

PERSONAL SOUL WINNING - PART ONE

THE M's OF SOUL-WINNING

The fruit of the righteous is a tree of life; and he that winneth souls is wise. (Proverbs 11:30)

1. THE MEANING OF SOUL-WINNING (WHAT IS SOUL-WINNING?)

- a. A study of the word Evangelism.
 - i. Comes from the Greek meaning 'well messenger.'
 - ii. Meaning of the word Messenger.
 1. The messenger is the bearer of the message (good or bad).
 2. The Greeks were eager to hear good news.
 3. Evangeline – The act of telling good news.
 4. Evangelist – The one who bears good news.
 - iii. The primary sense – telling good news:
 1. A student gets an A...
 2. Your wife had a Baby!
 3. Your child is going to college!
 - iv. But it has come to a more specialized meaning – THE GOSPEL!
- b. The definition of the Gospel
 - i. God's spell (story) or good spell.
 - ii. The gospel is good news for needy men.
- c. Specific definition of Soul-Winning.
 - i. Soul-Winning is the activity of the Church in telling the Gospel to sinners with the intent to bring them to a saving knowledge of Christ
 1. Soul-Winning is not everyone's job!
 - a. It is the work only of those who have already been saved.

2. THE MESSAGE OF SOUL-WINNING

- a. Man's Need of Salvation
 - i. The Guilt of Man
 1. Sin involves guilt
 2. *For all have sinned, and come short of the glory of God; (Rom 3:23)*
 3. *They are all gone aside, they are all together become filthy: there is none that doeth good, no, not one. (Psa 14:3)*
 4. *For there is not a just man upon earth, that doeth good, and sinneth not. (Ecc 7:20)*
 - ii. The Sinfulness of Man
 1. *And GOD saw that the wickedness of man was great in the earth, and that every imagination of the thoughts of his heart was only evil continually. (Gen 6:5)*
 2. *For from within, out of the heart of men, proceed evil thoughts, adulteries, fornications, murders, Thefts, covetousness, wickedness, deceit, lasciviousness, an evil eye, blasphemy, pride, foolishness:(Mar 7:21-22)*
 - iii. The Alienation of Man
 1. *For if, when we were enemies, we were reconciled to God by the death of his Son, much more, being reconciled, we shall be saved by his life. (Rom 5:10)*
 2. *And you, that were sometime alienated and enemies in your mind by wicked works, yet now hath he reconciled (Col 1:21)*

3. *Ye adulterers and adulteresses, know ye not that the friendship of the world is enmity with God? whosoever therefore will be a friend of the world is the enemy of God. (Jam 4:4)*
- iv. The Judgment of Man
 1. *Wherefore, as by one man sin entered into the world, and death by sin; and so death passed upon all men, for that all have sinned: (Rom 5:12)*
- v. The Helplessness of Man
- b. God's Provision for the Need
 - i. The message of Soul-Winning is that God has provided, and is now offering, a great and full and free salvation.
 - ii. The fountain of salvation is the love of God.
 - iii. The mediator of this salvation is the Son of God.
 - iv. The content of salvation.
 1. To meet our guilt there is forgiveness, cleansing, and justification.
 2. To meet our sinfulness there is regeneration.
 3. To meet our Alienation there is Reconciliation.
 4. To meet our state of Judgment is the Gift of eternal life.
- c. The Divine Process of Salvation.
 - i. By Grace.
 1. *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. (Eph 2:8-9)*
 2. *For the grace of God that bringeth salvation hath appeared to all men, (Tit 2:11)*
 - ii. By Blood
 1. *Much more then, being now justified by his blood, we shall be saved from wrath through him. (Rom 5:9)*
 2. *And from Jesus Christ, who is the faithful witness, and the first begotten of the dead, and the prince of the kings of the earth. Unto him that loved us, and washed us from our sins in his own blood, (Rev 1:5)*
 - iii. By Faith
 1. *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. (Joh 20:31)*
 2. *Therefore being justified by faith, we have peace with God through our Lord Jesus Christ: (Rom 5:1)*

3. THE MISTAKES OF SOUL-WINNING

- a. Entertainment
 - i. The sinner is lured to church for the "fun time" that is promised.
 - ii. Worldly music and entertainment are used to give a one-sided view of Christianity.
 - iii. Sin is never dealt with.
- b. Easy Believism.
 - i. When Believing is Allowed to Pass for Saving Faith. .
 - ii. They have a historical belief, but no:
 1. Personnel Trust.
 2. No Personnel Commitment.
 3. No Repentance.
 4. No Confession of Jesus as Lord.
- c. Poor Follow-up Work
 - i. The Church needs to have a system in place to: Instruct and Help

4. THE MUSTS OF SOUL-WINNING

- a. We must be a 'Soul Conscious' Church.
 - i. The Church needs to be orderly.
 - ii. The Church needs to be friendly.
 - iii. The Church needs to look good.
 - iv. Sermons need to be evangelistic.
 - v. We need to have altar calls.
 - vi. We can witness during the invitation.
- b. We must Pray!
- c. We must WORK!

