responses to their likely answers:

#1. IF THEY SAY "YES," then you respond by asking, "How do you know for sure?" By their answer to this question, you can usually determine if they are really saved, or if they are just deceived. If they say things like: "Because I believe in God" or "Because I try to live a good life", you respond "Are you aware that the Bible teaches that that is not enough to get into heaven? I too used to think that if I did stuff like that that I'd make it to heaven. But then I learned something in the Bible." (Continue with #4 below.

#2. IF THEY SAY "I THINK SO," then you respond by asking, "You think so, but you're not 100 percent certain you are going to heaven?" If they then say no, and admit they are not certain, continue with #3. If they respond, as many people do by saying, "No one can know for sure!" then you reply, "You know, I used to think that no one could know for sure either, but then I learned something in the Bible." (Continue with #4)

#3. IF THEY SAY "NO," then you respond by saying, "Well, I appreciate your honesty. You know, there was a time in my life when I didn't know for sure whether I would make it to heaven or not either. But then I learned something in the Word of God." (At this point, you pull out a pocket New Testament concealed in your pocket or purse, and open it as though to read out of it and continue as the next page suggests . . .

"You see, one day we will all be judged by what is written in this book. We will stand **Page 6** before God, and if we have done what this book says is necessary we will enter heaven. That's why God gave us this book so that we would know what is necessary to have eternal life. Let me read you a Scripture:" (Turn quickly to the following verse and read it out loud to them.)

I John 5:13: "These things have I written to you who believe on the name of the Son of God, that you may know that you have eternal life."

"God says that He gave us His Word, so that we could know for sure that we are going to heaven. At one time in my life, I didn't have that assurance, but I can honestly say now that I am sure if I would die today, that I would go to heaven. And, this gives me such peace in my heart, knowing for sure where I am going after I die. I have that assurance because I have done what this book says is necessary to have eternal life. Listen, you can have that assurance too. May I take just a few minutes of your time, and share with you a few verses of Scripture which will show you how you too can have the absolute assurance that you are going to heaven? May I show them to you?" (Holding up your little New Testament)

IF THEY SAY, "NO" OR "NOT NOW" OR "I DON'T HAVE TIME TODAY," then just graciously dismiss the subject by saying, "Well, perhaps at another time. I am sure you understand my zeal to share this truth with you. It is just so wonderful knowing I'm going to heaven, and I want everybody to find this same peace and joy."

IF THEY SAY "YES," you have been given "carte blanche" to preach the gospel!

(The following suggested presentation of the gospel is longer than you would normally share under most conditions. However, the Scriptures and subjects have been covered which will handle most misconceptions people have concerning the gospel. The person's interest span, time, circumstances, and the Holy Spirit will help dictate which Scriptures to use and which truths to stress with each individual. Be sure to use your New Testament, pointing out each scripture as you read it. It is a good idea to have these verses marked ahead of time, and listed on the front page in case you forget the location. Or, better yet, make little tabs out of scotch tape, doubled over on the pages you want to turn to, and maybe color the verses yellow with a marking pen: or even memorize them all!)

"To begin with, God shows us how death entered into the world in the first place, and why we need God's help if we want eternal life:"

Romans 5:12: "As by one man sin entered into the world, and death by sin, so death passed upon all men, for all have sinned."

"First notice that by one man sin entered into the world. When God created the first man, Adam, He placed him on a beautiful world where there was peace, happiness and no sickness, pain, or death. But man willingly chose sin and Satan's ways above God's ways. As a result, death entered the human race. God is a Holy God and He hates sin. Though our sins may not seem so terrible to us, to God they are worthy of an eternal punishment. When the Bible says "Death passed upon all men," it doesn't mean only physical death of the body, but also spiritual death of the soul. Notice also that it says, "For all have sinned." I know I have certainly sinned a lot in my life. Have you ever sinned? Of course, we all have. And that *is* why the Bible says that all men are lost because of their sins. Also, all of humanity are on their way to hell."

Romans 5:8: "God proved his love toward us . . . while we were yet sinners, Christ died for us."

“God's justice and holiness demanded that He punish sinful mankind, but His great love for us caused Him to send down His own Son, who had been with Him eternally in heaven, to the planet earth. Jesus became a man, lived a perfect sinless life, and in so doing provided an acceptable sacrifice for our sins. He then "died for us." Just think, Jesus left his mighty throne in glory, went to a cruel cross, and shed His blood, and died for you and me. God really does love us. But then, Christ rose from the dead, and He is alive now. And He wants to come into every man's life. That is what the Bible says in . . .”

John 1:12: “As many as received Him, to them He gave the power to become the sons of God.”

"Most Americans believe that Jesus is the Son of God. They are taught that from childhood. But the Bible says we must do more than just believe. Simply mentally agreeing that Jesus died on the cross is not enough. The Bible says we must **receive** Christ. There must come a time in every man's life when he lets Jesus come into his life. That is what is taught over in . . . "

1 John 5:11, 12: "This is the record, that God has given to us eternal life, and this life is in His Son. He who has the Son has life, and he who does not have the Son does not have life."

"Eternal life is in God's Son, Jesus. We are not saved by going to the right church, or living a real good life, or even just believing. We are saved from our sin by inviting Jesus into our life. Notice it says "He who has the Son has life." If Jesus is in our life, we are on our way to heaven. If He is not, then, really, there should be no doubt which eternal destiny awaits us. But then, how can one be sure that Jesus is in his life?"

John 3:3: "Unless a man is born again, he shall not see the kingdom of God."

