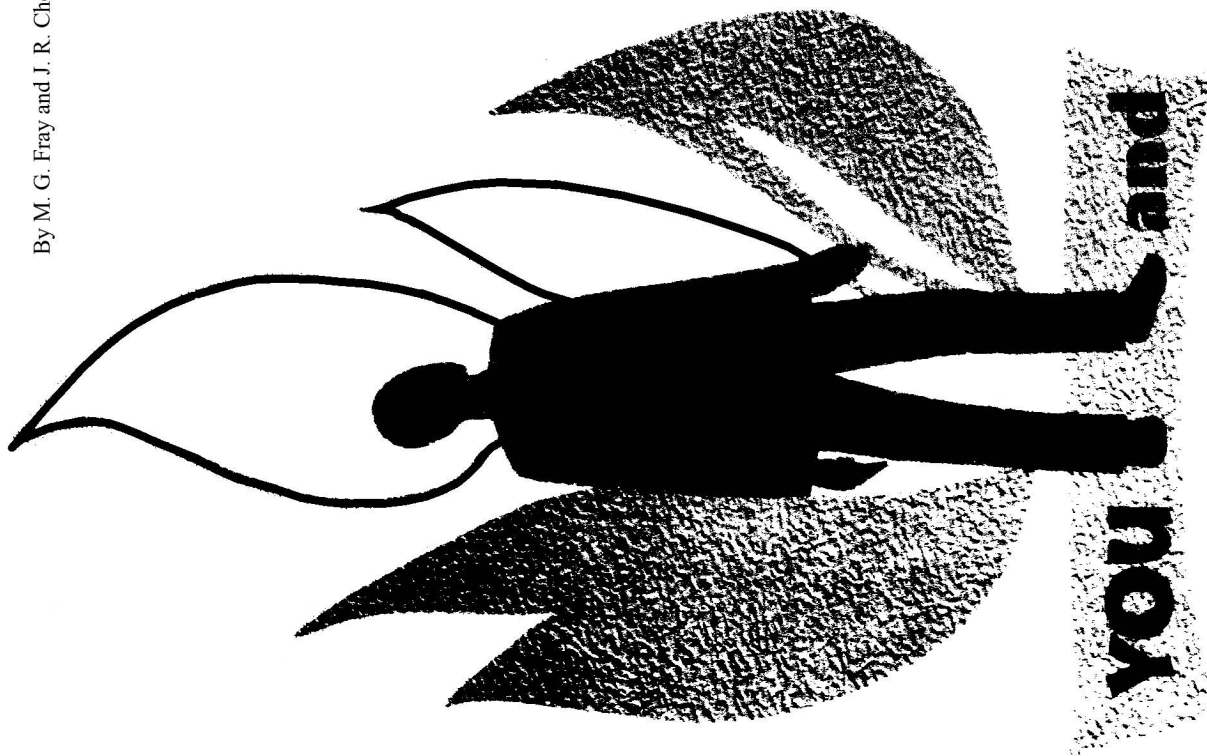


By M. G. Fray and J. R. Cheyne



you and

Soul Winning



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- (7) "Go ye therefore, and teach all nations, baptizing them in the name of the Father, and of the Son, and of the Holy Ghost: teaching them to observe all things whatsoever I have commanded you: and, lo, I am with you alway, even unto the end of the world" (Matthew 28: 19-20).

QUESTIONS FOR REVIEW AND SCRIPTURE TO LEARN

Chapter Twelve

1. Name some of the joys of being a witness.
2. Mention a few of the ways in which this study has helped you, and how you expect to put into practice the things you have learned.

Scriptures to learn (first underline these verses in your Bible).

I Corinthians 15: 3-4. "For I delivered unto you first of all that which I also received, how that Christ died for our sins according to the Scriptures; and that He was buried, and that He rose again the third day according to the Scriptures."

John 10: 27-29. "My sheep hear My voice, and I know them and they follow Me: And I give unto them eternal life; and they shall never perish, neither shall any man pluck them out of my hand. My Father, which gave them Me, is greater than all; and no man is able to pluck them out of My Father's hand."

Ephesians 2: 4-5. "But God, who is rich in mercy, for His great love wherewith He loved us, even when we were dead in sins, hath quickened us together with Christ (by grace ye are saved)."

Colossians 3: 5. "Mortify therefore your members which are upon the earth: fornication, uncleanness, inordinate affection, evil concupiscence, and covetousness, which is idolatry."

Romans 8: 1-2. "There is therefore now no condemnation to them which are in Christ Jesus, who walk not after the flesh, but after the Spirit. For the law of the Spirit of life in Christ Jesus hath made me free from the law of sin and death."

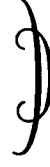
YOU — AND SOUL WINNING

by

Marion G. Fray

and

John R. Cheyne



able unto His death." Thus we are one with Him.

- (3) **The joy of common power.** Acts 1: 8: "But ye shall receive power after that the Holy Ghost is come upon you: and ye shall be witnesses unto Me both in Jerusalem, and in all Judea, and in Samaria, and unto the uttermost part of the earth." Jesus sent His Holy Spirit upon the early Christians primarily for one purpose—power for witnessing. Thus, as Christ by His Spirit empowers the believer, he becomes an empowered partner or vessel. What a joy!

2. The joy of rich promises.

- (1) "Blessed is the man that walketh not in the counsel of the ungodly, nor standeth in the way of sinners nor sitteth in the seat of the scornful. But his delight is in the law of the Lord; and in his law doth he meditate day and night. And he shall be like a tree planted by the rivers of water, that bringeth forth his fruit in his season; his leaf also shall not wither; and whatsoever he doeth shall prosper" (Psalm 1: 1-3).
- (2) "And they that be wise shall shine as the brightness of the firmament; and they that turn many to righteousness as the stars for ever and ever" (Daniel 12: 3).
- (3) "He that goeth forth and weepeth, bearing precious seed, shall doubtless come again with rejoicing, bringing his sheaves with him" (Psalm 126: 6).
- (4) "If any of you lack wisdom, let him ask of God, that giveth to all men liberally, and upbraideth not; and it shall be given him" (James 1: 5).
- (5) "But ye shall receive power, after that the Holy Ghost is come upon you: and ye shall be witnesses unto Me both in Jerusalem, and in all Judea, and in Samaria, and unto the uttermost part of the earth" (Acts 1: 8).
- (6) "If ye then, being evil, know how to give good gifts unto your children: how much more shall your heavenly Father give the Holy Spirit to them that ask Him?" (Luke 11: 13).

know that ye have eternal life, and that ye may believe on the name of the Son of God.”

Romans 8: 38-39. “For I am persuaded that neither death, nor life, nor angels, nor principalities, nor powers, nor things present, nor things to come, nor height, nor depth, nor any other creature, shall be able to separate me from the love of God, which is in Christ Jesus our Lord.”

John 3: 19. “And this is the condemnation, that light is come into the world, and men loved darkness rather than light, because their deeds were evil.”

Revelation 20: 15. “And whosoever was not found written in the book of life was cast into the lake of fire.”

Chapter Twelve

Rewards in the New Convert

You have borne the precious seed, weeping in concern, and a sheaf is born. This is certainly the initial fulfilment of God’s purpose in you. We Christians were born again to become His dwelling place. As He dwells in us, we thus become witnesses. This must happen. If the Lord truly indwells and is infilling us, we are witnesses. He then witnesses of Himself in us. What a wonderful privilege that we can be His witnesses. Let us examine some of the joys and rewards of being witnesses. Perhaps this will help to motivate us to become better witnesses still.

1. The joy of identification with Christ.

(1) The joy of a common privilege. Jesus told His disciples that in the same way as the Father had sent Him, He was sending them. (John 20: 21.) We thus become one with Jesus in a common privilege—witnessing to the lost.

(2) The joy of oneness of heart and mind. (Philippians 2: 5-9.) As Jesus emptied Himself in death on the cross for the lost, we are to have that same mind. If our Lord Jesus died for sinners, surely we can live for them. Philippians 3: 10: “That I may know Him, and the power of His resurrection, and the fellowship of His sufferings, being made conform-

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INTRODUCTION

SOUL WINNING is not man's plan to influence other men to his point of view. It is God's plan for rescuing dying souls. It is God's plan for finding and making spiritual children. It is an absolute necessity for God's children to share their experience in Christ with others. We may be a weak part, or we may be strong, but nevertheless we are a part of God's plan. If we are true Christians we will be witnesses.

It is the purpose of this little book to help you as a Christian to **see** your place in God's plan, and to **fill** your place in a way that would please the Lord. This book is not meant to present a new "technique" for "selling" people on something. It is merely a setting forth of what we feel is the Biblical plan for sharing the most wonderful news in all the world—God's plan of redemption.

We have drawn on many sources in compiling this handbook, and acknowledge our gratitude and indebtedness.

B.F. and J.C.

period of at least six weeks. It would do well in cases where the individual tends to be shy to accompany the convert to the church services and the prayer meetings.

- (2) They should be strongly encouraged to attend new converts' class regularly. If you haven't already started them in a study course or introduced certain good Christian books to them, do so during this period. Such books should be made available through your church, the book store or the publishing house.
- (3) The new convert should be encouraged to accompany a mature Christian in visitation. He should be given an opportunity to share his personal experience of salvation with those visited.
- (4) It is your privilege now to lead the convert into Christian growth and the deeper life, being fully controlled by the Holy Spirit and dying daily to self. (Romans 6: 11; I Corinthians 15: 31.)

QUESTIONS FOR REVIEW AND SCRIPTURES TO LEARN

Chapter Eleven

1. Give some Scriptural reasons for encouraging the new convert to join a church and be baptized.
2. Name four things to do at the time a person makes a decision.
3. Give a testimony of someone you have spoken to about Christ during the period of this study. What were the results?
4. What is your responsibility after the decision is made?

Scriptures to learn (first underline these verses in your Bible).

John 20: 31. *"But these are written that ye might believe that Jesus is the Christ, the Son of God; and that believing ye might have life through His name."*

I John 5: 13. *"These things have I written unto you that believe on the name of the Son of God; that ye may*

My voice, and I know them, and they follow Me: and I give unto them eternal life; and they shall never perish, neither shall any man pluck them out of My hand. My Father, which gave them Me is greater than all; and no man is able to pluck them out of My Father's hand." (Jude 24; Romans 8: 38-39.)

- (4) Gather information (write down on a prepared card if possible).
- (5) Have a prayer of thanksgiving for salvation, encouraging them to pray.
- (6) Ask them to share their experience as soon as possible with friends and loved ones. (Matthew 10: 32-33.)
- (7) Advise your pastor (or if in another area, another local pastor) of the contact, giving him the information for his use in follow-up and future assignment.

2. The next visit (within 48 hours):

- (1) Get literature in their hands. (Tracts and booklets or books on salvation, stewardship, church doctrine, daily living, new church members' handbook, Christian growth.)
- (2) Start them in a directed Bible study. (If a good Bible correspondence course is available through your church, suggest this; otherwise, they could start by being directed to certain Scriptures to be committed to memory.) It is important they start reading their own Bibles daily and systematically. You might suggest they read one chapter in the Psalms and one chapter in the Gospel of John each day.
- (3) Advise them to unite immediately with your church or another New Testament Bible-believing church close by.
- (4) Spend time in prayer and encourage them to start a specific time of personal and family devotions.