5. THE METHODS OF SOUL-WINNING

- a. Planned Soul-Winning
 - i. Seedtime Saturday 9:00 a.m.
 - ii. Door Knocking Tuesday and Thursday 3:30 p.m.
 - iii. Sunday School
 - iv. Bus Ministry
- b. Personnel Soul-Winning
 - i. Relatives
 - ii. Friends
 - iii. Neighbors
 - iv. Co-workers
 - v. Out and About Contacts

Portions of this lesson are based on the books: "Personal Evangelism by Macaulay and Belton" and "Personal Soul-Winning by William Evans"

PERSONAL SOUL WINNING PART TWO

THE ADVANTAGES AND DIFFICULTIES

The fruit of the righteous is a tree of life; and he that winneth souls is wise. (Proverbs 11:30)
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)

1. THE ADVANTAGES OF PERSONAL SOUL-WINNING

- a. All Christians Can Do It
 - i. Not everyone can Preach, Teach, or Sing, but everyone can be a soul-winner.
 - ii. *But all these worketh that one and the selfsame Spirit, dividing to every man severally as he will. (1Co 12:11)*
- b. There Are Opportunities Everywhere
 - i. Every social relation is a tie by which men might be drawn to heaven.
Adoniram Judson
- c. It Focuses Attention On the Individual
 - i. The Preacher can preach, but sometimes it takes a person.
- d. It Enables you To Deal With Individual Problems
 - i. A person may have had a bad experience with a church, that's something the Preacher is going to have a hard time dealing with from the pulpit.
- e. It Gets Away From the Professional Idea
 - i. Car shopping - When you see a salesman coming to you, your going to do whatever it takes not to get drawn in. But when you hear how good a car is from a neighbor or friend, you will be more receptive.
- f. Personal Touch Succeeds Where Other Methods Fail.

2. THE DIFFICULTIES OF PERSONAL SOUL-WINNING

- a. The Difficulties with Ourselves
 - i. Laziness
 1. *Not slothful in business; fervent in spirit; serving the Lord; (Rom 12:11)*
 2. *By much slothfulness the building decayeth; and through idleness of the hands the house droppeth through. (Ecc 10:18)*
 3. *And cast ye the unprofitable servant into outer darkness: there shall be weeping and gnashing of teeth. (Mat 25:30)*
 - ii. Variableness
 1. We're on fire today; tomorrow we're dead as a doornail!
 2. *Therefore, my beloved brethren, be ye stedfast, unmoveable, always abounding in the work of the Lord, forasmuch as ye know that your labour is not in vain in the Lord. (1Co 15:58)*
 3. We need to be steady!
 - iii. Unprepared
 1. No prayer
 2. No tracts

iv. Fear

1. The Fear of Saying the Wrong thing.
2. The Fear of Being Mocked
3. The Fear of Rejection
 - a. Most of the time we don't know what kind of fear it is!
 - b. We tell ourselves that with the Lord on our sides we have nothing to fear, but we go on fearing, and secretly despising ourselves.
4. We need the perfect love that casts out fear!
 - a. *There is no fear in love; but perfect love casteth out fear: because fear hath torment. He that feareth is not made perfect in love. (1Jo 4:18)*
5. We need the boldness of the Holy Spirit
 - a. *And when they had prayed, the place was shaken where they were assembled together; and they were all filled with the Holy Ghost, and they spake the word of God with boldness. (Act 4:31)*

b. The Difficulties with the Sinner

- i. It is impossible for a sinner to understand the things of God
 1. *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. (1Co 2:14)*
 2. *Jesus answered and said unto him, Verily, verily, I say unto thee, Except a man be born again, he cannot see the kingdom of God. (John 3:3)*
- ii. The sinner is naturally at enmity with God
 1. *Because the carnal mind is enmity against God: for it is not subject to the law of God, neither indeed can be. (Rom 8:7)*

c. The Difficulties with our Message

- i. The Gospel Tells the Sinner they are Going to Hell
- ii. The Gospel Tells the Sinner they are Helpless
- iii. The Gospel Tells the Sinner that All the Good they Have Done, Does Not Help Them
- iv. The Gospel Tells the Sinner that All the Self-Improvement they Have Done, Does Not Help Them

d. The Difficulties with Our Adversary

- i. *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. (Eph 6:12)*
- ii. Satan will cause resentment in the sinner.
- iii. Satan will focus the sinner's attention on the unpleasant features of the Gospel message.
- iv. Satan will produce external opposition among relatives, friends, ect.
- v. Satan will create difficult and embarrassing situations
- vi. Satan will make sure the sinner sees the failures of some other Christian.
- vii. Satan will by numerous means try to discourage the soul-winner.

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THE OBLIGATIONS AND REWARDS

*The fruit of the righteous is a tree of life; and he that winneth souls is wise. (Proverbs 11:30)
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righteousness as the stars for ever and ever. (Daniel 12:3)*

1. THE OBLIGATIONS OF PERSONAL SOUL-WINNING

a. Obligation: a duty, contract, or promise that compels one to follow or avoid a particular course of action.

i. Indebtedness

1. I am debtor both to the Greeks, and to the Barbarians; both to the wise, and to the unwise. (Rom 1:14)

a. In the medical profession a man who discovers a cure for a disease is required by the ethics of his profession to make it known. That means he is debtor to all mankind because of the cure he has found.

b. Around us is a world of sinners, lost and undone. We have the answer: the Gospel of Jesus. Therefore in such a case we debtors to everyone who does not know Jesus!

ii. Command

1. And he said unto them, Go ye into all the world, and preach the gospel to every creature. (Mar 16:15)

a. This verse is all-inclusive. That means every person who is born into the family of God, is commanded to preach the Gospel to every creature.

2. There are many ways to spread the Gospel

a. By Giving

b. By Praying

c. But these things do not release us from our obligation to share the Gospel.