"Jesus said the only way we can see heaven is by being born again. A lot of Americans think they are born again because they go to church, or try to be religious, or at some time in their life have felt close to God. But being born again is an actual experience in time: a time that a person can point to as a reality, just like their own birthday. By the way, where were you born (wait till they tell you)? And, what month and day (again, wait for their answer)? See, you know where and when you were first born. Now, here is a far more important question: where and when were you born again? (Most people can't give a time. If they do, ask them to tell you about the experience. By their answer, you'll know best how to continue the presentation.) Well, when a person is born again, he knows the place and the time when this happened. I'll never forget the day I was born again. (Tell them your testimony) When it happens to you, when you are really born again, you will know it! Your life will be changed and transformed. That's why the Bible says. . ."

II Corinthians 5:17: "If any man is in Christ, he is a new creation: old things are passed away, behold, all things are new."

"When you are born again, God's life comes inside. And when Jesus comes in, He begins to change you. As the Bible says, "All things are new." Just like a new-born baby sees things he's never seen, hears new sounds, tastes new tastes; so also when a person is born again, he begins to see life in a whole new light and everything has a different sound and taste, in a manner of speaking. So, if a person must have this changed life to be saved, then how is one born again?"

Luke 13:3:"Unless you repent, you shall all perish."

"REPENT OF ANY SINS is the first step. To be born again a person must repent. To repent means to make a decision and a change in direction. God gave you a free will, and He lets you make your own decisions in life. But, if you want to be born again and go to heaven, you must make a decision to accept Christ. Then, to repent, you must change your direction. If through the Word of God you see that you are a sinner, and heading on the road that leads to hell, and you decide you don't want to continue in that direction, then you can turn from the road you are heading and begin walking on the road that leads to heaven. Sin and rebellion to God by refusing to accept His way for our lives is a path that leads to hell. But today *you* can change your mind, and change your direction by submitting yourself to the only means of salvation and forgiveness. You have already admitted to me that you are a sinner. Now admit that to God, and invite him into your life to begin heading the direction God wants you to go. This is what we mean by repent."

Romans 10:9: "If you shall confess with thy mouth Jesus as Lord, and shall believe in your heart that God has raised Him from the dead, you shalt be saved."

"BELIEVE is the second step. Do you believe in your heart that God raised Christ from the dead? If so, all you have to do is confess this faith with your mouth. That's what it says in . . . "

Romans 10:13: "Whosoever shall call on the name of the Lord shall be saved."

"CALL ON THE LORD is the third step. If you were drowning in the ocean and saw a life-guard walking on shore, what would you say to him? "Help! Save me!" Well, we all are drowning in sin and need a life-guard; a Savior. Jesus is that Savior. To have and know Christ as your Savior is as simple as opening a door to someone . . . "

Revelation 3:20: "Behold, I stand at the door and knock. If any man hear my voice, and open the door, I will come in."

"OPEN THE DOOR OF YOUR LIFE TO CHRIST is the final step. Jesus died for your sins. He loves you so much, and wants to come into your life. In fact, the Bible says that even now, He is knocking at your door. If you will let Him in, He will give you the assurance that you are on your way to heaven, you will be born again, and every sin you've ever committed will be forgiven. He wants to come into your life today. Right now, by prayer, you can call on the Lord and ask Him to save you. You can receive Him into your heart and life. You can be born again! And then, you too can know for sure that you are going to heaven. Will you let Jesus come into your heart today?"

(If they say "Yes!" continue . . .)

"Great! Jesus is here right now, waiting to come into your life. Let's pray together. I'll help you with what to say. You just bow your head and repeat this prayer after me and invite Christ into your life. Repeat after me ... "

"Dear Lord Jesus (Wait for them to repeat each phrase). Come into my life. Forgive me of every sin I've ever committed. Make me a born again child of God. I accept you as my personal Savior. Give me the assurance that if I die, I will go to heaven. Thank you for saving me! Amen."

"Why not?" Whatever excuse they have, Scripturally seek to reprove any lies Satan is telling them to keep them from accepting Christ. (See section on dealing with excuses). After answering excuses, ask them again: "Don't you think you'd be wise to receive Christ? Let's pray now!" If they still refuse, end the conversation as pleasantly as possible. Well, I wouldn't want you to accept Christ unless you truly meant it. Thank you for being honest with me. Perhaps you can give it some thought and maybe you'll change your mind later!

LEADING NEW BELIEVERS TO AN ASSURANCE OF SALVATION

After someone has accepted Christ, it is important to bring them to a place where they really believe something IS different and understand what has happened. Immediately after someone has prayed a prayer inviting Jesus into their life, open your Bible and have them read again:

Revelation 3:20: "According to this scripture Jesus wanted to come into your life. Did you ask Him to come in? Can Jesus lie to us? Then where is Jesus now? (Continue to instruct them until they say, "In my heart or life.")

Romans 10:13: "According to this verse, if you call on the Lord and ask him to save you what did He say would happen to you?" (Point to the word "saved" and continue to instruct them until they confess that they are saved.) "So, if Satan comes along and whispers to you, 'Why, you aren't really saved, because look what you just did!' you can say to him, "Devil, you are a liar. The Bible says, 'Whoever will call on the name of the Lord will be saved. I called on His name. So I know I AM saved!'" That is how you have the assurance you're on the way to heaven: because you did what the Bible says to do and you believe the Bible. Now that you have accepted Christ, you're still not perfect. You'll still make mistakes. And, if you find that you have committed a sin, that doesn't mean you are no longer a Christian. If you should happen to sin, just immediately pray and ask Jesus to forgive you and He will. The moment you ask Jesus to forgive you, He does forgive . . . "

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

THE FOLLOW-UP OF A NEW CONVERT

The new convert is a "babe in Christ." Just as a newborn baby needs a lot of personal attention and care, so also a new Christian needs a lot of encouragement and help. The devil is sure to do his best to try to make him fall (1 Peter 5:8, Matthew 13:19-23). By leading a soul to Christ, you become that new babe's "father in the faith" (I Corinthians 4:15, 16). Thus you bear a measure of responsibility before God to encourage and aid that young soul in overcoming the first obstacles he will face. Below are some important things you can do to follow-up on a decision for Christ

1. Do your best to immediately get the new convert attending and involved in a spiritual church. Tell him the importance of church to the Christian. Invite him to go with you, and even offer to pick him up. If he lives in a different area than you, get him the address of a good church in his area, and even contact a pastor to call on him. New converts outside of a church are like babies outside of a home.
2. Get the new convert into the Word. Suggest he start reading in the New Testament and Psalms and Proverbs daily. Make sure he has a Bible that is written in modern or easy to understand English. You can get together with him for Bible studies in his home.