3. Future period of growth:

- (1) In most cases the new convert should be shepherded by a mature Christian, making a weekly visit for prayer and the study of the Word for a

PART I

SOUL WINNING AND YOU

Chapter I

The Responsibility for Soul Winning

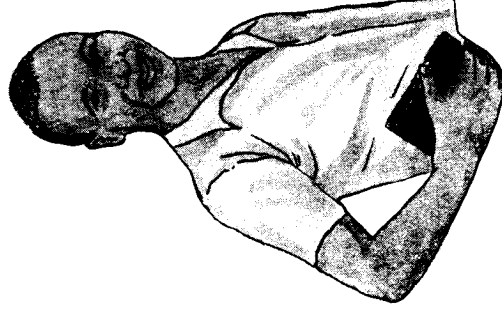
God had to have a spokesman for the propagation of the Gospel. He could have chosen angels to spread the Good News of salvation, but He didn't. He chose to use His own people. Therefore notice:

I.—Your responsibility to win souls.

Have you ever known the joy of witnessing to another of the Lord and His power to save? This is real joy—a thrill. It is reserved for God's children who obey Him and become His witnesses. It is a glorious privilege to see another person set free from the darkness and bondage of sin. Have you ever seen someone pass from death unto life?

It is not only your joy and privilege, it is your responsibility. You are His representative, His witness to individuals whom He brings within your daily sphere of influence.

It is not a responsibility you choose or refuse, or rather the Lord did not intend for it to be. He plainly said, "You shall be witnesses unto Me..." And why shouldn't the Lord expect one who has been freed from sin, given eternal life, and granted all the riches of heaven to want to share that with another?



Love to the Lord Jesus should compel you to say, "Yes, Lord, I will follow You. I will become Your witness. You thus will begin to fulfil the purpose of your salvation—living as a witness unto Him. (II Corinthians 5: 14-15.)

II.—Your command to win souls.

Actually your command is not for you to do witnessing. Your command is to follow the Lord Jesus and become a witness. He has promised, if you follow Him, to make you a fisher of men (Matthew 4: 19). Or, in other words, "... ye shall receive power after that the Holy Ghost is come upon you: and ye shall BE witnesses unto Me..." (Acts 1: 8). The agent the Lord uses to make His followers soul winners is the Holy Spirit.

Witnessing is a matter of “being”. It is not something that you do. You have to become, or rather be made a witness. Therefore, if you choose to follow the Lord Jesus in full surrender to Him, He then fills you with His Spirit, thus making you His witness. If you have come to know the Lord Jesus you are commanded to follow Him and begin to tell what you have seen and experienced.

The Bible sounds a note of warning that if we do not warn the wicked and he dies in his sin, his blood will be on our heads. (Ezekiel 3 : 18.) Yes, you have a very solemn command and responsibility.

III.—Your example to win souls.

The Lord Jesus is your example in personal witnessing. He was ever conscious of the needs of the souls of men. A person's race or rank never mattered. He won fishermen, tax collectors, a lawyer, a thief, and even an adulteress. He used every method possible. He taught groups. He went from house to house. He used stories and examples. He witnessed at meals. So Jesus is your example to be a witness to all men everywhere by every possible means. (Luke 19:10.)

Jesus not only practised personal witnessing, but He trained His disciples in this method and sent them out two by two. (Luke 10: 1.)

IV.—Your power to win souls.

Jesus has promised you His presence and power

II.—SOME PRACTICAL SUGGESTIONS IN FOLLOW-UP.

1. At the time of decision:

(1) Help him her to make certain just what decision has been made, and what Christ has done. (I John 5: 13.) They can know that He has saved them. John 20: 31: "*But these are written, that ye might believe that Jesus is the Christ, the Son of God; and that believing ye might have life through His name.*"

(2) Show through the Word that they have become new creatures (II Corinthians 5: 17) and that even though temptations will now come to cause doubt or to make them go astray, they have power through Christ to resist and overcome. (I Corinthians 10: 13; I John 5: 4-5.)

(3) Encourage and assure that we are now in God's care as His sheep. It is He Himself who holds us and keeps us. John 10: 27-29: "*My sheep hear*

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"But we were gently among you, even as a nurse cherisheth her children: so being affectionately desirous of you, we were willing to have imparted unto you, not the Gospel of God only, but also our own souls, because you were dear to us."

4. We are called to witness through a holy life, completely committed to Christ. I Thessalonians 2: 10: "Ye are witnesses... how holily and justly and unblameably we behaved ourselves among you that believe." Soul winning is sharing what Christ has done in and through our lives.
5. We must remember that the Holy Spirit must empower the message and give absolute conviction and certainty as to its truth. "For our Gospel came not unto you in word only, but also in power and in the Holy Ghost, and in much assurance; as ye know what manner of men we were among you for your sake" (I Thessalonians 1: 5).

6. We must become so like Christ in attitude and life that people will become conscious of Christ through our ministry. "And ye become followers of us, and of the Lord, having received the word in much affliction, with joy of the Holy Ghost. So that ye are examples to all that believe..." (I Thessalonians 1: 6-7).
7. If we are to have progress, it demands devotion and dedication to prayer, Bible study, fasting and fellowship in Christ. "And they continued steadfastly in the apostles' doctrine and fellowship, and in breaking of bread, and in prayers" (Acts 2: 42).
8. Certain essentials in follow-up:

- (1) Repeated visitation. "... Let us go again and visit our brethren in every city where we have preached the word of the Lord, and see how they do" (Acts 15: 36). (Also Acts 18: 23.)
- (2) Constant exhortation and encouragement "Preach the word, be instant in season, out of season; reprove, rebuke, exhort with all long-suffering and doctrine" (II Timothy 4: 2.) (I Thessalonians 3: 1-2.)
- (3) Daily intercession in prayer. "We give thanks to God always for you all making mention of you in our prayers," (I Thessalonians 1: 2).

through the Holy Spirit in order to make you a successful soul winner. "... Lo I am with you *always*, even to the end of the world" (Matthew 28: 20). What a wonderful presence to empower you in this blessed privilege! "But you shall receive power, after that the Holy Ghost is come upon you; and ye shall be witnesses unto Me..." (Acts 1: 8). This Holy Spirit power for witnessing reveals Jesus (John 15: 26), **convinces of sin** (John 16: 8), and **gives spiritual understanding** (I Corinthians 2: 10). When you are useable (which is to say, all sin is forgiven and completely surrendered to Jesus), the Lord will fill you with Himself, His Spirit. When the Lord does this you are empowered for witnessing. The Lord then uses you as His instrument or witnesses of Himself through you.

You must learn to rely on the Holy Spirit and abide in Christ. (After studying this chapter, stop and read through John 15, asking the Holy Spirit to help you fully understand the message of abiding.) You have been chosen by God as His spokesman. But it is God who must work the miracle of salvation. This makes it necessary for you to be filled with the Spirit, His active agent in witnessing. In fact the Bible commands this very thing: "And be not drunk with wine, wherein is excess; but **BE FILLED with the Spirit**" (Ephesians 5: 18). We therefore become co-labourers with the Holy Spirit, or become the vessel the Spirit uses. "But when the Comforter is come, He shall testify of Me: and ye also shall bear witness..." (John 15: 26-27). The Spirit and you are witnesses together of the Lord Jesus.

The question is—how can you be filled with the Spirit? You may be helped in following these three basic steps:

1. Full confession of all sins, claiming the promises in I John 1: 9. Why should you confess sins to the Lord? Isaiah says, "... Your iniquities have separated between you and your God, and your sins have hid His face from you, that He will not hear" (Isaiah 59: 2). If sin is in your life, God cannot use you. "If I regard iniquity in my heart, the Lord will not hear me" (Psalm 66: 18). What does it mean to confess your sins?

It means that you acknowledge them to the Lord and call them what He calls them. You don't cover anything up, but bring every sin right out in the open before the Lord and place them one by one upon Jesus, who died for them. If a sin involves another person, an apology or restoration must be made. Have you done this? It is an excellent practice to make a "sin list". Write down every sin you can think of in your life. Ask the Lord to call to your attention sins you have forgotten or overlooked. Then kneel and deal with each one until all are forgiven. This is a private matter between you and your Lord, except when another person is involved.

2. Full denial of, and death to **self** (Matthew 16: 24-25). Actually, you are to "reckon" or count yourself to have died together with Christ on the cross, and that you are now alive unto God (Romans 6: 6, 8, 11). Choose daily to be dead to self, the flesh, and sin. (I Corinthians 15: 31.)

3. Full surrender to Jesus Christ presenting your will to Him. "*I appeal to you therefore, brethren, by the mercies of God, to present your bodies as a living sacrifice, holy and acceptable to God, which is your spiritual worship. Do not be conformed to this world, but be transformed by the renewal of your mind, that you may prove what is the will of God, what is good and acceptable and perfect*" (Romans 12: 1-2). This means you receive by faith the power available by being fully controlled by the Holy Spirit. You yield to His lordship. Wonderful filling by the Holy Spirit for witnessing will be yours if you meet these conditions. It is only at this point you can be what you were born again to become, and thus be a witness for the Lord rather than against Him.

QUESTION FOR REVIEW AND SCRIPTURES TO LEARN

Chapter One

1. What are the three steps in being filled with the Holy Spirit? Have you taken these steps? If not—do it now before you proceed.

Romans 2: 1. "*Therefore thou art inexcusable, O man, whoseever thou art that judgest: for wherein thou judgest doest the same things.*"

Galatians 6: 7-8. "*Be not deceived; God is not mocked: for whatsoever a man soweth, that shall he also reap. For he that soweth to his flesh shall of the flesh reap corruption; but he that soweth to the spirit shall of the Spirit reap life everlasting.*"

I John 5: 4. "*For whatsoever is born of God overcometh the world; and this is the victory that overcometh the world, even our faith.*"

I Corinthians 15: 57. "*But thanks be to God which giveth us the victory through Jesus Christ our Lord.*"

James 4: 14. "*Whereas ye know not what shall be on the morrow. For what is your life? It is even a vapour, that appeareth for a little time, and then vanisheth away.*"

PART SIX

THE SOUL WINNER AND THE NEW CONVERT

Chapter Eleven

Responsibility to the New Convert

I.—SCRIPTURAL BASIS FOR FOLLOW-UP.

1. We have a responsibility to admonish and instruct everyone as to the ways of God until, together, we are mature. Colossians 1: 28: "*Whom we preach, warning every man, and teaching every man in all wisdom; that we may present every man perfect in Christ Jesus.*"
2. If this is to be accomplished, we must first live worthy lives before them (I Thessalonians 2: 11-12) and share the concern of Christ for them. Galatians 4: 19: "*... Of whom I travail in birth again until Christ be formed in you.*"
3. We are to have the attitude of a mother concerned for her own child to grow, being tender and loving and zealous and sacrificial. I Thessalonians 2: 7-8:

4: 12: "... *There is no other name under heaven given among men, whereby we must be saved.*" The mudzimu cannot save your soul eternally. Can the mudzimu help you in God's judgment? NO! Can he write your name in God's book of life? NO! "*And whosoever was not found written in the book of life was cast into the lake of fire*" (Revelation 20: 15).

16. I'M TOO OLD ... TALK TO THE CHILDREN. The thief on the cross was saved (Luke 23: 43), and God does not want any to be lost. "... (the Lord) ... is long suffering to usward, not willing that any should perish, but that all should come to repentance." Jesus did not come to condemn the world, but that the world through Him might have life. (John 3: 17.) You face death every day—but not only death; also the judgment. "*And it is appointed unto men once to die, then the judgment*" (Hebrews 9: 27). All men of every age, everywhere, will have to stand before God. How will you stand? (Read Revelation 20: 11-15.)