3. The command to witness does not necessarily mean we have to go to a third world country to win souls.

iii. Appointment

1. Ye have not chosen me, but I have chosen you, and ordained you, that ye should go and bring forth fruit, and that your fruit should remain: that whatsoever ye shall ask of the Father in my name, he may give it you. (Joh 15:16)

a. God has appointed us to serve Him.

b. God has ordained us to share the Gospel.

iv. Example

1. And Saul was consenting unto his death. And at that time there was a great persecution against the church which was at Jerusalem; and they were all scattered abroad throughout the regions of Judaea and Samaria, except the apostles. And devout men carried Stephen to his burial, and made great lamentation over him. As for Saul, he made havock of the church, entering into every house, and haling men

and women committed them to prison. Therefore they that were scattered abroad went every where preaching the word. (Act 8:1-4)

2. Personal Soul-Winning is not a twentieth century invention.

3. Why does God have His people scattered everywhere?

v. Love

1. This is the mightiest of all obligations!

2. *For the love of Christ constraineth us; because we thus judge, that if one died for all, then were all dead: (2Co 5:14)*

3. Love is a compelling force

a. We acknowledge our indebtedness, accept our appointment, and admit our example set before us and still keep silent. But if love takes over it will drive us.

i. It is possible for us to be soul-winners because of a command, indebtedness, and not have love.

ii. In that case our witness will be cold, forced, formal.

iii. We may be gifted in approach, good at our presentation and enthusiastic in nature, but the lack of love will leave all our talents ineffective.

2. THE REWARDS OF PERSONAL SOUL-WINNING

a. Should Rewards Be Considered?

i. Love should be the supreme obligation that constrains us to win souls.

ii. That being said there are still rewards waiting for the Christian who wins souls.

iii. Some Rewards for Personnel Soul-Winning

1. Fellowship with Christ

a. Soul winning was the work that Jesus took upon himself while he was in the flesh.

i. He did not ask for our help when creating the earth.

ii. But He has invited us into partnership with himself in the work, which has cost Him the most and is dearest to His heart.

iii. And if we suffer in the course of our witnessing, we are sharing His passion.

iv. The greater our suffering while doing His work, the closer we are with Him.

b. When we are soul-winning it assures us that Jesus is with us.

i. *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 always, even unto the end of the world. Amen. (Mat 28:19-20)*

2. Development of Character

a. The work itself is a discipline, and discipline strengthens character.

i. Strong character does not come down the easy road, but has to be fought for.

- ii. An undisciplined person is a weak person.
 - iii. Now personal soul-winning involves a constant overcoming of obstacles.
 - iv. A constant wrestling with problems, fears, weaknesses.
 - v. That means soul winning builds up our spiritual fiber.
 - b. Our contacts our human.
 - i. In this work we our not dealing with machines.
 - ii. We are dealing with people.
 - 1. Their greatest need.
 - 2. Their fiercest conflicts.
 - 3. Their most critical problems.
 - c. If we are aware, we cannot help growing, in patience, understanding, and sympathy.
3. Development of Talents (A better soul-winner)
 - a. We grow with practice (pilot)
 - i. We learn to discern men's spiritual condition.
 - ii. We become better at using scriptures.
 - iii. We learn when to be silent and when to talk.
 - iv. We learn to not be sidetracked and thrown off balance.
4. Joy Unspeakable
 - a. We have learned that there are many sorrows and pains to soul winning.
 - b. The joy of parenthood does not end with the birth of a child, neither doe the joy of the soul-winner end with the conversion of the sinner.
 - i. The joy of seeing the person born in the family.
 - ii. The joys of seeing that same person grow as a Christian.
 - iii. ***I have no greater joy than to hear that my children walk in truth. (3John 1:4)***
5. Lasting Friendships Formed
 - a. A soul-winner's life is enriched with abiding friendships.
 - b. True Christian doesn't forget those who led them to the Lord.
6. Gods Approval
 - a. ***His lord said unto him, Well done, thou good and faithful servant: thou hast been faithful over a few things, I will make thee ruler over many things: enter thou into the joy of thy lord. (Mat 25:21)***
 - b. All the rewards we've talked about are for this present life.
 - c. There are some rewards, which are laid for us in Heaven.
 - d. To hear our Lord say, "Well Done!" it will be worth it all.
 - i. All the struggle
 - ii. All the disappointments
 - iii. All the antagonism

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QUALIFICATIONS AND PREPARATIONS

The fruit of the righteous is a tree of life; and he that winneth souls is wise.
(Proverbs 11:30)