3. Put some good reading material in his hands. There are a number of good
Written specifically for young Christians. Buy several at the Christian bookstore and have them handy to give to new converts.
4. Make yourself available to the new convert. Write him. Call him on the phone to see how he is doing, and to offer counsel and encouragement. Get his address right after leading him to Christ.
5. Notify the pastor (or youth leader) and make sure he too gets the address of the new convert.
6. Pray much for the new convert; especially in the first few weeks
7. Challenge the new convert to begin sharing his faith with others.
8. Don't mention water baptism at first, especially if he has been taught that sprinkling is the proper method. After his commitment to Christ becomes obvious, you can begin sharing this truth with him.
9. Watch out for cults. Frequently when someone gets saved, a friend or relative finds out about it, and immediately sets out to convince him that if he is really interested in the Lord, their cult has "the only truth." Keep tabs on him so you can come to his aid if this happens.
10. Encourage him to be filled with the Spirit when you see he's sincere enough and ready.
11. Make discipleship your goal. Our purpose in evangelism is not just to save people from hell, but to guide them on the path to a mature Christian life and to effective service for the Lord. Train and show by example how to win others to Christ, and the new convert can himself become a soul-winner.

DEALING WITH EXCUSES

When you challenge people to accept Christ, they will frequently have various excuses why they feel they cannot become a Christian. These excuses are never acceptable to God, and are often lies planted in their mind by the devil. Remember, it is the truth that sets them free (John 8:36). Listen compassionately to their excuses, and without arguing, simply explain to them that the Word of God says something different about their concept. To be an effective soul-winner, it is important to commit to memory many of the following scriptures. You may want to least jot them down somewhere in your Bible where you can refer to them when needed:

I AM TOO BAD OF A SINNER: 1 Timothy 1:15, Romans 5:8, Mark 3:28, Isa. 1:18

I AM NOT THAT BAD: Romans 3:23, Romans 6:23, Ezek. 18:4

I LIVE A GOOD ENOUGH LIFE: John 3:3, Romans 3:9-12, 19; Ezekiel 18:4, Titus 3:5,
Ephesians 2:8, 9

I AM NOT READY YET; I'LL THINK ABOUT IT: Isaiah 55:6, Proverbs 27:1 Proverbs
29:1, Genesis 6:3, Luke 12:16-20

I DON'T BELIEVE IN GOD: Psalm 14: 1 (The reason you don't believe is because you don't want to be responsible to God. But, if you're willing to do His will (John 7:17), and tell Him that, He will prove Himself to you. According to Romans 1:21-23 there was a time in your life when you believed in God. But, you didn't want to glorify Him, and were unthankful . . .

Consequently you have to believe in evolution, and instead of giving God the glory for His creation, you give the glory to the world of nature. But nature just serves to prove the existence of God. (Romans 1:18-20, Psalm 19:1) **Page 11**

I WOULDN'T WANT TO BE INSINCERE: (Do you want to go to hell? Are you sincere when you say you don't want to go to hell? Then, that is all it takes. The Bible says "Whosoever will call upon the name of the Lord will be saved." Your part is to be sincere enough to call on Him and ask him to save you from hell. Can't you be just that sincere?")

I DON'T WANT TO BE A HYPOCRITE; THE CHURCH IS FULL OF HYPOCRITES: Matthew 24:48-51 ("Hell has been prepared for hypocrites. But, if you don't accept Christ, the Bible says you too will go to hell. And, how do you know the church is full of hypocrites. Are you a judge? Matt. 7:1))

I DON'T UNDERSTAND IT ALL: ("God doesn't ask you to understand, just to believe, and receive. Can you understand the fact that you are a sinner? Can you understand the fact that after death we will face the judgment of God? Can you understand that Jesus loves you and came to earth to die for you? Can you understand the fact that all He wants you to do is pray and ask Him to save you? No one can fully comprehend God. There are things we will not understand until we get to heaven. Isaiah 55:8, 9)

I HAVE TRIED BEFORE AND FAILED: (Try to find out why he failed. Was he deceived by sin? Did he stop going to church? Did Christians let him down? Convince him that you are willing to help him not fail this time, and that the Lord is ready to help him again. Isaiah 55:6, 7, Jude 24, I Corinthians 10:13, I Peter 1:5)

I COULDN'T LIVE THE LIFE: (Show him that no one can in his own strength. But, when we accept Christ, He changes us and gives us the ability to overcome sin. II Corinthians 5:17, Philippians 4:13)

I AM TOO WEAK: (None of us are strong enough to overcome sin in our own ability. Jesus came to save weak people: II Corinthians 12:9, 10, Joel 2:10, 32, I Corinthians 10:13)

THE BIBLE WAS WRIT'TEN BY MEN. I DON'T BELIEVE THE BIBLE: God inspired The writers of the Bible so that they were actually like His spokesmen (II Tim. 3:16). God, in his sovereignty, has chosen to speak to us through men: Bible writers and Bible preachers. To reject His words is to reject God Himself, for it was His choice to speak by the written word. The Bible records the words of Christ and we'll be judged by those words: John 12:48. What are you going to do with Jesus' words in John 14:6, John 3:3, or John 1:11, 12?