QUESTIONS FOR REVIEW AND SCRIPTURES TO LEARN

Chapter Ten

1. Name three other excuses, not listed, and give a Scriptural answer to each.
2. Tell how you would answer the excuse, "There are too many hypocrites in the church".
3. Tell how you would answer the excuse, "I can't hold out".
4. Tell how you would answer the excuse, "I'll come later".
5. Tell how you would answer the excuse, "I'm a church member".

Scriptures to learn (first underline these verses in your Bible).

Romans 3: 10, 12. "*As it is written, There is none righteous, no, not one: ... They are all gone out of the way, they are together become unprofitable; there is none that doeth good, no, not one.*"

2. Who is our example in soul winning? In what ways?
 3. Name the biggest things in your life that keep you from **being** what God really wants you to be. Continue by making a sin list and dealing with those sins.
- Scriptures to learn** (first underline these verses in your Bible).

Acts 1: 8. "*But ye shall receive power, after that the Holy Spirit is come upon you: and ye shall be witnesses unto Me both in Jerusalem, and in all Judea, and in Samaria, and unto the uttermost part of the earth.*"

Isaiah 59: 1-2. "*Behold the Lord's hand is not shortened, that it cannot save, neither His ear heavy, that it cannot hear: but your iniquities have separated between you and your God, and your sins have hid His face from you, that He will not hear you.*"

Romans 6: 6. "*Knowing this, that our old man is crucified with Him, that the body of sin might be destroyed, that henceforth we should not serve sin.*"

Romans 6: 11. "*Likewise reckon ye also yourselves to be dead indeed unto sin, but alive unto God through Jesus Christ our Lord.*"

Matthew 16: 24-25. "*Then Jesus said unto His disciples, If any man will come after Me, let him deny himself, and take up his cross, and follow Me. For whosoever will save his life shall lose it: and whosoever will lose his life for My sake shall find it.*"

(*Note.*—If this course is taught over a short period of time and you cannot learn all these verses during the course, keep them and learn them as soon as possible.)

Chapter Two

Preparation for Soul Winning

The greatest work and privilege afforded the Christian is to lead lost souls to Christ. Once a great preacher said of this work, "It cost God more and requires more from man than any other movement in human or divine history". Certainly it deserves your greatest possible preparation. Essential areas of preparation are:

I.—Your personal relationship to Christ.

A personal relationship to Christ is the first requirement for the soul winner. You must know with assurance that you know Jesus as your Saviour, otherwise how can you make Him real to another? As the Lord Jesus said in John 3: 11, "*We speak that we do know, and testify that we have seen*". He must know the way to which he seeks to lead others. If you have doubts about your own salvation you are not yet prepared for witnessing. Great confidence in the Lord and conviction concerning Bible truth should characterize the testimony of the soul winner if it is to be effective. The blind and the unsure cannot lead the unsaved to the knowledge of the truth of life.

How can you know that you have been truly saved or born again?

1. You know because God's Word says so.:

- (1) "*But as many as received Him to them gave He power to become the sons of God, even to them that believe on His name.*" John 1: 12.
- (2) "*That if thou shalt confess with thy mouth the Lord Jesus, and shalt believe in thy heart that God hath raised Him from the dead, thou shalt be saved. For with the heart man believeth unto righteousness; and with the mouth confession is made unto salvation.*" (Romans 10: 9-10.)
- (3) "*These things have I written unto you that believe on the name of the Son of God; that YE MAY KNOW that ye have eternal life, and that ye may believe on the name of the Son of God.*" (1 John 5: 13.)

2. You know because you are made new or changed:

"*Therefore if any man be in Christ he is a new creature: old things are passed away; behold, all things are become new.*" (11 Corinthians 5: 17.)

3. You know because you love the brethren:

"*We know that we have passed from death to life, because we love the brethren.*" (1 John 3: 14.)

4. You know because of the witness of the Spirit:

"*For as many as are led by the Spirit of God, they*

cides your destiny, but your decision for Christ that brings you to new birth. There is only one Saviour Acts 4: 12: "*Neither is there salvation in any other: for there is none other name under heaven given among men, whereby we must be saved.*" There is only one way to be saved. Acts 16: 31: "*And they said, believe on the Lord Jesus Christ, and thou shalt be saved, and thy house.*" You must be born again by receiving Him. John 1: 12-13: "*But as many as received Him to them gave He power to become the sons of God, even to them that believe on His name: which were born not of blood, nor of the will of the flesh, nor of the will of man, but of God.*"

14. I DON'T HAVE TIME OR FEELING. If you are looking for feeling you are looking for the wrong thing first. The Bible shows that feeling follows faith. (Mark 5: 29.) We are saved by faith—not feeling! The Holy Spirit will give us the assurance of saving faith. 1 John 5: 10: "*He that believeth on the Son of God hath the witness in himself.*" Your destiny is decided now, in this life. You are judged already because of unbelief. "*He that believeth on Him is not condemned: but he that believeth not is condemned already, because he hath not believed in the name of the only begotten Son of God.*" John 3: 18.

15. I HAVE MY *"MUDZIMU" WHO KEEPS ME. There are many powers in this world, but the Bible says they are evil and will destroy us. 1 John 4: 1-2: "*Beloved, believe not every spirit, but try the spirits whether they are of God: because many false prophets are gone out into the world.*" 1 Timothy 4: 1: "*... In the latter times some shall depart from the faith, giving heed to seducing spirits, and doctrines of evil.*" Ephesians 6: 12: "*For we wrestle not against flesh and blood, but against principalities, against powers, against the rulers of the darkness of this world, against spiritual wickedness in high places.*" The Spirit of God (who is the Spirit of light) wants to live in our hearts, but the spirit of darkness must be put out. Only the Spirit which confirms Jesus as Lord comes from God. "*Hereby know ye the Spirit of God: Every spirit that confesseth that Jesus Christ is come in the flesh is of God.*" The Bible says that there is one Saviour. Acts

*Tribal Spirit

profess that they know God, but in works they deny Him, being abominable and disobedient, and unto every good work reprobate." You must have more than a name. Revelation 3:1: "... Thou hast a name that thou livest, and art dead." You must have more than a form of godliness, or church membership. II Timothy 3:5: "... Having a form of godliness, but denying the power thereof: from such turn away." You must have more than words. Matthew 7:21: "Not everyone that saith unto Me, Lord, Lord, shall enter into the kingdom of heaven, but he that doeth the will of My Father which is in heaven." You must do the will of God and be justified by faith in Jesus Christ. Romans 5:1: "Therefore being justified by faith in Jesus Christ, we have peace with God through our Lord Jesus Christ."

11. GOD MADE ME WHAT I AM ... WHY SHOULD I CHANGE? The God who made us also says we must choose whom we will serve. "And if it seem evil unto you to serve the Lord, choose you this day whom ye will serve; whether the gods which your fathers served ... but as for me and my house, we will serve the Lord." (Joshua 24:15.) We cannot serve two masters. (Matthew 6:24.) We are the servants of him to whom we yield ourselves. (Romans 6:16.) We must put to death the things of the flesh (Colossians 3:5) and become new creatures in Christ. II Corinthians 5:17: "Therefore, if any man be in Christ, he is a new creature: old things are passed away; behold, all things are become new."

12. I HAVEN'T STUDIED YET, OR I DON'T UNDERSTAND. Not having been to school does not mean that you can't understand spiritual truth. Until you become a Christian it is impossible for you to understand the things of God. You are blind and need light. I Corinthians 2:14. "But the natural man receiveth not the things of the Spirit of God: for they are foolishness unto him; neither can he know them, because they are spiritually discerned." Seek faith in Christ first. (II Timothy 3:15.) You need to walk in the light you have.

13. THERE ARE TOO MANY CHURCHES. It is not the denomination that you belong to that de-

are the sons of God ... the Spirit Himself bears witness with our spirit, that we are the children of God." (Romans 8:14, 16.)

If you can say like Paul, "I know in whom I have believed ..." you have met the first requirement for witnessing.

To close this important section, turn and examine Acts 22:14, 15 and notice the order of the four reasons why God chose Paul as His witness: "The God of our fathers hath chosen thee that ...

- (1) "Thou shouldst know His will ...
- (2) "and see that just One ...
- (3) "And shouldst hear the voice of His mouth ...
- (4) "For thou shalt be His witness unto all men of what thou hast seen and heard."

The witnessing in the last point comes as a natural result of the three before. It must be so with you. Once you have known Him and heard His voice, it then becomes your blessed privilege to tell others what you have seen and heard. If we truly "know Him", the result will be we want to "make Him known".

II.—Your personal fellowship with Christ.

With a personal relationship to Jesus established with assurance, you then live out the Christian life in fellowship with Christ. You are saved by a holy God and it is Him whom you serve. Since your God is holy, righteous and light, He cannot have fellowship with unholiness, sin and darkness. Therefore the answer is cleansing. "Wherefore come out from among them, and be ye separate saith the Lord, and touch not the unclean thing; and I will receive you, and will be a Father unto you, and ye shall be My sons and daughters saith the Lord Almighty." (II Corinthians 6:17-18.)



This separation from all sin is necessary because the Christian is "... the temple of the living God; as God said, I will dwell in them..." (II Corinthians 6: 16). The Holy Spirit cannot live in an unholy temple. True witnessing is Jesus Christ, through His Spirit, living in you. The more that you live and have fellowship with Jesus the better witness will you become. Certainly this fellowship, made possible by daily cleansing, is maintained by prayer and study of the Word.

Fellowship with the Lord Jesus will make you a bold, fearless witness. A good example of such boldness in witnessing is described in Acts 4: 13. "Now when they saw the boldness of Peter and John, and perceived that they were unlearned and ignorant men they marvelled; and they took knowledge of them, that they had been with Jesus." All the people gathered there before the leaders were amazed at the boldness of the disciples of Jesus. Boldness is not rudeness. It is simply unembarrassed freedom to share Christ's love. (Romans 1: 16.) The reason for the boldness was they had been with Jesus. If you have fellowship with Him you will not be ashamed of Him. You will have something fresh to share—a living Lord. Remember witnessing is not something you do, but something you are—Jesus living in you

III.—Your personal love for people.

If you have no love for souls your efforts will be fruitless and powerless. You may know how to approach a person and what to say, but all this will avail nothing if you do not have a sincere love for people. Love, or lack of love, are both readily apparent. If we have love for the souls of men, every person we meet is an opportunity to share the Lord Jesus. Without love, cancel out everything you do. (Stop here and read through the whole of I Corinthians 13.)

How can one find this love for souls? Love, as every grace of the Christian life, is the work and fruit of the Holy Spirit. It is Christ living in you and loving through you. If you do not have an honest love for and desire to see others saved, confess this sin and ask the Lord to grant it. "And this is the confidence that we

God made all men as our Creator; therefore all men have one God. I Corinthians 8: 5-6: "But to us there is but one God, the Father, of whom are all things and we by Him; and one Lord Jesus Christ, by whom are all things and we by Him." God does not think of one man as better than another, but loves all men equally. All men need to accept that love and trust in Him for salvation. Acts 10: 34-35: "Of a truth I perceive that God is no respecter of persons: But in every nation he that feareth Him, and worketh righteousness, is accepted with Him." Having only one God, all men ought to act in love and peace toward one another. Malachi 2: 10: "Have we not all one Father? Hath not one God created us? Why do we deal treacherously every man against his brother, by profaning the covenant of our fathers?"