1. THE QUALIFICATIONS OF A SOUL WINNER

- a. A soul-winner must be a person of Character.
 1. Your spiritual condition is a very important factor in how the sinner responds to you!
 2. *But in a great house there are not only vessels of gold and of silver, but also of wood and of earth; and some to honour, and some to dishonour. If a man therefore purge himself from these, he shall be a vessel unto honour, sanctified, and meet for the master's use, and prepared unto every good work. (2Ti 2:20-21)*
 3. God is holy and will only use clean vessels.
 4. A Christ-like character is an argument against which there is no answer.
 5. This does not mean we wait for sinless perfection before we go soul winning.
- b. A soul-winner must be a person of Complete Passion.
 - i. A desire to see souls saved, and to see them perfected in Christ.
 - ii. What constitutes the passion for souls?
 1. Love for Christ.
 - a. When Peter failed did Jesus say to him, “Peter do you love my sheep? – Then go and feed them.” No, he said, “Lovest thou me?... Feed my sheep.”
 - b. If our passion for souls is based on love for the sinner or wanting to see the church grow, we will lose our passion.
 2. Concern for souls.
 - a. *But when he saw the multitudes, he was moved with compassion on them, because they fainted, and were scattered abroad, as sheep having no shepherd. (Matthew 9:36)*
 3. Sense of urgency.
 - a. *behold, now is the accepted time; behold, now is the day of salvation. (2Corinthians 6:2)*
 4. Sense of responsibility.
 - a. *Am I my brother's keeper? (Genesis 4:9)*
 - b. No one with a passion for souls will ask that question.
 5. Sense of call.
 - a. *....as my Father hath sent me, even so send I you. (John 20:21)*
- c. A soul-winner must be a person of Conviction.
 - i. Unless we are convinced beyond all doubt, we will be ineffective as soul-winners.
 1. There must be no question about the condition of the sinner.

2. There must be no doubt about the truth of the Gospel and its power.
 3. There must be no uncertainty regarding Gods acceptance to all who come to Him.
- d. A soul-winner must be a person of Understanding.
1. You must have an understanding of the Gospel message.
 2. You must have an understanding of people.
 3. You must have an understanding of situations.
- e. A soul-winner must be a person used by the Holy Spirit.
1. We need the Holy Spirit for leading.
 2. We need the Holy Spirit for speech.
 - a. *And when they had prayed, the place was shaken where they were assembled together; and they were all filled with the Holy Ghost, and they spake the word of God with boldness. (Act 4:31)*
 - b. When it comes time to speak, the Holy Spirit will give you boldness.
 3. We need the Holy Spirit for power.
 - a. *Then he answered and spake unto me, saying, This is the word of the LORD unto Zerubbabel, saying, Not by might, nor by power, but by my spirit, saith the LORD of hosts. (Zec 4:6)*
 - b. *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 Judaea, and in Samaria, and unto the uttermost part of the earth. (Act 1:8)*
- f. A soul-winner must be a person in Contact...
1. A soul-winner must have contact with God and contact with people.
 2. You might have the best fishing tackle in you garage, but it will not catch fish for you until it comes in contact with fish and water

2. THE PREPARATION OF A SOUL WINNER

- a. Study the Word of God
 1. For our own soul's nourishment.
 2. So that we may better understand the Gospel.
 3. So that we may observe the soul-winning methods written in the Bible.
 4. So that we may have the appropriate scriptures ready for use.
- b. Study the opposition of sinners.
 1. No branch of the army is more important than the intelligence division, who job is to find out al it can about the enemy.
 - a. His manpower
 - b. His supplies
 - c. His defenses
 2. If we are going to be soul-winners, we need to have our intelligence service in operation so we can know what resistance we will likely meet.
- c. Study the work of other soul-winners.
 1. To keep the fire burning
 - a. There's so much in this world to keep our fire cooled down.

- b. To hear the stories of other soul-winner's conflicts, conquests, determination, and their successes, will get the fire roaring!
 - 2. To improve our technique
 - a. What approaches they have used.
 - b. How they have applied Scriptures to different situations.
 - c. What methods don't work.
 - d. Study the false cults.
 - 1. There are so many false cults today that for us to master them all it would take a lifetime.
 - 2. However, with a thorough grounding in the Gospel and the teachings of the Bible, a Christian can very easily see the basic errors in all cultic religions.
 - e. Spend much time in prayer.
 - 1. Pray to keep our heart in tune.
 - a. Without prayer, the problems we have with ourselves – our fear, our luke-warm spirit, our over caution, ect. will become overwhelming and we will not be fit to do anything for the Lord.
 - b. Prayer will keep us in a ready state of mind – strengthened and vigilant!
 - 2. Pray to fight back the powers of darkness
 - a. Satan is interested in soul winning, he will oppose it with all the power he has.
 - b. Our only answer is prayer.
 - 3. Pray to secure the guidance of the Holy Spirit.
 - a. We must pray that God will lead us to someone who is receptive.
 - 4. Pray that the Holy Spirit will work in the heart of the sinner.
 - a. We must remember its not our wise approach, our skillful instruction that will win people to the Lord
 - b. ***Then he answered and spake unto me, saying, This is the word of the LORD unto Zerubbabel, saying, Not by might, nor by power, but by my spirit, saith the LORD of hosts. (Zec 4:6)***

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USING GOD’S LAW IN SOUL WINNING

The law of the LORD is perfect, converting the soul: the testimony of the LORD is sure, making wise the simple. (Psalms 19:7)

1. WHAT IS THE LAW?

- a. A set of rules, established by God that prescribes to men their duties to God and to each other.
 - i. The law is summarily contained in the Ten Commandments.
 - ii. The law was written by the finger of God on two tables of stone, and delivered to Moses on Mount Sinai.
- b. It is man’s duty to keep the law.
 1. *Let us hear the conclusion of the whole matter: Fear God, and keep his commandments: for this is the whole duty of man. (Ecclesiastes 12:13)*
- c. Man cannot render perfect obedience to the Law.
 1. *As it is written, There is none righteous, no, not one: (Romans 3:10)*