THERE ARE SO MANY CHURCHES; HOW DO I KNOW YOUR INTERPRETATION OF THE BIBLE IS CORRECT: (I am not asking you to accept my church, or my interpretation. Accept Jesus, and He will reveal the truth to you: John 14:6, John 7:17, John 8:31, 32, Jeremiah 29:13)

I ALREADY BELIEVE IN THE LORD: (It is not enough just to believe, John 1:12, James 2:19, John 3:3)

I AM A CATHOLIC: (Good! The Catholic church believes in the Bible and in Jesus. I am not asking you to forsake the Catholic Church and join mine. I am asking you to come to know the Christ personally that you have been taught about and believed in all these years.")

THE CHRISTIAN LIFE IS TOO HARD: Matthew 11:30, Proverbs 13:15

I HAVE A SIN I DON'T WANT TO GIVE UP: ("Is it worth going to hell over? (Mark 8:36, Matthew 5:29, 30). If you will come to Christ, He will deliver you from that sin, and give you the desire and the power to overcome it, and you won't want it anymore. (Joel 2:32, II Corinthians 5:17, Philippians 2:12, 13). Are you willing to be made willing? Then ask God to deliver you!")

DEALING WITH BACKSLIDER

The word "backslider" is an Old Testament term used to describe someone who was once serving God but has since gone backward in their experience (Proverbs 14:14, Jeremiah 3:6-12, Hosea 4:16, 11:7). Most Christians at one time or another have experienced periods when their devotion to Christ weakened somewhat, or where the pleasures of sin began to allure them away from complete surrender to Christ. However, the Bible teaches that a person can, though once saved, continue on a course that leads away from God, until he actually reverts to an unsaved condition again. If you are in doubt about this important doctrine, the scriptures listed below on dealing with backsliders will support this often neglected truth.

A backslider must be dealt with in a different manner if you would lead him back to the Lord. There are basically three types of backsliders, and each should be handled differently:

1. THE BACKSLIDER WHO KNOWS HE IS AWAY FROM GOD. At one time, he was attending church faithfully, serving Christ, walking the straight and narrow way, but somehow Satan deceived him through friends, problems, or sin, and in time our brother became bound by sin and unbelief. No longer in fellowship (darkness hates light) and bound by the ways of the world once again, he should be approached by the soul winner with compassion, through the Word, with the following goals in mind . . .

- a. Remind him of the consequence of backsliding: Problems-Proverbs 14:14, his past good works forgotten-Ezekiel 3:20, 18:24, and he's forsaking the only means of salvation-Hebrews 10:26-31.
- b. Remind him that hell could soon be his destiny: James 1:14-16, 5:19, 20; His punishment in hell will be worse than if he'd never met the Lord-II Peter 2:20-22; And his name can be blotted out of the book of life-Revelation 3:1-5.
- c. Assure him that God is ready to accept him back: Jeremiah 3:12-14, 22, Proverbs 28:13, Isaiah 55:6, 7, I John 1:9, John 6:37.
- d. Encourage him to pray with you to come back to the Lord.

2. THE BACKSLIDER WHO HAS BEEN TAUGHT THAT ONCE A PERSON IS SAVED, HE IS ALWAYS SAVED. There are many churches that teach if a person has been born again, no matter what he does, he cannot lose his salvation. This doctrine is called "eternal security." A backslider who has been taught eternal security may enjoy Bible talk, considers himself quite religious, but the fruit is not evident in his life. He may attend church some. But, if by the fruit of his life, or by the witness of the Spirit, you fear a backslider is no longer saved, you might approach him by saying: "Are you aware that the Bible teaches that even if a person has once been saved, it is still possible for him to lose that salvation? May I show you from the Bible?"

- a. Share Scriptures that prove a Christian can backslide, and lose his salvation **Page 13**
 Matthew 2 :13, Page 13 Colossians 1:21-23, 1 Thessalonians 3:5, Hebrews 2:1-3, 3:12-14, 10:26-31, James 1:14-16 compared with James 5:19, 20 (Notice this is written to "brethren"); Revelation 3:1-5 (It is possible for someone to have his name blotted out of the book of life!).
- b. Get him to realize that he is not where he should be with God: John 1:6, 2:3, 4, 6, 3:3, Hebrews 10:25, Revelation 2:4, 5, 3:14-21.
- c. Assure him that God is ready to accept him back: Jeremiah 3:12-14, 22, proverbs 28:13, Isaiah 55:6, 7, 1 John 1:9, John 6:37.
- d. Encourage him to pray with you to come back to the Lord.

3. THE BACKSLIDER WHO IS DECEIVED BY SATAN. This person is caught up in a web of self-righteousness. He points to his good works, or lack of bad sin to prove he knows the Lord. He has all the religious jargon, but has broken fellowship with Christians, pointing to their "hypocrisy." He has developed his own theology and doctrine to fit his lifestyle. He admits he is not perfect, but "God forgives".

- a. Show him the fact that Satan can deceive us and how he does: 1 Timothy 4:1, I Peter 5:8, 1 Corinthians 10:12, II Corinthians 11:3, 1 Thessalonians 3:5
- b. Point out to him the folly of self-righteousness and dependence on good works to save himself: Romans 2:1, 3:10-12, Ezekiel 33:12, 13.
- c. Continue with the a, b, and c portion used for the backslider who has been taught that once a person is saved, he is always saved.

Often, when dealing with backsliders, they will have a host of excuses why they cannot serve the Lord. Study the portion on dealing with excuses beginning on page 10, and be prepared to help them overcome the lies Satan has been telling them.

LESSONS ON EVANGELISM FROM JESUS' TEACHING AND MINISTRY

Jesus was the supreme Evangelist and personal worker. His teaching and examples give us a wealth of ideas to emulate:

Invite people to your house for coffee or dinner. Jesus made plans to have dinner at Zacchaeus' house. While eating at his table, He converted the man. Invite people over for fellowship, praying and expecting the Lord to help you to win them to Christ (Luke 19:1-10).