9. I "BELIEVE" IN GOD—I'M NOT SO BAD. Often some people ask, "Can anyone refuse God?" They say "all men believe". The Bible says many "believe" in God, and even the devils believe. James 2: 19: "Thou believest that there is one God; thou doest well: the devils also believe, and tremble." But this belief is more like knowledge of something in your head. It is not trust in something within your heart. We must believe in such a way that we give ourselves to Christ. Luke 14: 33: "So likewise, whosoever he be of you that forsaketh nor all that he hath, he cannot be My disciple." We must believe Him enough to leave our sins. Luke 13: 3: "I tell you nay, but except ye repent ye shall all likewise perish." All men are sinners. None of us are good enough to be saved. Romans 3: 12: "... There is none that doeth good, no, not one." We must believe in God's Son and be saved from our sins in order to live. John 3: 16: "For God so loved the world that He gave His only begotten Son, that whosoever believeth in Him should not perish, but have everlasting life."

10. I AM A CHURCH MEMBER OR ATTEND A MISSION SCHOOL. (Or, some say, "I have been baptized".) But the question is, "Have you been born again?" Church membership schools nor baptism will save you. Profession with the mouth without possession of Christ in the heart is not enough. Titus 1: 16: "They

as Saviour becomes the price of a soul. You can have victory over your sins through faith. I John 5: 4: "For *whatever is born of God overcometh the world: and this is the victory that overcometh the world, even our faith.*" Soon the things of this world will pass away. "And the world passeth away, and the lust thereof; but he that doeth the will of God abideth for ever" (I John 2: 17).

6. I CAN'T HOLD OUT. (I've tried and failed.) You're right! You can't hold out or have victory by trying to do better. Only by divine power can the victory be won. I Corinthians 15: 57: "Thanks be to God, which GIVETH us the victory through our Lord Jesus Christ." Then, "He who begins the good work in us will perform it until the day of Jesus Christ" (Philippians 1: 6). God is able to keep us from falling. (Jude 24.) Spiritual life will come from the indwelling of the Holy Spirit. Jesus has promised that no temptation shall come from which we may not have the way of escape. (I Corinthians 10: 13.)

7. I WILL COME TO CHURCH OR DECIDE LATER ON. You have no promise of tomorrow. James 4: 14: "Whereas ye know not what shall be on the morrow. For what is your life? It is even a vapour, that appeareth for a little time, and then vanisheth away." Now is the only time to be saved. II Corinthians 6: 2: "NOW is the day of salvation". You can be saved only while God's Spirit draws you. John 6: 44: "No man cometh to Me, except the Father which hath sent Me draw him."

8. CHRISTIANITY AND THE BIBLE ARE THE WHITE MAN'S. The Bible did not come from any man; it was inspired by God. II Peter 1: 21: "For prophecy came not in old time by the will of man: but holy men of God spake as they were moved by the Holy Ghost." It was given to make any man, of any race, anywhere, "wise unto salvation" (II Timothy 3: 15). The Scripture is God's Word to help all men. "All Scripture is given by inspiration of God, and is profitable for doctrine, for reproof, for correction, for instruction in righteousness" (II Timothy 3: 16). The Bible convicts of sin (Hebrews 4: 12) and leads us to God ((Psalm 119: 105).

have in Him, that, if we ask anything according to His will, He heareth us; and if we know that He hear us, whatsoever we ask, we know that we have the petitions that we desire of Him." (I John 5: 14-15.) Make your request and seek to live in daily fellowship with Him and the love that He always had will soon be manifest in you.

IV. Personal obedience to Christ.

The simple test of your love to and fellowship with the Lord Jesus is your obedience to Him. "If you love Me, keep My commandments." (John 14: 15.) You have your command to "... go into all the world ... " (Matthew 28: 19); your command to follow the Lord and "... be filled with the Spirit ..." (Galatians 5: 25); and the supreme command to "abide in Me ... he that abideth in Me, and I in him, the same bringeth forth much fruit: for without Me ye can do nothing" (John 15: 4-5). The Lord awaits your obedience to these and many other commands to make you a fruitful witness, and one fruit of a Christian life is another Christian. The importance of obedience is seen in this promise: "And we are witnesses of these things; and so is also the Holy Spirit, whom God hath given to them that OBEY Him" (Acts 5: 32).

QUESTIONS FOR REVIEW AND SCRIPTURES TO LEARN

Chapter Two

1. How may I know whether or not I am saved?
2. Give the four purposes for which Paul was chosen as God's witness.
3. What is the importance of "fellowship" with Christ in witnessing?
4. What does I Corinthians 13 say is essential before we can be effective witnesses?

Scriptures to learn (first underline these in your Bible).
John 1: 12. "But as many as received Him, to them

He gave power to become the sons of God, even to them that believe on His name."

Romans 10: 9-10. *"That if thou shalt confess with thy mouth the Lord Jesus, and shalt believe in thine heart that God hath raised Him from the dead, thou shalt be saved. For with the heart man believeth unto righteousness; and with the mouth confession is made unto salvation."*

I John 5: 13. *"These things have I written unto you that believe on the name of the Son of God; that ye may know that ye have eternal life, and that ye may believe on the name of the Son of God."*

II Corinthians 5: 17. *"Therefore if any man be in Christ, he is a new creature: old things are passed away; behold, all things are become new."*

Romans 8: 14, 16. *"For as many as are led by the Spirit of God, they are the sons of God... The Spirit itself beareth witness with our spirit, that we are the children of God."*

PART TWO

THE SOUL WINNER'S EQUIPMENT

Chapter Three

The Importance of The Word and The Devotional Life

These two important items of the soul winner's equipment are rightly inseparable. You cannot truly use the one without the other. Neither is there real power in the one if the other is neglected.

I.—The power of the Word.

The value of the Lord's Word in soul winning can hardly be over-estimated. In Isaiah 55: 11 we read the following promise which God makes concerning His Word: *"So shall MY WORD be that goeth forth out of my mouth: it shall not return unto Me void, but IT SHALL ACCOMPLISH THAT WHICH I PLEASE and it shall prosper in the thing whereto I sent it."* The

You are inexcusable. Romans 2: 1: *"Therefore thou art inexcusable, O man, whosoever thou art that judgest."* You will give an account of yourself personally. Romans 14: 12: *"So then, EVERYONE of us shall give account of himself to God."* You should not judge. Romans 14: 4: *"Who art thou that judgest another man's servant?"* Galatians 6: 7: *"Be not deceived, God is not mocked: for whatsoever a man soweth, that shall he also reap."* I Corinthians 3: 13: *"Every man's work shall be made manifest..."* Christ is the standard, not the church member. Romans 2: 16: *"In the day when God shall judge the secrets of men by Jesus Christ."* *"All have sinned and come short of the glory of God"* (Romans 3: 23).

3. I'M ENJOYING MYSELF AND MY SINS. You may love pleasure, but God will bring you into judgment. Ecclesiastes 11: 9: *"Rejoice, O young man, in thy youth and let thy heart cheer thee in the days of thy youth, and walk in the ways of thy heart, and in the sight of thine eyes: BUT KNOW THOU that for all these things God will bring thee into judgment."* Galatians 6: 8: *"For he that soweth to the flesh shall of the flesh reap corruption, but he that soweth to the Spirit shall of the Spirit reap life everlasting."*

4. THE CHRISTIAN LIFE IS TOO HARD. No! You are wrong. The Bible says, *"The way of the transgressor is hard"*. (Proverbs 13: 15.) Jesus said that His yoke is easy. Matthew 11: 28-39: *"Come unto Me all ye that labour and are heavy laden, and I will give you rest. Take My yoke upon you, and learn of Me: for I am meek and lowly in heart: and ye shall find rest unto your souls. For My yoke is easy, and My burden is light."* Jesus gives you strength and helps you live the Christian life.

5. THERE ARE SOME THINGS I CAN'T GIVE UP. This is a choice between life and death (Deuteronomy 30 :19; Matthew 6: 24). *"... Ye cannot serve God and mammon..."* Each one makes his own decision and must give account of himself. Romans 14: 12: *"So then every one of us shall give account of himself to God."* Anything which keeps you from receiving Jesus

Christ, even we have believed in Jesus Christ, that we might be justified by the faith of Christ, and not by the works of the law; for by the works of the law shall no flesh be justified."

Hebrews 9: 22. *"And almost all things are by the law purged with blood; and without the shedding of blood is no remission."*

John 14: 6. *"Jesus said, I am the way, the truth and the life; no man cometh unto the Father, but by Me."*

Romans 4: 2-3. *"For if Abraham were justified by works, he hath whereof the glory; but not before God. For what saith the Scripture? Abraham believed God, and it was counted unto him for righteousness."*

Chapter Ten

Dealing with Excuses

The Holy Scriptures are able to make the sinner wise unto salvation and the soul winner wise to win souls for Christ. (II Timothy 3: 15.) *"The Holy Scriptures which are able to make thee wise unto salvation"* (Proverbs 11: 30). *"He that winneth souls is wise."* There is a Bible answer for every excuse. Therefore we are attempting to give a few of the main excuses and some Bible answers to those excuses. Learn to use your Bible.

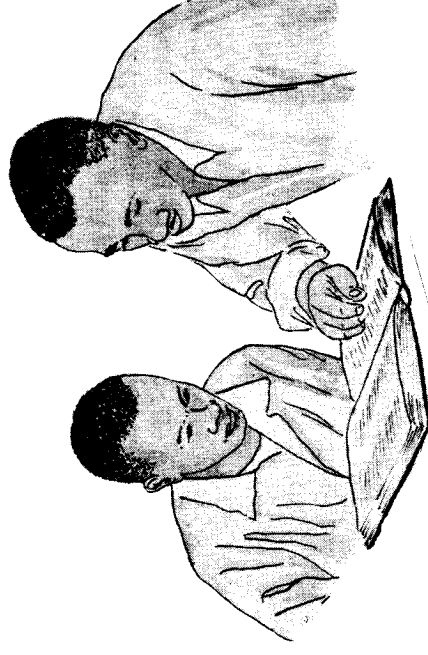
1. **I'M TOO BIG A SINNER.** Yes, you are a sinner. *"There is none righteous, no not one . . . they are all gone out of the way, they are together become unprofitable: there is none that doeth good, no, not one"* (Romans 3: 10, 13). It is good you recognize this, because sinners are the only kind of people God saves. Matthew 9: 12: *"They that be whole need not a physician, but they that are sick."* No sinner is too bad for the Lord to save. *" . . . Christ came into the world to save sinners; of whom I am chief"* (I Timothy 1: 15). This is what Paul said, and if he was the chief sinner, Christ can also save you.

2. **THERE ARE TOO MANY HYPOCRITES IN THE CHURCH.** You can't hide behind a backslider. You will give an account of yourself to God.