2. WHAT IS THE PURPOSE OF GOD’S LAW?

- a. The purpose of God’s law is to stop the mouth.
 1. *Now we know that what things soever the law saith, it saith to them who are under the law: that every mouth may be stopped, and all the world may become guilty before God. (Romans 3:19)*
 - ii. To stop sinners justifying themselves and saying, “There are plenty of people worse than me.
 - iii. “I’m not a bad person. Really.”
 - iv. No, the law stops the mouth of justification and leaves the whole world guilty before God.
- b. The purpose of God’s law is to tell us what sin is.
 1. *Therefore by the deeds of the law there shall no flesh be justified in his sight: for by the law is the knowledge of sin. (Rom 3:20)*
 2. *Whosoever committeth sin transgresseth also the law: for sin is the transgression of the law. (1John 3:4)*
 3. *What shall we say then? Is the law sin? God forbid. Nay, I had not known sin, but by the law: for I had not known lust, except the law had said, Thou shalt not covet. (Romans 7:7)*
 - ii. Paul says, “I didn’t know what sin was until the law told me.”
- c. The purpose of God’s law is to bring us to Jesus Christ.
 - a. *Wherefore the law was our schoolmaster to bring us unto Christ, that we might be justified by faith. (Galatians 3:24)*
 2. The law doesn’t help us; it just leaves us helpless.
 3. It doesn’t justify us; it just leaves us guilty before the judgment bar of a holy God.
 - ii. The problem today is that churches choose to attract sinners with the issue of “life enhancement”.
 1. We have forgotten the law and its capacity to convert the soul, to drive sinners to Christ.

2. Jesus Christ will give you peace, joy, love, fulfillment, and lasting happiness.
- iii. Christians, instead of preaching that Jesus improves your life, we should be warning the sinner they're going to hell.
 - a. ***And as it is appointed unto men once to die, but after this the judgment: (Hebrews 9:27)***
 2. When a sinner understands the consequences of breaking God's law, then he will run to Jesus solely to escape the wrath that's to come.
 3. If we're true and faithful witnesses, we'll be preaching that there is wrath to come...
 - a. ***And the times of this ignorance God winked at; but now commandeth all men every where to repent: Because he hath appointed a day, in the which he will judge the world in righteousness by that man whom he hath ordained; whereof he hath given assurance unto all men, in that he hath raised him from the dead. (Acts 17:30-31)***
 4. The issue isn't one of happiness, but one of righteousness.
 5. It doesn't matter how happy a sinner is, how much he's enjoying "the pleasures of sin for a season" (Heb. 11:25). Without the righteousness of Christ, he'll perish on the day of wrath.
 - a. ***Riches profit not in the day of wrath: but righteousness delivereth from death. (Proverbs 11:4)***
 6. Peace and joy are legitimate fruits of salvation, but it's not legitimate to use these fruits as a draw card for salvation.
 7. If we continue to do so, sinners will respond with an impure motive lacking repentance.
 8. A.B. Earl said, "I have found by long experience [that's the true test] that the severest threatenings of the law of God have a prominent place in leading men to Christ.
 - a. They must see themselves lost before they will cry for mercy; they'll not escape danger until they see it."
- iv. And sadly, what's happened in the U.S. and the Western world as follow is that churches have preached the cure without first convincing of the disease.
 1. Churches have preached a gospel of grace without first convincing men of the law, that they're transgressors.
 2. That's why almost everyone you try and witness to I has been born-again six or seven times.
 3. You know the guy's not a Christian. He's a fornicator. He's a blasphemer, but he thinks he's saved because he's been "born-again". What's happening?
 4. He's using the grace of our God for an occasion of the flesh.
 5. He doesn't esteem the sacrifice.
 6. For him it's not a bad thing to trample the blood of Christ underfoot (Heb. 10:29). Why?
 7. Because he's never been convinced of the disease that he might appreciate the cure.

3. WHAT IS GOD'S LAW "DESIGNED" FOR?

1. *But we know that the law is good, if a man use it lawfully; Knowing this, that the law is not made for a righteous man, but for the lawless and disobedient, for the ungodly and for sinners, for unholy and profane, for murderers of fathers and murderers of mothers, for manslayers, For whoremongers, for them that defile themselves with mankind, for menstealers, for liars, for perjured persons, and if there be any other thing that is contrary to sound doctrine; (1Timothy 1:8-10)*
- ii. If you want to bring a homosexual to Christ, don't get into an argument with him over his perversion; he's ready for you with his boxing gloves on. No, no. Give him the Ten Commandments.
- iii. If you want to bring a Jew to Christ, lay the weight of the law upon him.
- iv. God's law shine upon the sinner's heart, all that happens, is that he sees himself in truth.
 1. *For the commandment is a lamp; and the law is light; and reproofs of instruction are the way of life:(Proverbs 6:23)*
 2. *Therefore by the deeds of the law there shall no flesh be justified in his sight: for by the law is the knowledge of sin. (Romans 3:20)*
- b. Biblical SOUL WINNING is always, "law to the proud and grace to the humble".
 1. *God resisteth the proud, but giveth grace unto the humble. (James 4:6)*
 2. *Every one that is proud in heart is an abomination to the LORD: though hand join in hand, he shall not be unpunished. (Proverbs 16:5)*
- ii. Never will you see Jesus giving the gospel, the good news, the cross, the grace of our God, to a proud, arrogant, self-righteous person.
- c. Some examples of law to the proud and grace to the humble
 1. *Luke 10:25-29 (25) And, behold, a certain lawyer stood up, and tempted him, saying, Master, what shall I do to inherit eternal life? (26) He said unto him, What is written in the law? how readest thou? (27) And he answering said, Thou shalt love the Lord thy God with all thy heart, and with all thy soul, and with all thy strength, and with all thy mind; and thy neighbour as thyself. (28) And he said unto him, Thou hast answered right: this do, and thou shalt live. (29) But he, willing to justify himself, said unto Jesus, And who is my neighbour?*
 2. *Luke 18:18-24 (18) And a certain ruler asked him, saying, Good Master, what shall I do to inherit eternal life? (19) And Jesus said unto him, Why callest thou me good? none is good, save one, that is, God. (20) Thou knowest the commandments, Do not commit adultery, Do not kill, Do not steal, Do not bear false witness, Honour thy father and thy mother. (21) And he said, All these have I kept from my youth up. (22) Now when Jesus heard these things, he said unto him, Yet lackest thou one thing: sell all that thou hast, and distribute unto the poor, and thou shalt have treasure in heaven: and come, follow me. (23) And when he heard this, he was very sorrowful: for he was very rich. (24) And when Jesus saw that*