Visit people in hospitals and rest homes. Jesus came to the pool of Bethesda where all sorts of sick people were. There He found a man who came to believe on Him and was saved. Sick and infirm people are often scared, bored, hungry for fellowship, and open to the gospel. You don't even have to know the people. Just walk in, introduce yourself, and begin a conversation. If the door opens to witness, do so. (John 5:1-15, Matthew 25:36)

Witness at work. Jesus called men to follow Him from their jobs "to fish for men." Believe that God has you on your job so that you may be a "fisher of men also!" Watch for opportunities at breaks, before or after work. Invite them over or out to lunch. (Matt. 4:18-22)

Locate and witness to old friends. Jesus told a new convert to go find his friends and tell them about the good things that He had done for him (Mark 5:19).

Have you tried to locate old acquaintances from the days before you were saved? **Page 14**

Drop by the home of an old school-mate or coworker or invite them over. Then, share the good news about Jesus and what He has done for you. (Mark 5:19)

Go out door to door. Jesus apparently expected his disciples to do so, as a careful study of Matthew 10:11-15 shows. In Luke 14:23 Jesus said, "Go out into the highways and hedges and compel them to come in that my house might be full." That doesn't mean to invite people to come to a church building, but to become a part of the household of God (the living church) through the new birth. One effective way to do this is to walk down the "highways" and enter through the "hedges" and knock on doors. (Don't you dare so it doesn't work: Jehovah Witnesses prove it!)

Go where people congregate. Jesus went and sat by a frequently visited well and there led a woman to salvation. Get out of your house and go where people are. Soul-winning opportunities are practically everywhere: beaches, parks, eating places, libraries, shopping malls, bus stations, air terminals, parking lots, recreation centers, etc. (John 5:5-42)

Make your own house a soul-winning station. Jesus got a visit at night from a Pharisee named Nicodemus. He turned that visit into one of the most powerful messages on salvation in the Bible. How many times a month do people knock on your door? Old friends, relatives, salesmen, paper boys, canvassers, and others who come to your house could be sent there by the Lord. (John 3:1-21)

Turn parties and family get-togethers into evangelistic opportunities. Jesus turned a wedding into a chance to bear witness to His Lordship. Someone sitting alone on a couch or strolling in the front yard becomes a primary target for the personal evangelist. (John 2:1-11)

Consider times of bereavement as times of resurrection. Jesus turned funerals into times of miracles and evangelism. Old friends and relatives not seen in years are brought together and everybody is thinking seriously about eternal truths at such times of sorrow. Seize the opportunity to point to our great hope. (Luke 7:11-18, John 11)

Witness to fellow-travelers. Jesus joined two men on their way to Emmaus. Join someone walking the same direction you are, prayerfully join someone on a bus or airplane, or pick up a hitchhiker (Only if God leads!). Such people become a captive audience. (Luke 24:13-32)

VISITATION EVANGELISM

Visitation evangelism is simply visiting people in their homes with the express purpose of winning them to the Lord. You may do this anytime at your own initiative, or churches can organize one night a month or a week-end afternoon for this purpose. This is not as threatening as some types of evangelism; since visitation usually involves making a visit for the church with people whom the church has already had contact with. A list of people to be visited can be compiled by the pastor or church secretary. Following is a list of people you might call on:

THE SICK & SHUT INS (Older people who can't get out much):

You can do this either in their home, or at the hospital

REST HOME PATIENTS: This should be a regular ministry of every church

NEW CONVERTS: Follow-up on a new convert the same week he is saved!

PRISONERS: Not for everyone, but nevertheless a proven, invaluable ministry! (Matt. 25:36).

CHURCH VISITORS: The best prospect to seek to win to Christ! Visit them the week they visit!

DOOR TO DOOR PROSPECTS: Going door to door you'll meet many excellent prospects

NEW PEOPLE IN TOWN: Usually these have not found a church home yet. Who'll find them first?

HOW TO ORGANIZE & IMPLEMENT VISITATION EVANGELISM IN YOUR CHURCH:

- 1/ Plan a visitation night, or week-end afternoon to launch this ministry.
- 2/ Announce your plan frequently from pulpit and in bulletins. Approach good potential workers.
- 3/ Compile a current list of people to call on. This list can be made from church records and suggestions from people in the church.
- 4/ List these in a computer and separately on a written and prepared form which should provide as much personal information on the person(s) to be visited as is available
- 5/ When people arrive for the first time of visitation divide them into teams according to age, etc.
- 6/ Divide the people to be visited in groups, giving prospects to the teams that would likely have the most success with them (teen's visiting teen's, married's visiting married's, etc.)
- 7/ **Have a training session. The following ideas could be presented at this session . . .**
 - a/ The purpose of visitation is not just to "invite people to church." People will more likely come to church when their needs are met first by the people of the church. The purpose of the call is to minister to the most pressing need of the people: counsel, prayer, friendship or salvation!
 - b/ Call before you visit: "We would like to come visit you and get to know you better. When would be a good time: Tuesday at 7 PM? No? What about Saturday at 10 AM? (etc.)."
 - c/ Once in the house, engage in simple conversation, getting to know their family. Find some item of interest in their home, like a fishbowl, photograph, trophy, etc. Set them at ease.
 - d/ Guide the conversation by beginning to talk about your church. From there, through questioning, determine where the person is spiritually and what their need is.
 - e/ Share from the Scriptures and or your own testimony to speak to that need.
 - f/ If they are unsaved or backslidden, lead them to the Lord.
 - g/ Ask them if you might pray with them before you go.
 - h/ Leave them with an encouragement to get involved in church (Also leave bulletins, booklets, etc.)
 - i/ The best time to visit is between 6 and 8:30 weeknights, and after 10 AM week-ends, and it is always best to make an appointment first
 - j/ Frequently you will need to follow-up again soon. After a few visits you'll likely develop a trusting relationship with someone, and you'll be a welcomed help in future visits and ministry.
 - k/ Refer special problems to the pastor and do meet to discuss your victories and plan the next visits.