Bible is this Word sent to accomplish His will among men. In it He reveals Himself unto man as well as revealing man's sinful nature to himself. Thus the Bible is the way man discovers his need of salvation and God's plan to meet that need. Some of the reasons the Bible is a vital tool are:

1. **The Bible is the seed.**

In witnessing to others about Christ, God's Word



is the seed that we are to sow. In the eighth chapter of Luke, Jesus told the story of the sower. In the interpretation of the story, Jesus said the various soils were the types of hearers and the seed is the Word of God. This is repeated in I Peter 1: 23, *"Being born again, not of corruptible seed, but of incorruptible, by the Word of God, which liveth and abideth for ever."* It is clear that since the Spirit of God uses the incorruptible seed of the Word of God in the fertile soil of the heart of man in order to produce the new birth, no one can be saved without that Word. He gives the increase, but an obedient soul winner must do the sowing.

2. **The Word is bread or milk.**

In Isaiah 55: 10 the Word of God is referred to as "bread to the eater". This is one of the functions of the Word of God after a person comes to know Christ as Saviour. This is the true bread of life. Jesus said, *"Man shall not live by (physical) bread alone, but by every word*

of God (spiritual bread)" (Luke 4: 4). There is nothing that the new-born babe in Christ needs as badly as food—the Bread of Life and the "*sincere milk of the Word that they may grow thereby*" (1 Peter 2: 2). You must come to know the Scriptures if you are to be equipped as a soul winner.

3. The Word is the Sword.

It is the only weapon of defence and offence given to the Christian soldier. "*The sword of the Spirit, which is the Word of God*" (Ephesians 6: 17). No other weapon discerns or can pierce so deeply into man's heart, where conviction must begin, than this sword, which is described as being "sharper than any two-edged sword". (Hebrews 4: 12.) The soul winner goes into conflict equipped only as he bears the Sword of the Spirit. Your commission is to turn the lost from darkness to light, "*and from the power of Satan unto God*" (Acts 26: 18). The same thing is recorded in II Corinthians 4: 3-4, when the Lord says that the Gospel is hidden to the lost because "*... the god of this world hath blinded the minds of them which believe not ...*" You cannot do battle with Satan and his power with your own strength; you must have the powerful sword of the Lord.

4. The Word is Light.

The Gospel is the light of the Lord that He desires to shine in the hearts of all the lost. (II Corinthians 4: 4.) Also the Bible says, "*The entrance of Thy Word giveth light ...*" (Psalm 119: 130). And again, in the 105th verse, "*Thy Word is a lamp unto my feet and a light unto my path*". In all of this we see the authority of the Word of the Lord. It is the beginning of life, spiritual food, power to overcome Satan in order that we may bring the light of salvation to souls in darkness. Give out the Word, that, though heavens and the earth should pass away, God's Word will not pass away from the heart of them who receive Him. (Luke 21: 33.) To speak convincingly of eternal things, use the eternal Word, that will overcome, convict and bring an abundant harvest. It will not return void.

RAISED HIM FROM THE DEAD, thou shalt be saved" (Romans 10: 9). Again, in I Corinthians, he said, "*If Christ be not raised, your faith is vain; ye are yet in your sins ... but now is Christ risen from the dead, and become the firstfruits of them that sleep*" (I Corinthians 15: 17, 20).

8. **ANOTHER RELIGION OR SAVIOUR.** What about those of other religions? Can they be saved? The Bible says that there is but one God, Creator of all men. It is through God that we know Jesus Christ, the Son of God. "*For though there be that are called gods, whether in heaven or in earth, (as there be gods many, and lords many), but to us there is but one God, the Father, of whom are all things, and we in Him; and one Lord Jesus Christ, by whom are all things, and we by Him*" (I Corinthians 8: 5-6). (Acts 17: 24-30.) All men know of God as Creator, but some have attempted to make their own kind of a god, and are lost in their sins, without hope of salvation. (Romans 1: 20-24.)

QUESTIONS FOR REVIEW AND SCRIPTURES TO LEARN

Chapter Nine

1. List any other false teachings you are familiar with, and give a Scriptural answer.
2. If a man does the best he can, why isn't he saved?
3. Are all church members saved? If not, why not?
4. Read Deuteronomy 18: 10-12. Are you guilty of any of these sins? If so, deal with them now.
5. Why can't a man be saved without Christ?

Scriptures to learn (first underline these verses in your Bible).

Titus 3: 5. "*Not by works of righteousness which we have done, but according to His mercy He saved us, by the washing of regeneration, and renewing of the Holy Ghost.*"

Galatians 2: 16. "*Knowing that a man is not justified by the works of the law, but by the faith of Jesus*

There is a form of godliness, but it does not have the power of God. (II Timothy 4: 1-3.) It is no good to profess God by church membership if the heart is not changed. (Titus 1: 16.)

5. PRIEST OR PERSON. Many people want a man to forgive them of their sins. Sometimes this man is called a priest, sometimes it may be *nganga or the *Herbalist power of *mudzimu, but the Bible says there is only one *Tribal Spirit who can save. "For there is one God, and one mediator between God and man, the man Christ Jesus" (I Timothy 2: 5). The Bible warns us to beware against those who put something or someone in the place of Jesus. (I Timothy 4: 1-3.) John said, "If any man sin, we have an advocate with the Father, Jesus Christ, the righteous" (I John 2: 1). And He is the only One who can redeem us from sin. Jesus said we are not even to call a man Rabbi or Father, except our heavenly Father. (Matthew 23: 8-10.)

6. FETISH OR CHARM. Do you know people who have joined the church and say they believe in Christ, yet they put charms on their children and wear charms themselves? The Bible says that not only does this show our lack of true faith, but it is sin. It cannot help or save! "There shall not be found among you any one that maketh his son or his daughter to pass through the fire, or that useth divination, or an observer of the times, or an enchanter, or a witch, or a charmer, or a consulter with familiar spirits, or a wizard, or a necromancer. For all these things are an abomination to the Lord" (Deuteronomy 18: 10-12). In the book of Acts we learn how the sorcerer and those who did this kind of evil burned their things of witchcraft when they came to Jesus. (Acts 19: 18-20.)

7. NOT HAVING FAITH IN THE RESURRECTION OF CHRIST. You cannot be saved by thinking that Christ was just a good man, and when He died He was finished. No! Yet some say Christ did not rise. They say He was not the Son of God. Jesus said, "When ye have seen Me, ye HAVE seen the Father". Paul said, "That if thou confess with thy mouth Jesus as Lord, and shall believe in your heart THAT GOD HAS

II.—The power of the devotional life.

Connected closely with the power of the Word of God is your own quiet time alone with God. This is where the Word of God works on you, before you seek to share it with another. This is where, in fellowship with Jesus, your heart burns for the lost sinner. You commit your witness, and those to whom you shall witness, unto the Lord. Some helpful suggestions may guide you:

1. Every soul winner should **make much of secret prayer** with a definite time set aside. Nothing should be allowed to crowd it out. Nothing should be substituted for it. It should be as a habit, and become as vital and necessary as one's daily meals. Without a doubt one of the secrets of God's great men such as Daniel is this habit of prayer. The Bible says of Daniel, "now when Daniel knew that the writing was signed... he kneeled upon his knees three times a day, and prayed, and gave thanks before his God, as he did aforetime" (Daniel 6: 10). The best time for you to have your quiet time with the Lord Jesus depends, of course, on your schedule. Generally the early morning time is best, as you can begin your day gaining heavenly nourishment and direction. Whatever you do and whenever you do it, seek to be consistent daily in prayer.

2. Every soul winner should seek a **definite place for prayer**. The place should be one where you can be alone. Jesus practised this, as we read in Matthew 14: 23, "and when He had sent the multitude away, He went up into a mountain apart to pray: and when the evening was come, He was there alone".

3. Every soul winner should **encourage** those things in his life that will **strengthen** and **enrich the prayer life**. Use your Bible, as it is food for your soul. Study it systematically. Use a notebook to record some of the things the Lord speaks to your heart from His Word. Claim and commit to memory precious promises. Read spiritual books and study the lives of great Christian soul winners. But be sure to let nothing take the place of prayer.

4. Every soul winner should be in **prayer groups** with prayer-believing, devoted Christians. Great

power is made available to you if you agree as touching anything with fellow believers under the inspiration of God's Holy Spirit. You can command heaven as you pray in the nature and name of Jesus Christ. (Matthew 18: 19.)

5. Every soul winner should be **constantly on guard against foes** of his prayer life and power. A busy schedule can be as deadly an enemy as a secret sin. **Regard no iniquity in your heart, for if you do the Lord has said, "He will not hear you..."** (Psalm 66: 18). Neither allow your prayers to be hindered by worldliness, compromise, fleshly appetites, or an unforgiving spirit. Prayer, to be effective, must come from a righteous man; then it "avails much" (James 5: 16). It also requires that you should be in full obedience. Have you ever considered how your failure to tithe is affecting your prayer life?



6. When praying specifically for witnessing, perhaps these suggestions will help you:

- (1) Pray for the Lord to lead you to the right person or persons. The Lord will prepare them when you have prayed for His leadership.
- (2) Pray for the Lord to show you just what to say to those to whom He leads you. Let Him speak through you.
- (3) Pray for the Lord to impart power to that which He has given you to say.
- (4) Pray for the Lord to remain working in the heart, using His Word after you have gone.

More real witness is borne in prayer than any other means. Certainly you will be no better than you are faithful in your prayer life.

law in order to be saved. Paul spoke much about this especially to the church at Galatia: "*Knowing that a man is not justified by the works of the law, but by faith in Jesus Christ...for by the works of the law shall no man be justified*" (Galatians 2: 16). He also said to them: "*But that no man is justified by the law in the sight of God, it is evident: for the just shall live by faith. And the law is not of faith: The man that doeth them shall live by them. Christ hath redeemed us from the curse of the law, being made a curse for us: for it is written, Cursed is every one that hangeth on a tree*" (Galatians 3: 11-13). (Also read Galatians 3: 24 and Romans 3: 20-24; I Timothy 1: 9; Hebrews 7: 18-19.)

3. **SACRAMENTS.** So many people seem to believe that baptism or the Lord's Supper (Communion) is able to give grace or help a person to be saved. The Bible says no! Some churches have many things they call sacraments. The doing of these things is supposed to help a person be saved. The Bible says no! Salvation is only through the blood of Christ. "*In whom we have redemption through His blood, even the forgiveness of sins*" (Colossians 1: 14), and Hebrews 9: 22 says: "*Without the shedding of blood is no remission*". Jesus is the only door into heaven. Any other way will lead only to death. "*I am the door: by Me if any man enter in, he shall be saved...*" (John 10: 9). Jesus also said: "*I am the way, the truth, and the life: no man cometh unto the Father, but by Me*" (John 14: 6). Look also at John 1: 12-13.

4. **THE CHURCH.** Can joining the church save? No! No! No! says the Bible. Yet some are depending upon their church membership to save them. Jesus said, "*Not every one that saith unto Me, Lord, Lord, shall enter into the kingdom of heaven*" (Matthew 7: 21). When the people rejected Jesus as the Messiah and Saviour, it was like a builder throwing away the foundation of the building. The Bible says: "*This is the stone which was set at nought of you builders, which is become the head of the corner. Neither is there salvation in any other: for there is none other name under heaven given among men, whereby we must be saved*" (Acts 4: 11-12).

PART FIVE

THE SOUL WINNER AND DIFFICULTIES

Chapter Nine

Dealing with False Teachings about Salvation

Many people have a religious background but have never been saved. Some have had godly parents or were educated at a mission school. Others have been talked to concerning the Bible. In many ways they have collected "ideas" about the Bible, and some perhaps have what they think are their doctrines. We should be prepared to accept whatever is good in them but be prepared to deal with the error. As soul winners we are primarily concerned with the errors that have to do with the way of salvation. Thus we attempt here to give some Scriptural answers to these problems.