he was very sorrowful, he said, How hardly shall they that have riches enter into the kingdom of God!

4. THE LAW IS WRITTEN UPON EVERY PERSONS HEART.

- 1. Which shew the work of the law written in their hearts, their conscience also bearing witness, and their thoughts the mean while accusing or else excusing one another;)(Romans 2:15)*
- ii. So when a person lies, lusts, fornicates, blasphemes, commits adultery, he does it with knowledge that it's wrong.
 1. God has given light to every man.
- iii. The Holy Spirit convicts people of sin, righteousness, and judgment.
 - 1. And when he is come, he will reprove the world of sin, and of righteousness, and of judgment:(John 16:8)*
- iv. Sin is transgression of the law.
 - 1. Whosoever committeth sin transgresseth also the law: for sin is the transgression of the law.(1 John 3:4)*
- v. Righteousness is of the law.
 - 1. For Moses describeth the righteousness which is of the law, That the man which doeth those things shall live by them.(Romans 10:5)*
- vi. Judgment is by the law.
 1. The sinner's conscience accuses him and the law condemns him.
- vii. If God judges sinners by this standard on the Day of Judgment, are sinners going to be innocent or guilty?
 1. So with this knowledge, sinners are now able to understand that they have "sinned against heaven".
 2. He has angered God and the wrath of God abides upon Him
 3. He can now see that He is "weighed in the balance" of eternal justice and "found wanting"

5. QUOTES:

1. "Preach 90 percent law and 10 percent grace." John Wesley
2. "They will never accept grace until they tremble before a just and holy law." Charles Spurgeon
3. "Evermore the law must prepare the way for the gospel." He said, "To overlook this in instructing souls are almost certain to result in false hope, the introduction of a false standard of Christian experience, and to fill the church with false converts." Charles Finney

Portions based on "Hells Best Kept Secret" by Ray Comfort

THE APPROACH AND FOLLOW THROUGH

The fruit of the righteous is a tree of life; and he that winneth souls is wise. (Proverbs 11:30)

1. THE APPROACH

a. THE IMPORTANCE OF THE RIGHT APPROACH

i. The Approach Is Tremendously Important.

1. The wrong approach may cause resentment and or resistance.
2. A person who is hungry for God will shy away from a crude approach.

ii. The Right Mental Attitude

1. We must rid our minds of any superiority.

- a. If that exists, it cannot be hidden.
- b. The “holier than thou” attitude is fatal to soul-winning.
- c. The “wiser than thou” attitude belongs to the sinner. Let him have it.

d. But God hath chosen the foolish things of the world to confound the wise; and God hath chosen the weak things of the world to confound the things which are mighty;(1 Corinthians 1:27)

2. We must avoid a false, sentimental pity.

- a. Our attitude must not be, “You poor sinner!”
- b. We must see people as souls for whom Christ died.

3. We must stay clear of the inferiority complex.

- a. A sense of inferiority will kill our efforts.
- b. If we draw back before people’s high position, or great education, we shall greatly weaken our witness.
- c. With him is an arm of flesh; but with us is the LORD our God to help us, and to fight our battles. (2 Chronicles 32:8)***

iii. The Right Qualities.

1. The approach must always be courteous.
2. The approach must be made tactfully.

a. The Lord GOD hath given me the tongue of the learned, that I should know how to speak a word in season to him that is weary: he wakeneth morning by morning, he wakeneth mine ear to hear as the learned.(Isaiah 50:4)

- b. Tact: The mental ability of doing and saying the right thing at the right time so as not to unjustly offend or anger.
- c. Some people can become so tactful that they never make contact.
- d. Tact is not pulling your punches, but it is making contact in the most effective manner.
- e. To do this we need to seek God’s wisdom.

3. Wisdom should be used.

b. TYPES OF RIGHT APPROACH

i. Indirect Type.