DOOR TO DOOR EVANGELISM

There are three reasons why a church should seriously consider beginning an organized and systematic door to door ministry: 1/ The Jehovah Witnesses and Mormons have proven that this method works; 2/ It is a scriptural method of evangelism: "I ... taught you house to house" Acts 20:20; and 3/ It is the simplest and surest way to fulfill Christ's command to take the gospel to "every creature."

Many Christians feel that the Jehovah Witnesses and Mormons have so monopolized this method, that to use it now would only result in doors slammed in the face and a bad reputation for the church in that town . . .

This is, however, untrue. In the first place, the Jehovah Witnesses and Mormons are **Page 17** growing faster than many of our churches. This fact surely proves that not everybody rejects someone knocking on their door to talk about religion! Furthermore, by using a different approach than the cults use, a completely different response can be expected.

I have found that a pleasant introduction and invitation to visit church services is the least offensive way of approaching someone's house with the gospel. By not carrying a briefcase in your hand, the people won't become defensive, thinking you are trying to sell them something. And by letting them know that you will be brief and won't take much of their time, they are usually willing to be cordial and receptive until you leave.

This method has been proven in experience. Consider the following strategy of door to door evangelism: (After knocking on a door and someone answers, you immediately begin with a broad smile)

"Hello. My name is () and I am out inviting people to visit our services at the () church.

"Do you attend church regularly anywhere?"

IF THEY SAY "YES":

"Oh good. Where do you attend?" (Their answer will give you much needful information in dealing with them later. No matter what church they say, you respond, pleasantly . . .)

"I see. Well, I am not out to try to get people to leave their church and come to mine. The really important thing isn't what church a person attends anyway, is it? But, before I leave, I like to leave people with this important question . . . " (Continue with the presentation of the gospel on page 5)

IF 'THEY SAY "NO":

"Were you raised in some church or have some other religious background?" (Their answer helps you to know how to deal with them later. No matter what church they may say, continue . . .)

"Well, then I would like to invite you to visit our church. I think you would find it a rewarding experience. Before I leave, I like to leave people with this important question . . ." (Continue with the presentation of the gospel on page 5)

Following are some suggestions for effective door to door evangelism:

Go out two by two. Jesus sent his disciples out two by two and this is the ideal way. Three or more is too threatening to someone looking out their door. This should not preclude going out alone, however. It appears that Philip the evangelist went out alone (Acts 8). And, I myself have had some effective times of ministry going out alone. Men, if you have the boldness and feel so led, obey God! When two do go together however, only one person should do the talking. The other should stand right beside the speaker on the doorstep (not behind, so as to look suspicious). The "silent partner," as he has been called, is there to help pray.

The “Silent Partner” is there also to provide the moral support needed in going into the **Page 18**

CARRY A SMALL POCKET NEW TESTAMENT. Carry tracts and other materials in your pocket or small purse. Dress casually. The less you look like a Jehovah Witness or Mormon, the more you fulfill Jesus' command to be "wise as serpents and harmless as doves." (Matthew 10:16).

POLITELY ASK IF YOU MIGHT COME IN if the person says that he is willing to have you show him how he can “know for sure he is going to heaven.” (A screen door between you and the prospect is not conducive to effective ministry). Once in the home, engage in brief conversation, complementing them on their home, etc. As they become more relaxed, share the gospel.

IF THEY SAY THEY DON'T HAVE TIME to talk to you now, ask them if you might come back another day when it is more convenient for them. If they say it is alright, jot down their address and plan to come back. If they are not really interested, and they express this, move on.

LEAVE A TRACT OR FLYER which includes your church address and time of services.

DON'T ARGUE or continue talking with people who are not interested. Believe God that somewhere on the street is someone He has been dealing with. Don't "cast your pearls before swine" (Matthew 7:6). When you see that your time is no longer being spent fruitfully, pleasantly dismiss yourself and continue down the street looking for that hungry soul.

IF A CHILD ANSWERS THE DOOR, ask if his mother or father is home. If a teen opens the door, however, go ahead and talk to him (unless you see the parent is present).

IF THERE ARE TWO OR MORE PEOPLE in the living room when you knock, seek to be sensitive to the Holy Spirit. At times it would not be a good time to approach them with the gospel (embarrassment, activity, or conversation in the room could preclude their openness to your message). However, at times I have gotten into a presentation of the gospel when the whole family and even relatives and friends were present. Trust the Lord to guide you in such situations.

KEEP ACCURATE RECORDS. Carry a lined tablet in your pocket or purse, jotting down the street, house number, name, and approximate age of the individual you talked to and the results. When no one is home, jot down the house number, but leave the space blank. When you are through for the day, transfer the information from good prospects, new converts, those to be called on again, etc. in a computer and/or file for further follow-up.

FOLLOW-UP. This is just as important as the initial contact. Turn in names and addresses of new converts and good prospects to the pastor or visitation minister. Saturday or Sunday afternoon is usually the best time to follow-up. Don't be slothful in business!

HOW TO SET UP A DOOR TO DOOR MINISTRY IN YOUR CHURCH:

1. Train each member in personal evangelism methods.
2. Announce in bulletins and from the pulpit that this ministry is beginning and seek to involve all who are interested. (“Draft” natural extroverts who are usually best at this!).
3. Have flyers printed up with your church name, location, and the times of services, or have this information stamped on the back of tracts.
4. Purchase new convert literature, maps, pocket-sized tablets to record results, 3 by 5 cards for records, and pocket New Testaments. Have a Geek set up your computer program.
5. Plan a time for your first attempt when the most people can get involved. Experience shows that Sunday afternoon about 2 or so is possibly the best time or Saturday at 9:30 AM.
6. The pastor or other leader arrives early to unlock the church and makes sure all materials and tools are ready to distribute to teams.
7. After workers arrive, materials are distributed and teams are formed.