Those who believe in salvation by:

1. **WORKS.** Can a man be saved by doing the "best he can", or by following the commandments of the law? The Bible says no. Ephesians 2: 8-9: "For by grace are ye saved through faith; and that not of yourselves; it is the gift of God; not of works, lest any man should boast." Or another verse: Titus 3: 5: "Not by works of righteousness which we have done, but according to His mercy He saved us, by the washing of regeneration, and renewing of the Holy Spirit." Isaiah also says: "All our righteousness is as filthy rags . . ." (Isaiah 64: 6). Paul reminds us that even Abraham was not saved by his works, but by faith. "For if Abraham was justified by works, he hath whereof the glory; but not before God. For what saith the Scripture? Abraham believed God, and it was accounted unto him for righteousness" (Romans 4: 2-3).

2. **LEGALISM.** There are those who still look to the Old Testament, saying it is necessary to follow the

QUESTIONS FOR REVIEW AND SCRIPTURES TO LEARN

Chapter Three

1. Name the four things the Bible says about the Word of God in witnessing.
2. Note at least four things to pray for as you prepare for soul winning.
3. What are some of the foes of prayer?
4. How much time have you spent in prayer today? Yesterday? Last week? Why not make a commitment just now to spend a specific period each day in prayer?

Scriptures to learn (first underline these Scriptures in your Bible).

Isaiah 55: 11. "So shall My Word be that goeth forth out of My mouth: it shall not return unto Me void, but it shall accomplish that which I please, and it shall prosper in the thing whereunto I sent it."

II Corinthians 5: 21. "For He hath made Him to be sin for us, who knew no sin; that we might be made the righteousness of God in Him."

James 5: 16. "Confess your faults one to another, and pray one for another that ye may be healed. The effectual fervent prayer of a righteous man availeth much."

Matthew 10: 32-33. "Whosoever therefore shall confess Me before men, him will I confess also before My Father which is in heaven. But whosoever shall deny Me before men, him will I also deny before My Father which is in heaven."

Hebrews 2: 3. "How shall we escape, if we neglect so great salvation, which at the first began to be spoken by the Lord, and was confirmed unto us by those that heard Him."

Chapter Four

How to Use Your Bible

In Acts chapter eight the Lord sent Philip to witness to a man from Africa. He found the man reading

the Old Testament and promptly asked him if he understood what he was reading. The man admitted that he didn't, and needed someone to guide him. As a good witness, "Philip opened his mouth, and began at the same Scripture, and preached unto him Jesus" (Acts 8: 35). How important it is for the witness to know how

to open up the Scripture truth to those who do not know Jesus. Important uses of the Bible are:

1. Use the Bible as **God's instrument**. It is the chief tool of the Holy Spirit. The Spirit uses it to bring conviction to the hearts of men without which a soul cannot be saved.



2. Use the Bible as **God's revelation**. Nowhere else can God's remedy for sin be found. It is the revelation of the divine answer to the heart needs of man. Be thoroughly familiar with the great subjects such as: the sinfulness of man, judgment, salvation, repentance, faith, confession, and the Christian life. Be able to use the Bible to answer questions. Don't argue! Answer arguments with verses of Scripture.

Generally argument will damage more than it accomplishes. Present the truth of God's revelation and trust Him to use it. Remember that the Lord has not promised to bless **your** argument, but **His Word**! Proof of this is found in John 3: 34, which says, "for he whom *God hath sent speaketh the words of God*". This was spoken of Jesus, but applies to the soul winner as well. You must know and share God's revelation of Himself His Word.

VI.—HAVE A PRAYER OF THANKSGIVING AGAIN.

Encourage the person to pray, thanking the Lord for what He has done. Suggest he just open his heart and thank the Lord in any way he wants. The words are not as important as what is in his heart.

QUESTIONS FOR REVIEW AND SCRIPTURES TO LEARN

Chapter Eight

1. Why is it dangerous to delay?
2. Tell a Bible story of someone who delayed and was "too late".
3. Give a Biblical example of a great sinner who found forgiveness.

Scriptures to learn (first underline these verses in your Bible).

II Corinthians 6: 2. "For He saith, I have heard thee in a time accepted, and in the day of salvation have I succoured thee: behold, now is the day of salvation."

Revelation 16: 15. "Behold, I come as a thief. Blessed is he that watcheth, and keepeth his garments, lest he walk naked, and they see his shame."

Matthew 12: 30. "He that is not with Me is against Me; and he that gathereth not with Me scattereth abroad."

John 5: 24. "Verily, verily, I say unto you, He that heareth My word, and believeth on Him that sent Me, hath everlasting life, and shall not come into condemnation; but is passed from death unto life."

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."

I Thessalonians 5: 2. "For yourselves know perfectly that the day of the Lord so cometh as a thief in the night."

III.—HAVE A DEFINITE PERIOD OF PRAYER IN WHICH YOU ASK THE PERSON TO PRAY.

He can pray confessing his condition as a sinner,

a s i n n e r
Christ to
come in
and cleanse
his heart.
If he does
not know
how to
pray, or is
hesitant,
you may
encourage
him to pray
after you.



Always use the first person when praying. Example:
"I confess . . . that I am a sinner. I cannot help myself,
I ask Jesus to come into my heart, I believe, Lord
Jesus, You died for me, I receive You into my heart as
Lord and Saviour . . . etc."

IV.—SEALING THE DECISION.

As you rise from prayer, it is wise to encourage the person to state exactly what decision he has made and whether or not he sincerely accepts the promises of God to save him. Emphasise the importance of not trusting to feelings instead of faith. Quote some of God's promises already quoted. (Romans 10: 9-10, 13.) Show the importance of God's faithfulness in forgiving and forgetting our sin. (1 John 1: 9.)

V.—CONTINUE TO POINT TO CHRIST.

If the person appears to continue to have doubts about having been saved, do not hasten away assuming the task is finished. Continue to point the person to the facts of what Christ has done and what He has promised. Other Scriptures that could be used are: Matthew 10: 32; Luke 12: 8; Proverbs 28: 13. You may point to specific cases in the Scriptures where men who sinned found forgiveness through faith. (II Samuel 12: 13; Luke 15: 18.)

3. Use the Bible by **memorizing**. Why is it important to memorize Scripture?

- (1) It is one of the quickest ways of gaining a working knowledge of the Bible.
- (2) It is the most effective way of witnessing. Nothing works like the Word. By memorizing portions of Scripture you will have something on your heart which you will want to share with someone else, "*and be ready always to give an answer to every man that asketh you a reason of the hope that is in you . . .*" (1 Peter 3: 15.)
- (3) It is valuable for victory over sin. The Bible says: "*Thy Word have I hid in my heart that I might not sin against Thee*". (Psalm 119: 11.) Real lasting victory over sin cannot be had without the Word.
- (4) It is necessary for victory over Satan. When Jesus was tempted by Satan in Matthew 4, we find Him answering each temptation with a Scripture verse. Thus by the example of Jesus we learn the best way to meet the attacks of Satan is to use Scripture.

4. How can I best memorize the Scripture?

- (1) Have a definite plan. Learn so many verses per week. It does not take time, it saves time. You can memorize while doing other things or riding a bus. The Lord will even help you in this.
- (2) Learn by association. Associate verses together under a given heading or subject. You might start by learning a group of verses that deal with sin, or salvation, or judgment, etc.
- (3) Learn by review. Review a verse once a day until it is a part of you.

5. Use the Bible by **placing it in the unbeliever's hand**. It is most helpful to get the person to read it for himself. God's Word is most effective when it speaks to him directly. You may feel led to leave a New Testament with the person if he has no Bible.

6. Use the Bible by **marking it**. Mark your own Bible so you can find verses immediately. Find a system of marking that will be meaningful to you. If you plan to leave a Testament with the prospect, a few well-chosen marked verses can be used of the Lord.

7. Use the Bible trusting the Holy Spirit to illuminate the Scripture truth. Without this the unsaved man cannot understand spiritual truth. *"But the natural man receiveth not the things of the Spirit of God; for they are foolishness unto him; neither can he know them, because they are spiritually discerned"* (I Corinthians 2: 14). Without the Spirit the unsaved is on the outside looking in. With the Spirit the heart is taken inside to see truth and a revealed Jesus Christ who can save.

QUESTIONS FOR REVIEW AND SCRIPTURES TO LEARN

Chapter Four

1. Name six ways in which you should use your Bible in soul winning.
2. Why should you memorize Scripture?
3. Be honest here! How much time have you spent reading and studying your Bible today? During the past week? Month?
4. Discuss the importance of "consistency" in the life of the soul winner.

Scriptures to learn (first underline these verses in your Bible).

I Corinthians 2: 14. *"But the natural man receiveth not the things of the Spirit of God: for they are foolishness unto him: neither can he know them, because they are spiritually discerned."*

I John 1: 8. *"If we say that we have no sin we deceive ourselves, and the truth is not in us."*

Isaiah 64: 6. *"But we are all as an unclean thing, and all our righteousness are as filthy rags; and we all do fade as a leaf; and our iniquities, like the wind, have taken us away."*

II Thessalonians 1: 8-9. *"In flaming fire taking vengeance on them that know not God, and that obey not the Gospel of our Lord Jesus Christ: who shall be punished with everlasting destruction from the presence of the Lord, and from the glory of His power."*

to the Lord, if there is an opportunity and the Lord opens the way; this is what we prayed for and came for.

I.—SHOW HIM THE URGENCY OF MAKING THE DECISION NOW.

"Behold NOW is the accepted time, now is the day of salvation." (II Corinthians 6: 2b.) It is at this point so many excuses may be used as reasons for not doing what God has revealed to him that he should do. Study the chapter on excuses, having marked your Bible in such a way that the Lord can help you use His Word effectively. It is well to point out the danger of delay. Illustrate from the Word and your personal experiences. (Some Scriptures you could use: Matthew 25: 1-13; Acts 24: 25; Luke 12: 40; I Thessalonians 5: 2; Revela; Luke 12: 40; I Thessalonians 5: 2; Revelation 16: 15.

II.—HELP THE PERSON TO MAKE A DEFINITE DECISION.

No decision is really a negative decision against Christ. There is no middle ground. *"He that is not for Me is against Me..."* (Matthew 12: 30). Although there should be a definite sense of urgency in our invitation, we should not over-press to the extent of causing the person to turn away. If there is obviously no conviction or sense of repentance or real desire to trust Christ, do not attempt to do what the Holy Spirit has not done. It may only be an effort to get rid of you. Only the Holy Spirit can bring this conviction of sin, not your arguments or persuasion. Lead the person as far as he will go, but be sensitive to the "still small voice" leading you.

If you have the assurance that he desires to make a decision, you may want to suggest reading John 1: 12. *"To as many as received Him, to them gave He power to become the sons of God."* Ask if he is willing to receive Jesus and invite Him to come into his heart. Again, you may quote Romans 10: 13: *"For whosoever shall call upon the name of the Lord shall be saved."* Ask him in a simple prayer to call upon Jesus to come into his heart and save him.

3. Who has sinned? Quote a verse which tells this.
4. What must be done about our sin? Are you sure you have met these conditions yourself? If not, stop here. Don't go any further until you are sure you have done this.

Scriptures to learn (first underline these verses in your Bible).