1. The indirect approach is calculated to win confidence and create a more lasting interest.
2. Its danger is that the indirect approach can become lost before it reaches its goal.
3. Two types of indirect approach:
 - a. Commendation (Praise)
 - i. Sincere commendation will often prepare the heart for salvation.
 - b. Common interests.
 - i. Common interests often create a bond which makes sharing the Gospel easier.
 - ii. If you fail to find a common interest, make yourself interested in the sinner's interests.
- ii. Direct Type.
 1. The direct approach is sometimes effective when you know the person is avoiding you.
- iii. What Factors Determine Approach?
 1. The soul winner's disposition will determine the approach.
 - a. It will be easier for an outgoing person to use the direct approach.
 2. The situation will determine the approach.
 - a. How much time is available?
 - b. Is death imminent?
 - c. Is there evidence the Holy Spirit has been working on the person?
 - d. Does the sinner have some knowledge of God, or is completely ignorant?
 3. The Holy Spirit will determine the approach.
 - a. This is why we must walk in the spirit, be sensitive to His voice.

c. SUGGESTED WAYS OF RIGHT APPROACH

- i. Current News

2. FOLLOWING THROUGH

- a. The work has only begun when we have made the approach, although making the approach is the most difficult.
 - i. There is a tendency with some to be hit and run witnesses.
 - ii. They fire a single shot and run for their lives!

b. INSTRUCTION

- i. After the approach, comes instruction; that is, where the approach has discovered some interest
 1. Our responsibility is to see that people have understanding as well as interest.
 2. Getting people saved without instruction will produce converts that will not last long.
- ii. You Must Be Simple.
 1. Instruction must be clear and simple
 - a. It must be based on clear scriptures.
 - b. This is not the time to give a course on systematic theology.

- c. There will be a temptation to introduce more advanced themes, but we must stick to the basic Gospel.
- iii. You Must Have No Feeling Superiority.
 - 1. We need to remember our salvation is all grace.
 - 2. If we remember, we will be able to instruct in a spirit of meekness, humility and love.
- iv. You May Use Your Own Testimony.
 - 1. Your personal testimony is an excellent tool, as long as it exalts Christ.
 - 2. When you use your personal testimony, don't glory in you past sins.
 - 3. When you use your personal testimony, don't brag about you present attainment.
 - 4. A personal testimony will help clarify the instruction and encourage the person you dealing with.

c. APPEAL

- i. When instruction is given and the person understands the way of salvation, then it is time for the appeal.
- ii. Seek Action.
 - 1. We are looking for a verdict of the will.
 - 2. We are aiming at an act of submission to Jesus Christ.
 - 3. Therefore, when someone understands the truth of God, the question must be asked – What are you going to do about it?
- iii. Wait for Guidance of Holy Spirit.
 - 1. We must be careful that we don't overpressure the sinner, if we do it may result in either two problems:
 - a. Stiffening against the Gospel.
 - b. Or a premature confession, which lacks the work of the Holy Spirit

d. FOLLOW-UP.

- i. Explanation.
 - 1. The first thing a young convert needs is an understanding of what just happened, and an assurance of salvation.
 - 2. Don't tell a person he is saved, show him in the Bible.
 - a. *1 John 5:11-13 (11) And this is the record, that God hath given to us eternal life, and this life is in his Son. (12) He that hath the Son hath life; and he that hath not the Son of God hath not life. (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.*
 - 3. Show him in the Bible what God did with his sins.
 - a. *Psalms 103:12 (12) As far as the east is from the west, so far hath he removed our transgressions from us.*
 - 4. Show him in the Bible that he is a child of God.
 - a. *1 John 3:2 (2) Beloved, now are we the sons of God, and it doth not yet appear what we shall be: but we know that, when he shall appear, we shall be like him; for we shall see him as he is.*
 - 5. Show him in the Bible that he has the Holy Spirit.

a. Romans 8:9 (9) But ye are not in the flesh, but in the Spirit, if so be that the Spirit of God dwell in you. Now if any man have not the Spirit of Christ, he is none of his.

ii. Counsel.

1. Encourage them to have good plan of Bible reading.
2. Encourage them to “carry everything to God in prayer.”
 - a. Great prayer passages should be drawn to there attention.
 - b. Quiet time should be urged as a daily habit.
3. Take them soul winning!

DEALING WITH PROCRASTINATOR, FEARFUL AND THE BACKSLIDER

*The fruit of the righteous is a tree of life; and he that winneth souls is wise.
(Proverbs 11:30)*

1. DEALING WITH THE PROCRASTINATOR

a. Led By Satan

i. A procrastinator does not realize he is being led by Satan, who constantly seeks to keep people from coming to Christ.

1. Come now, and let us reason together, saith the LORD: though your sins be as scarlet, they shall be as white as snow; though they be red like crimson, they shall be as wool. (Isaiah 1:18)

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 accepted time; behold, now is the day of salvation.)(2 Corinthians 6:2)

ii. God urges people to be saved now; tomorrow may be too late.

iii. If Satan can keep a person procrastinating he will keep that one unsaved.

b. Result of Procrastination

i. For a person to die without Jesus means they will spend eternity in Hell.

ii. Life is so uncertain; it is most imperative that all people prepare for eternity.

1. 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. (James 4:14)

iii. The procrastinator should also remember that “*whatsoever a man soweth. That shall he also reap (Galatians 6:8)*”; and that “*he that soweth to his flesh shall of the flesh reap corruption. (Galatians 6:9)*”

iv. No one can sow wild oats without reaping a harvest.

c. Some Excuses

i. Not Today

1. For yourselves know perfectly that the day of the Lord so cometh as a thief in the night. For when they shall say, Peace and safety; then sudden destruction cometh upon them, as travail upon a woman with child; and they shall not escape. (1 Thessalonians 5:2-3)

2. Seek ye the LORD while he may be found, call ye upon him while he is near: Let the wicked forsake his way, and the unrighteous man his thoughts: and let him return unto the LORD, and he will have mercy upon him; and to our God, for he will abundantly pardon. (Isaiah 55:6-7)