- Teams should be organized so that those who feel confident in doing the speaking **Page 19** are accompanied by those who are more reserved. If there is an uneven number of people, the most experienced (male) can go alone (or a child or young teen could go with two adults).
8. Have a pre-arranged time for everyone to meet back at the church. (An hour and a half going door to door is usually plenty of time for the first attempt)
 9. As teams begin returning to the church, the pastor or leader hands team members 3 by 5 cards, asking them to write down information on new converts and other good prospects. The tablets are collected, filled, put in the computer and saved for the next time out. Teams are encouraged to jot down for their personal records those they wish to visit again.
 10. When the teams are all back, have them share their experiences and thank God for the results. Have them also testify in services that night.
 11. Immediately set a time for the next door to door outreach. (Why not every Sunday afternoon at the same time? Or, at least one day a month!)
 12. Follow-up. Make sure that someone follows up, the same week, all new converts and the best prospects discovered door to door.
 13. Provide ample opportunities and oversight for those more zealous workers who wish to go out on their own or more often.
 14. Don't get discouraged if you fail to see any immediate, visible fruit. Remember the law of sowing and reaping. Keep sowing. "Let us not be weary in well doing; for in due season we shall reap, if we faint not." (Galatians 6:9)

THE USE OF TRACTS IN EVANGELISM

I am an evangelist and I always carry a pocket New Testament and gospel tracts around with me; always! I don't hand them out all the time, but I am ready to when I feel prompted or the occasion arises. If you desire to "Do the work of an evangelist," you might follow my example. Few people are won to the Lord just by reading a tract. God has chosen preaching the gospel with the mouth as the primary method of winning the lost (1 Corinthians 1:21). Many are poor readers. People watch far more T-V or play video games more than they read. However, a tract can be a good tool to open a door for further dialogue and a gospel presentation. Also the soul-winner must not yield to the temptation to hand out a tract, and feel that his duty is fulfilled. The soul-winner's goal is not just to witness, but to win! Your conscience may feel better after you've handed out a tract, but if they don't read it or understand it, you have not communicated the gospel!

One example of how to use a tract to open a door for sharing the gospel:

(You are walking in a park and come across a young woman pushing a stroller with a small child sleeping comfortably) "Hello, it sure is a beautiful day, isn't it? (she agrees) "What a beautiful child. What is her name? (You continue with small talk for a while).

"Say, have you read this (You pull a tract out of your pocket or purse)? I think you'll find it very interesting. I've discovered a relationship with Christ that is so exciting, I can't help but share it with others. Are you any certain religion, or do you attend church regularly anywhere?" (No matter how they respond, continue . . .)

"Well, let's face it; the important thing isn't which church we attend, but our relationship with Jesus Christ. I'd like to leave you with an important question ..." (Continue with the presentation of the gospel on page 5)

You are probably wasting your time arguing with Mormon missionaries. But a Jack-Mormon (that is a Mormon backslider or non-practicing Mormon), dissatisfied Mormons or those beginning to examine their Mormon faith are excellent soul-winning prospects. You might start out by saying something like this: "What if I can prove to you that Joseph Smith is a false prophet?" or "What if I can prove that the Book of Mormon contradicts the Bible?" Then proceed to show how the Bible proves that Mormonism is false as follows . . .

The Bible is our only source of truth: II Tim. 3:15-17, Matt. 24:35, John 5:39, 12:48.

Why we can't accept the Book of Mormon: Deut. 4:2, 12:32, Rev. 22:18, 19, Prov. 30:5, 6.

God warned us against false prophets: Matt. 24:11, 1 Cor. 14:37

Joseph Smith's testimony contradicts Scripture: 1 Tim. 4:1, Isa. 8:20

He claimed to receive gospel from an angel; II Cor. 11:14, Gal. 1:8

He claimed to see the Father: 1 John 4:12, 1 Tim. 6:16, Ex. 33:20

Joseph Smith taught polygamy and celestial marriage: Gen. 2:24, 1 Tim. 3:12, Matt. 19:3-9, Mk. 10:2-8, Matt. 22:23-30, Luke 20:34, 35, 1 Cor. 7:6-9, 25-28;

He also taught that there are many gods--Gen. 1:1, 16, Deut. 6:4, Isa. 43:10, 11, 44:6, 45:18;

Joseph Smith taught that the Father has flesh and bones--John 4:24, Luke 24:39.

The Mormon Church still has Aaronic and Melchizedek priesthoods: Heb. 7:1-3 (Notice the requirement for this priesthood); Heb. 7:11, 12 (The priesthood has been changed); Heb. 7:18-25 (Jesus has fulfilled the types of the priesthood); Heb. 7:27 (We no longer need the old priesthoods: their purpose is fulfilled); Heb. 8:13 (We are under a new covenant).

Mormons teach that all men will eventually be saved and end up in one of three eternal glories, except for a few "sons of perdition:" Matt. 7:13, 14, Rev. 20:11-15, Luke 13:23, 24.

They teach that as long as you live a good life and don't reject the truth, you will still escape perdition, because the resurrection of Christ assures all men of resurrection to life: Mark 16:16, John 3:36, II Thess. 2:12.

They teach that everyone has a chance after death, thus the purpose of baptism for the dead: Luke 16:22-31, Ezek. 18:20, Heb. 9:27.

Jesus Christ is said to be just one of many sons of God: John 1:1-3, Isa. 9:6, Micah 5:2, Rev. 22:13, Matt. 1:23, Col. 1:16, 17.

Salvation is taught to be the result of good works (actually, since most everybody is saved, they mean exaltation, or one's position in future worlds); Eph. 2:8, 9, Rom. 4:3-5, Titus 3:5.