Galatians 5: 19-21. "*Now the works of the flesh are manifest, which are these: adultery, fornication, uncleanness, idolatry, witchcraft, hatred, variance, emulations, wrath, strife, seditions, heresies, envyings, murders, drunkenness, revellings, and such like: of the which I tell you before, as I have also told you in time past, that they which do such things shall not inherit the kingdom of God.*"

Romans 3: 23. "*For all have sinned, and come short of the glory of God.*"

Romans 6: 23. "*For the wages of sin is death, but the gift of God is eternal life through Jesus Christ our Lord.*"

John 16: 8. "*And when He is come, He will reprove the world of sin, and of righteousness, and of judgment.*"

Romans 10: 13. "*For whosoever shall call upon the name of the Lord shall be saved.*"

Chapter Eight

Securing the Commitment

It is difficult to emphasise too much our need to depend wholly upon the leadership of the Holy Spirit. A prepared person who prays will witness in a prepared place to a prepared heart. The Holy Spirit must lead us and direct every part of the discussion, otherwise we will come away knowing "we have toiled all night and taken nothing". If you have met the conditions in your own heart you can rely upon the Holy Spirit to give assurance as to when and how to "draw in the net". Keep sensitive to His leadership! We should always press for a decision from the person we are trying to win

Chapter Five

Personal Aids and Practical Suggestions

The art or work of witnessing involves many things if you really desire to be the best witness possible. There are many little things that have been learned by experienced witnesses that may aid you, and in this chapter we will try to point out some of them.

I.—BEGIN EVERY WITNESSING ATTEMPT WITH PRAYER.

Ask the Lord whom you should witness to and request the Holy Spirit's guidance. If you have someone on your heart, put his name on a prayer list. Develop this list and work from it on your knees out to the person himself. Usually, the ones whom God has placed within the sphere of your own personal influence are the persons for your personal prayer list—friends, relatives, neighbours, fellow students or business associates. Pray daily, regularly and fervently. "...For as Zion travailed, she brought forth her children." (Isaiah 66: 8).

Pray for the Lord to open the doors of their hearts for your witness. Pray for the Lord to prepare the soil of their hearts for the seed of the Word. Pray concerning the blindness of the lost person, that this blindness may be removed, and he thus be liberated from the power of Satan.

II.—DAILY EXAMINE THE CONSISTENCY OF YOUR PERSONAL LIFE.

Your witness will never be more meaningful than your personal life is consistently holy. "...Present your bodies a living sacrifice, HOLY, acceptable unto God, which is your reasonable service. And be NOT CONFORMED to this world: but be ye transformed by the renewing of your minds, that ye may prove what is that good, and acceptable and perfect will of God" (Romans 12: 1-2).

III.—BE AWAKE TO YOUR OPPORTUNITIES.

When you have earnestly prayed for someone, it

follows that you will be looking for an opportunity to speak to him. Be alert for opportunities you have not prayed for. Many times the unexpected opportunity is fruit; however, generally your best opportunities are planned and prayed for.

Opportunities can be made many times by:

1. **A sincere interest in people.** People all about you are unhappy, and a sincere interest in these people is all that is needed to open their hearts to the Saviour.

Many witnesses have in mind their interests and what they want to say instead of the interests and needs of the person they want to reach. Almost everyone you meet has some kind of legitimate interest that can become your means of contact. You must want to see this interest. Someone has said no matter how well you like meat sandwiches, if you plan to catch fish you know that most fish are more interested in worms. If you do not have an honest interest in the interests of others, ask God to give it to you.

2. **A friendly attitude or courteous deed.** The Lord Jesus was friendly to all, and therefore we see, "*then drew near unto Him all publicans and sinners for to hear Him*" (Luke 15: 1). You, too, should be friendly to all and you will find this makes opportunities for your witness for Christ.

A courteous good deed or display of love will open

hearts to the Gospel. When a

person is in trouble or sorrow this can be your chance to befriend him. You can win your way into his confidence.

Jesus "went about doing good" (Acts 10: 38), and this was no doubt one of the keys to His effective witness.

Your Christian



take our place, because Christ alone was without sin as God's Son. Having become man, "*He hath made Him to be sin for us, who knew no sin; that we might be made the righteousness of God in Him*" ((11 Corinthians 5: 21). God has provided for salvation, but He has provided only **one way**—**His way**, through His Son. "*... For there is none other name under heaven given among men whereby we must be saved*" (Acts 4: 12).

IV.—CONVINCE HIM THERE ARE TWO THINGS HE MUST DO.

Be careful here that you make sure he understands. Don't assume he understands the terms you use about salvation.

1. Having recognized and admitted that he is a sinner, and being lost in trespasses and sins, **he must repent of all sin** and turn away from it by the power of God. "*Except ye repent, ye shall likewise perish*" (Luke 13: 3). To repent means sorrow for sin. "*... The sacrifices of God are a broken spirit, a broken and a contrite heart ...*" (Psalm 51: 17).

2. Having turned away from sin, now "**BELIEVE IN THE LORD JESUS CHRIST** and thou shalt be saved" (Acts 16: 31). To believe does not mean intellectual assent. To believe is to receive, and to receive is to rest upon His promise, "*... that whosoever shall call upon the name of the Lord, SHALL BE saved*" (Romans 10: 13).

To believe is not to trust in effort or feelings or resolutions to do better. To believe is rather to trust the finished work of Christ, who assures us, "*If we confess our sins, He is faithful and just to forgive us our sins, and to cleanse us from all unrighteousness*" (1 John 1: 9).

QUESTIONS FOR REVIEW AND SCRIPTURES TO LEARN

Chapter Seven

1. What is sin? Discuss fully.
2. How are men convicted about sin?

Sin separates. "*In judgment God will reveal Himself in flaming fire, taking vengeance on them that know not God, and obey not the Gospel of our Lord Jesus Christ, who shall be punished with everlasting destruction from the presence of the Lord, and from the glory of His power*" (II Thessalonians 1: 8-9). Men need to know the truth of God's judgment as well as the greatness of His love in salvation.

II.—CONVINCE HIM HE CANNOT SAVE HIMSELF.

It would do well to use Biblical illustrations to show that it is impossible to help ourselves. In fact, it is only as we admit that we are helpless that we can be helped. Self-righteousness won't help. (Isaiah 64: 6.) Good works cannot benefit. (Ephesians 2: 8-9.) Obedience to moral laws is not the way of salvation. (Romans 3: 20.) In illustrating these points you might use the story of the rich young ruler. (Mark 10: 17-31.) Or the story of Nicodemus. (John 3: 1-16.)

Thinking we are all right or as good as the next person, or not as bad as some churchgoers, is only proof of our inability to see the truth and come to Christ. Jesus said to the Pharisees, "*If ye were blind (admitted your guilt) ye should have no sin; but now ye say, we see (we are all right); therefore your sin remaineth*" (John 9: 41). You might illustrate further that a lost person is like a drowning man. The more he struggles the worse his position. Even "believing" that there is a rope thrown to save him won't save him. He must take hold of the rope; that is, he must receive the salvation offered him as a free gift of God.

III.—CONVINCE HIM THAT JESUS ALONE CAN SAVE HIM.

If the wages of sin is death . . . if all have sinned . . . if one cannot become good enough to save oneself . . . **what hope is there?** "*But God commendeth His love toward us, in that WHILE WE WERE YET SINNERS Christ died for us*" (Romans 5: 8). Jesus paid for your sin when He died in your place. "*For ye are bought with a price*" (I Corinthians 6: 20). Christ alone could

life, if lived attractively, will attract the lost. Love and thoughtful service will be evident.

III. BE NEAT IN YOUR APPEARANCE.

This is not always greatly important, but it can be with some people. Since you are the representative of the King of Kings, your appearance—and, more important, your life—should be an honour to Him. Be happy in your way of life. Your face should show you have a satisfied heart.

IV.—BE BOLD IN YOUR WITNESS.

Beware of fear or timidity. You will not be a good witness until, with experience, you learn to be bold and free in your speech. The Bible says, "*for God hath not given us the spirit of fear: but of power, and of love, and of a sound mind. Be not thou therefore ashamed of the testimony of our Lord*" (II Timothy 1: 7, 8). Many are timid, for they fear failure, or what others think, or they feel inadequate. But if you are trusting the Lord for His empowering presence you will not be disappointed. Boldness comes from being sure of the needs of men and the necessity for men to hear of Jesus. If you are absolutely certain that your friend is dead in sin and hopelessly lost without Jesus, why be timid? Be honest in a loving way. Pray for boldness. The disciples did, "*and now, Lord, behold . . .*" (Acts 4: 29). They wanted freedom and power to testify of Jesus. Later we read the answer to their prayer. "*And when they had prayed . . .*" (verse 31). Pray and receive power, and boldly go forth and tell.

V.—USE TRACTS LIBERALLY

The seed you are to sow is the Word of God. An



effective means of doing this is by distributing tracts, preferably with an accompanying testimony. Something to place in the hands of an unsaved person for him to read is most important. This is even more important if you are in a public place or cannot follow through until a decision is made. It is a wise practice to always carry a few tracts in your pocket. Many people have been saved by a tract given them along the way. *"In the morning sow thy seed, and in the evening withhold not thy hand: for thou knowest not whether shall prosper, either this or that"* (Ecclesiastes 11: 6). See the rules for using tracts as follows:

(Ten rules for tract users—from the American Tract Society.)

1. **Never distribute tracts without praying.** You cannot win a soul to Jesus Christ, nor can any tract. Only the Holy Spirit can do this work. So be sure to pray while you work. Ask the Lord to direct you to the person to whom He would have you hand a tract. Ask Him to help you select the right tract for the person. Ask Him to bless the tract and the reader.
2. **Give tracts which are appropriate.** A tract should fit the needs of the person to whom it is handed. Don't give a tract on mixed marriage to an old person, for example.

1. **What is sin?** The Bible says, "Sin is the transgression of the law" (I John 3: 4). Again, "To him who knoweth to do good, and doeth it not, to him it is sin" (James 4: 17); and again, "All unrighteousness is sin" (I John 5: 17). Sin shows itself in many different ways, but it is essentially expressing self will against the will of God and His purposes. Isaiah said sin is turning "everyone to his own way" (Isaiah 53: 6). We see sin in our lives and in others as the manifestation of the flesh. "Now the practices of the flesh are obvious: they are immorality, impurity, indecency, idolatry, sorcery, enmity, strife, jealousy, anger, selfishness, divisions, party spirit, envy drunkenness, carousing, and the like" (Galatians 5: 20-21). If this is sin, who has sinned?

2. **You are a sinner!** "All have sinned and come short of the glory of God" (Romans 3: 23). It is possible for a person to be blind and refuse to see his sin, but the Bible says, "If we say that we have no sin, we deceive ourselves and the truth is not in us" (I John 1: 8). The man who would justify himself—even by good works and righteousness—is found guilty by God's Word, which says, "But we are all as an unclean thing and all our righteousness is as filthy rags" (Isaiah 64: 6).

3. **The danger of sin.** You need to show him that there is a real danger in continuing on in a sinful state without Christ. Not only does the Bible say that His Spirit "will not always strive with man", but it also speaks plainly about our position before God. John says, "He that believeth in Him is not condemned, but he that believeth not is CONDEMNED ALREADY, because he hath not believed in the name of the only begotten Son of God" (John 3: 18). John goes on to say, "He that believeth not the Son shall not see life; but the wrath of God abideth on him" (John 3: 36). There is another danger. Constant refusal means hardening. And hardening could mean hopelessness. "He that, being often reproved, hardeneth his neck, shall suddenly be destroyed, and that without remedy" (Proverbs 29 1).