3. Boast not thyself of to morrow; for thou knowest not what a day may bring forth. (Proverbs 27:1)

- ii. I Will Wait Until I'm Older.
 - 1. *Remember now thy Creator in the days of thy youth, while the evil days come not, nor the years draw nigh, when thou shalt say, I have no pleasure in them; (Ecclesiastes 12:1)*
 - 2. *But exhort one another daily, while it is called To day; lest any of you be hardened through the deceitfulness of sin. (Hebrews 3:13)*
- iii. I Will Wait Until I'm Established In My Business.
 - 1. *But seek ye first the kingdom of God, and his righteousness; and all these things shall be added unto you. (Matthew 6:33)*
- iv. I Will Wait Until I Feel Moved.
 - 1. What kind of feeling should someone have before he will flee from danger?
 - 2. If my house were on fire, it would be silly for me to say, "I don't feel moved to leave."
 - 3. *And the times of this ignorance God winked at; but now commandeth all men every where to repent: Because he hath appointed a day, in the which he will judge the world in righteousness by that man whom he hath ordained; whereof he hath given assurance unto all men, in that he hath raised him from the dead. (Acts 17:30-31)*
- v. I Will Wait Until I Improve Myself.
 - 1. *And he spake this parable unto certain which trusted in themselves that they were righteous, and despised others: Two men went up into the temple to pray; the one a Pharisee, and the other a publican. The Pharisee stood and prayed thus with himself, God, I thank thee, that I am not as other men are, extortioners, unjust, adulterers, or even as this publican. I fast twice in the week, I give tithes of all that I possess. And the publican, standing afar off, would not lift up so much as his eyes unto heaven, but smote upon his breast, saying, God be merciful to me a sinner. I tell you, this man went down to his house justified rather than the other: for every one that exalteth himself shall be abased; and he that humbleth himself shall be exalted. (Luke 18:9-14)*
- vi. It Costs Too Much
 - 1. This person feels he will have to give up too much of the world's pleasures and interests.
 - 2. Show him the cost of not coming to Jesus.

2. DEALING WITH THOSE WHO HAVE FEARS

a. The person who is afraid he is too great a sinner.

- i. Wrong Impression
 - 1. This person thinks God is only interested in good people.
- ii. Method in Handling
 - 1. The person needs to be shown that God loves all sinners.
 - 2. Use these verses
 - a. *For when we were yet without strength, in due time Christ died for the ungodly. For scarcely for a righteous man will one die: yet peradventure for a good man some would even dare to die. (Romans 5:6-7)*

b. The Lord is not slack concerning his promise, as some men count slackness; but is longsuffering to us-ward, not willing that any should perish, but that all should come to repentance. (2 Peter 3:9)

3. Show him that the blood of Christ is sufficient to cleanse all sin.
4. Show him some of the desperate sinners mentioned in the Bible who God saved.
 - a. David, guilty of adultery and murder.
 - b. Mary Magdalene, out of whom Jesus cast out seven demons.
 - c. Paul's career was persecuting and killing Christians.
5. Warn him of the danger of living unsaved.

b. The person who is afraid he can't make it as a Christian.

i. Attitude

1. They have a desire to be Christian but they have tried over and over to be good, and they always fail.
2. Make sure the person has definitely received Jesus.
3. Then show them the promise:
4. *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)*

3. DEALING WITH THE BACKSLIDER

a. Meaning of the term.

- i. A backslider is a Christian who has fallen into sin.
- ii. Example David, Peter

b. The Lord is seeking Him.

- i. He sometimes seeks him with a chastening rod.
 1. *To deliver such an one unto Satan for the destruction of the flesh, that the spirit may be saved in the day of the Lord Jesus. (1 Corinthians 5:5)*
- ii. He sometimes seeks him through rebuke of fellow saints.
 1. *Brethren, if a man be overtaken in a fault, ye which are spiritual, restore such an one in the spirit of meekness; considering thyself, lest thou also be tempted. (Galatians 6:1)*
- iii. He sometimes seeks him through direct appeal.
 1. *Come now, and let us reason together, saith the LORD: though your sins be as scarlet, they shall be as white as snow; though they be red like crimson, they shall be as wool. (Isaiah 1:18)*

c. The Lord Desires To Keep Him.

- i. The Lord's desire to deliver and to keep for Him those who leave Him is illustrated in the story of the prodigal son.

d. The Lord is Praying for the Backslider.

- i. He said He would pray for Peter.
 1. *And the Lord said, Simon, Simon, behold, Satan hath desired to have you, that he may sift you as wheat: But I have prayed for thee, that thy faith fail not: and when thou art converted, strengthen thy brethren. And he said unto him, Lord, I am ready to go with thee, both into prison, and to death. And he said, I tell thee, Peter, the cock shall not crow this day, before that thou shalt thrice deny that thou knowest me. (Luke 22:31-34)*

ii. John said:

1. My little children, these things write I unto you, that ye sin not. And if any man sin, we have an advocate with the Father, Jesus Christ the righteous: (1 John 2:1)

e. The Christian Responsibility is to Accept the Backslider into Fellowship.

1. Brethren, if a man be overtaken in a fault, ye which are spiritual, restore such an one in the spirit of meekness; considering thyself, lest thou also be tempted. (Galatians 6:1)

f. The Responsibility of the Backslider.

i. The backslider's responsibility is to repent and confess.

ii. God promises forgiveness and restoration to fellowship.

Portions of this lesson are based on the books: "Personal Evangelism by Macaulay and Belton" and "Personal Soul-Winning by William Evans"