FINALLY, GIVE MORMONS THE TRUE PRESENTATION OF THE GOSPEL on page 5.

You are probably wasting your breath arguing with a Jehovah Witness who has knocked at your door (They are so “brain washed” and instructed on how to deal with people trying to prove them wrong). But, if you find a dissatisfied witness or someone studying with them who hasn’t yet joined their “Kingdom Hall,” by any means rescue them! (You might start by asking, "May I show you some verses in the Bible that I bet the witnesses didn't show you?) Following, we show how the Bible clearly disproves every major belief of the Jehovah Witnesses . . .

JW's teach that Jesus was created and had a beginning: John 1:1, 14, 8:58, 12:34, Micah 5:2 and that . . .

Jesus is not God: Col. 2:9, John 5:18, 10:30, Matt. 1:21, 23, 1 Tim. 3:16, Jer. 23:5, 6, Phil. 2:5-9, Heb. 1:6, 8, II Cor. 5:19, Isa. 9:6, Gen. 19:24, Hos. 1:7

(We know Jesus is God, since Jesus is to be worshipped, proving He must be God): Matt. 4:10, Deut. 6:13, Acts 10:25-26, Rev. 22:9, Matt. 8:2, 15:25, 28:9, John 20:28, 29

Jesus is omnipresent, which also proves He is God) Col. 1:26-28, Matt. 18:20.

They also believe the Holy Spirit is just the power of God in operation, and not God Himself, a person: (But the Holy Spirit is referred to as He) John 15:26, 16:1, 13, 14, Acts 5:3, 4; 13:2, 3; (He has a mind) 1 Cor. 2:10, 11 (He speaks) Gal. 4:6, Rev. 2:7, Acts 13:2 (He intercedes) Rom. 8:26, 27 (He teaches) 1 Cor. 2:13 (and is mentioned in Scripture separately from the power of God) Luke 1:35, 1 Thess. 1:5 (He comforts) John 14:16, 26 (He can be tempted) Acts 5:9 (He can be lied to) Acts 5:3 (He can be ignored) Eph. 4:30 (He can be insulted) Heb. 10:29. Thus the Holy Spirit is given many attributes that only a person would have!

JW's teach that Christ did not rise from the grave in an actual body: Luke 24:36-39.

JW's teach annihilation at death (with no further punishment): 1 Sam. 28:7-20, Matt. 17:3, 22:31,2, John 11:25, 26, Phil. 1:21-24, Luke 16:19-31, 1 Thess. 4:14-17, Rev. 6:9. . .

And that hell is eternal unconsciousness: Mark 9:48, Isa. 66:24, (Rev. 14:11 describes hell as torment “forever and ever.” The same words in Greek used in 14:11 translated “forever and ever” are used in Rev. 4:10 describing Christ. If Christ is forever, so is the torment!).

JW's teach that we are saved by good works: Eph. 2:8, 9, Titus 3:5, Rom. 5:1, Gal. 3:26, Rom. 6:23, 10:13, John 1:12.

(Show them that we receive Jehovah, the Father, when we receive Jesus into our lives)-- Matt. 9:6, John 5:22, 23, 6:47, 12:44, 45, 13:20, 14:6, 23, 1 John 2:23, 4:15.

If they are responding favorably, give them a presentation of the gospel (page 5)

DON'T set out fleeces: (such as) "God, if you want me to talk to so and so about their soul, have them bring up the subject of God or the Bible." This can be a real cop-out. And if you wait for such ideal openings to talk to people about their soul, you certainly will never have to worry about witnessing very often!

DON'T expect everybody you witness to to get saved. Then, if they don't, certainly don't blame yourself for not "being led of the Spirit." Keep in mind that even Jesus and Paul the apostle witnessed to people who rejected their message!

DON'T wait until you are absolutely sure that Lord is impressing you to talk to someone about Him. In most situations there is not enough time to wait on the Lord, "pray through," or sort out all our feelings before we witness. Usually, we must quickly respond to a situation, as best we can, according to what impressions in our spirit we have at that moment. Remember, the enemy will use fear to try to confuse the voice of the Spirit!

On the other hand . . .

DO pray each day for God to guide you in soul-winning endeavors. Then, by faith believe that God is doing just that! "In all your ways acknowledge Him and He will direct your paths." (Prov. 3:6). The soul-winner believes that he is fulfilling God's purpose and is obedient to His command any time he opens his mouth to "preach the gospel."

DO expect God to open supernatural doors for you: (i.e.) you find yourself alone with someone at work; someone asks your advice about a problem they are having; you happen upon someone you haven't seen in years; a patient in the bed next to the one you are visiting is interested in what you have to say about your church; someone's car breaks down and he calls you for a ride somewhere. These types of circumstances will come across the soul-winner's path frequently, especially when God learns that He can depend on you!

DO yield yourself to the Holy Spirit (Acts 5:32, Rom. 12:1, 2). Pray in the Spirit daily to build up your spirit (Jude 20). Live the life of praise. Walk in the Spirit in every area of your life! Then the witnessing life will flow from your inner-most being. Learn to obey the promptings of the spirit at the first "still small voice" whisperings in your spiritual ear. By experience you will become increasingly sensitive to His voice. As you are obedient in the small things, He will make you ruler over more (Luke 16:10), and use you increasingly.

DO have a plan. Start memorizing, studying, and learning the material in this book. Jot down in the blank pages of your Bible any Scriptures or lists you want ready at hand when ministering to people (Downsize, copy and paste any pages from this book inside your Bible!). Determine that you are going to start soul-winning this very week. Write down the names of people God lays on your heart in your Bible and begin praying for them, believing God will soon give you an opportunity to win them to Him.

DO "the work of an evangelist." Be a soul-winner!

(Other writings by Evangelist Dea Warford are available at www.evangelistdeawarford.org.)

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