4. **The result of sin.** Sin always brings the same result. "The wages of sin is death" (Romans 6: 23). This is why Christ died. He took our place in death.

John 3: 18. "He that believeth on Him is not condemned: but he that believeth not is condemned already, because he hath not believed in the name of the only begotten Son of God."

John 3: 36. "He that believeth on the Son hath everlasting life: and he that believeth not the Son shall not see life; but the wrath of God abideth on him."

John 3: 3. "Jesus answered him and said him, Verily, verily I say unto you, Except a man be born again, he cannot see the kingdom of God."

PART IV

THE SOUL WINNER AND THE LOST PERSON

Chapter Seven

Presenting the Plan of Salvation

Do you have an experience to share? Are you conscious of what Christ has done in your life in forgiving you of sin, saving you from judgment, and promising you eternal life? There are several things you discovered when you came to Christ. The plan of salvation is not a magical formula for making lost people saved. It is the sharing of an experience through which you came to see your true condition. You saw your hopelessness as a sinner and God's provision for making you His child. The Holy Spirit is the One who brought you to this place. "He will convict and convince the world and bring demonstration to it about sin and about righteousness . . . and about judgment" (John 16: 8). God has promised us the witness of His Holy Spirit in sharing this experience in order to bring souls unto Himself, and convince them of the way to be saved.

I.—CONVINCE THE LOST ABOUT SIN.

All people everywhere recognize and know about sin. The fact of sin is ever before us. Some people have not really thought about what sin is and what it does.

3. **Talk with your subject if possible.** This will help you to learn his needs and stimulate his interest. Try to steer the conversation around so that you can offer him your tract. If you can get him to ask for it, so much the better. At least get him to agree to read it before you give it to him.

4. **Always offer tracts with a smile.** A salesman out to close a deal uses his most friendly manner; the tract distributor should do likewise. A frowning face or an argumentative approach will lose a reading for your tract. It is amazing how seldom a tract will be rejected if it is offered with a really friendly smile.

5. **Don't force tracts on people.** As a rule, when

tracts are distributed promiscuously to every passerby, most of them are discarded. A sidewalk littered with tracts cheapens



the cause of leaflet evangelism and is not a good testimony to the Lord. It is usually better to distribute a dozen tracts carefully, prayerfully and judiciously than to hand out a hundred tracts indiscriminately.

6. **Use only attractive tracts.** You—and your Lord—will be judged by the type of equipment you use. The day of the newsprint tract, with fine type and no illustrations, is about over. You can get eye-catching tracts today from your church or a number of publishers. Use tracts that are well written, free from errors, crude style and other mistakes.

7. **Keep your tracts in good condition.** Make sure your leaflets are clean and fresh when you hand them out. A day or two in your pocket will make your tracts look terrible.

8. **Use only positive, constructive tracts.** Avoid tracts which make a vicious attack on any religion or group. Our job is not to attack, but to present the positive truth of the Gospel.

9. **Think up new ways to use tracts.** Use tracts in business and personal letters, in paying bills, with greeting cards, and in books you lend to friends. Mail them in envelopes, even to people you don't know. Put them where they are likely to be picked up and read. Be original and try to invent new ways of distributing them.

10. **Begin now to use a tract a day.** Stop waiting for the time when you can distribute hundreds of tracts a week—it may never come. Begin using at least one tract every day, and you will be amazed at how the Lord will bless your work and at the satisfaction it will afford you.

VI —Some important do's and don'ts.

1. Some positive things to remember to do:
 - (1) **Use your Bible.** Hold it in your hand and refer to it continually.
 - (2) **Always keep sweet.** Keep your voice calm. Wear a smile. Let the Spirit of the Lord work through you. Don't hinder Him by getting in the way.
 - (3) **Be interested in the person before you.**
 - (4) **It's better to work with your own age group.** If you are a girl, then you should work with girls. Boys with boys. Men with men. Women with women. If you must work with someone outside your age or sex group, ask the Lord for special wisdom, and try to go with another person. Never visit with the opposite sex alone.
 - (5) **Work with only one at a time.** You see, this matter of salvation is a private affair. It's the heart that is being bared.
 - (6) **Continually point to Christ.** Tell of your own love for Him.
 - (7) **Pray constantly.** Even while you are talking and reading the Scripture, let your heart be calling on God to do a work of grace in the life before you.

weepeth, bearing precious seed, shall doubtless come again rejoicing, bringing his sheaves with him" (Psalm 126: 5-6). However you approach a person, do so with a burdened heart. Persevere with this passage in mind. *"If thou faint in the day of adversity, thy strength is small. If thou forbear to deliver them that are drawn unto death, and those that are ready to be slain; if thou sayest, Behold, we knew it not; doth he that pondereth the heart consider it? and he that keepeth thy soul, doth not he know it? And shall not he render to every man according to his works?"*

There are those who are held in the snares of Satan, who are being drawn to spiritual death—friends of yours, people who live in your town. You have the remedy: the Gospel of the Lord Jesus Christ. We cannot say, *"Behold, we knew it not"* But even if we could: *"Doth not he that pondereth the heart consider it? ... and shall he not render to every man according to his works?"*

QUESTIONS FOR REVIEW AND SCRIPTURES TO LEARN

Chapter Six

1. Make a list of ten people whom you know that do not profess Christ as Saviour. Put them on your prayer list. Pray for opportunities to speak to them.
2. Make a list of anything that would hinder you from speaking to these people. Pray that the Lord will help you overcome it, remove it, or lead the person to someone else who is prepared.
3. Describe a personal experience you have had in soul winning.

Scriptures to learn (first underline these verses in your Bible).

Ephesians 2: 8-9. *"For by grace are ye saved through faith; and that not of yourselves: it is the gift of God: not of works, lest any man should boast."*

John 3: 16. *"For God so loved the world, that He gave His only begotten Son, that whosoever believeth in Him should not perish, but have everlasting life."*

him talk. Then take it from there. The souls of men are so precious you cannot afford a blunder in your approach. Try by all means to know the person and his background. It can save you from many grievous mistakes.

III.—CHANNEL THE CONVERSATION TO THE MAIN POINT.

This takes experience. It is often better to use a general topic of conversation, as Jesus did with the woman at the well in John 4. He first asked her for a drink of water, and then channelled the conversation to "the water of life". You must be careful not to give the impression of "hedging" or dodging the issue. Many times you can come right to the question, "Have you ever asked the Lord to come into your heart?" or "Would you like to know what it means to have your sins forgiven?" It is usually not best to be blunt, but be natural and honest.

IV.—BE TACTFUL AND PERSONAL.

Tact means saying the right thing in the right spirit. Experience is the best teacher in this part of the approach. The personal touch establishes confidence. Your interest and love will aid immeasurably here. Honest and sincere commendation can often be a tactful way of gaining confidence. Often, if a person is known to be "touchy" or easily offended, the best way to begin is a simple testimony of what Jesus means to you.

V.—MAKE GOOD USE OF TRACTS.

As already mentioned in the previous chapter, this is often a good method of approach. Make sure the tract deals with the main issue.

VI.—GO WITH A BURDENED HEART.

In the conclusion of this chapter, remember the unsaved person will know if you have a well-memorized speech. Be natural. Above all, tell what you have seen and heard with a compassionate manner. "*They that sow in tears shall reap in joy. He that goeth forth and*

2. Some things not to do:

- (1) **Never argue.** This is one sure way to lose. Perhaps not to lose the argument, but to lose the person. You may win every argument, and lose every soul.
- (2) **Do not speak disparagingly of other churches or cults.** Remember only that this person is a lost sinner and desperately needs a Saviour. We are talking about Jesus, not against others.
- (3) **Keep your temper at all cost.** Some may criticize, minimize and humiliate you. They may scoff at your belief and laugh at your Lord. Do not let it worry you, and do not answer in kind.
- (4) **Do not hurry.** This is important business. Be patient. The reward of a soul born again is worth it.
- (5) **Do not be side-tracked.** Every effort will be made to do this to you. Stay on the main point! Notice how often men attempted to get Jesus away from the point of their sin, but He always brought them back.
- (6) **Do not mix issues.** Reserve talk about baptism and church membership until a later time. Hold the line to that which is most important—the person's salvation.
- (7) **Don't let your "goodness" get in your way.** Be genuinely humble, and beware of a "holier than thou" attitude.
- (8) **Do not let your zeal get ahead of your knowledge.** Don't attempt to answer questions to which you do not know the answer. Be honest. Use this as an opportunity to refer to your pastor or another more experienced in the Word.
- (9) **Don't be timid.** Remember, you can be bold and yet gracious.

QUESTIONS FOR REVIEW AND SCRIPTURES TO LEARN

Chapter Five

1. What is the first step, having met the conditions, of soul winning before going out?

2. How can I gain opportunities in soul winning?
3. List at least five of the ten rules for using tracts.
4. Name four things to do and four things not to do in witnessing.

Scriptures to learn (first underline these verses in your Bible).

Romans 12: 1-2. *"I beseech you therefore, brethren, by the mercies of God, that ye present your bodies a living sacrifice, holy, acceptable unto God, which is your reasonable service. And be not conformed to this world: but be ye transformed by the renewing of your mind, that ye may prove what is that good and perfect will of God."*

Acts 16: 31. *"And they said, Believe on the Lord Jesus Christ, and thou shalt be saved, and thy house."*

Luke 13: 3. *"I tell you, Nay: but, except ye repent, ye shall all likewise perish."*

Romans 5: 8. *"But God commendeth His love toward us, in that, while we were yet sinners, Christ died for us."*

Acts 4: 12. *"Neither is there salvation in any other: for there is none other name under heaven given among men, whereby we must be saved."*

Chapter Six

The Approach

You as a Christian should now be convinced that you should witness; also that your Lord will fill you with witnessing power if you have met the specific conditions of personal purity and surrender. Also you should know that as the Lord accompanies you, you cannot fail. You have studied the Word and prayed. As you begin your witness experience now, there are certain rules of approach.

I.—GET GOING!

"Now therefore go, and I will be with thy mouth, and



teach thee what thou shalt say" (Exodus 4: 12). *"And he said unto them, Go ye into all the world and preach the Gospel to every creature"* (Mark 16: 15). Your command is to get going; be about your Father's business. You will never win until you start. If you have studied these lessons up until now, you know enough to begin. Go where people are. Don't just wait for someone to come to you. In the first chapter of John we read how Andrew came to know the Lord (verses 35-40). Immediately following that event, it is said of Andrew, *"He first findeth his own brother Simon"* (verse 41). He found him. That means he went and looked for him, and brought him to Jesus. The next person reached was Philip. *"The day following Jesus would go forth into Galilee, an findeth Philip"* (verse 43). That could only be done by Jesus going where he was. Following that, *"Philip findeth Nathaniel"* (verse 45). He sought him and brought him to Jesus. It is the sick who need the Great Physician. (Luke 5: 31.)

II.—KNOW THE PROSPECT.

If at all possible, secure adequate information about the person before you contact him. Know his name, his occupation, his interests and his religious inclinations, if any. Many times the family or friends can give you some of this information. If a witness contacts a person of whom he has no knowledge, let him draw him out in conversation until he does know some facts. Listen carefully to the prospect. Let