

## HOW TO WIN SOULS TO THE LORD JESUS CHRIST

- I. THE TERM “SOUL WINNING” (“to Win Souls”) DEFINED.
  - A. The only Place in the Bible that directly Refers to *Soul Winning* Is Found in Proverbs 11:30.
    1. *To win souls* to Christ means, “To present Bible based reasons to a lost person so that he can receive Jesus Christ as the way to heaven.”
    2. Other ways of saying “*to win souls* to Christ” are:
      - a. “Be witnesses” (Acts 1:8).
      - b. “Winneth souls” (Pro 11:30).
      - c. “Converteth the sinner” (Jas 5:20).
      - d. “Turning people to God” (Luke 1:16-17; Dan 12:3).
  - B. As a Christian, *Soul Winning* Is Your Responsibility.
    1. You should try to win your immediate family and relatives (John 1:40-42).
    2. You should try to win your friends and neighbors (John 4:28-29, 39).
    3. You should try to win other people (Mark 16:15).
  - C. As a Christian, *Soul Winning* should Be Your Way of Life.
    1. You should not be ashamed of winning souls (Rom 1:16).
    2. You should win souls regardless of your circumstances (Acts 8:1-4).
    3. You should remember that you are Christ’s representative (ambassador) here on earth until Jesus returns (2 Cor 5:18-20).
  - D. As a Christian, You should Make Time for *Soul Winning* on a regular Basis, at least once a Week.
    1. You can go on Church visitation (Acts 15:36).
    2. You can go on door-to-door visits (Acts 20:20-21).
    3. You can give out tracts as an opening for soul winning.
  - E. As a Christian, You should Pray for a Desire *to Win Souls* (Mat 9:35-38).
  - F. As a Christian, You should Look for Opportunities *to Win Souls*.
    1. You should always be ready to give your personal testimony (1 Pet 3:15).
    2. You should pray for God to put you in a place where you can talk to lost souls (people) about Jesus Christ.
    3. You should go where lost people are (Luke 14:23; Acts 8:4).
  - G. As a Christian, You should Know the Result of **not** Trying to Win a Soul for Jesus Christ, that God Will Require You to Answer to Him if that Person Dies without Being Saved (Eze 3:18-19; Acts 20:26-27; Pro 24:11-12).

## II. PREPARATIONS THAT YOU NEED TO MAKE **BEFORE** YOU GO OUT *TO WIN SOULS*.

- A. There Are three personal Preparations that You need to Make before You Go out *to Win Souls*.
1. You need to prepare in **Prayer**.
    - a. Confess your own sins (Isa 59:1-2; Psa 32:5; 1 John 1:9; Pro 28:13).
    - b. Ask God to give you the right attitude for winning souls (a burden for the lost).
  2. You need to prepare in **Personal Hygiene**. Your body, breath and clothes should be clean.
  3. You need to prepare in **Bible Knowledge**.
    - a. It is not necessary for you to know everything in the Bible to win souls.
    - b. You should have a chain of verses marked in your Bible that you can use to show a lost person how to get to heaven.
    - c. You should memorize this chain of verses as soon as possible to be used when there is no Bible available or when the use of a Bible would not be appropriate.
- B. There Are Prayers that need to Be Offered before You Go out *to Win Souls*.
1. You need to pray for the right words to say to anyone that you meet while witnessing.
  2. You need to pray that God, by the Holy Spirit, will make those who are witnessed to open minded and willing to listen to you.
  3. You need to pray that you will be ready for opposition, anger, or a lack of interest.
  4. You need to pray that you will be ready for different responses (Acts 17:32-34).
    - a. Some people will mock (make fun of you) (v.32).
    - b. Some people will put you off until later (v.32).
    - c. Some people will believe and get saved (v.34).
  5. You need to pray that you will receive power to witness.
    - a. Pray that the Holy Spirit will give you the ability to witness with results (Acts 1:8).
    - b. Pray that the Holy Spirit will go before you to get people ready for you to witness to them (John 16:7-11).
  6. You need to pray that the Lord will bless your efforts to win souls (John 4:34-38).
- C. Equipment that You should Have before You Go out *to Win Souls*:
1. You should have a big print New Testament that is marked with a chain-reference for soul winning.
    - a. A chain-reference is a group of verses that are read in a certain order.

- b. The following is a “suggested” chain of references that you can use:
  - 1) Romans 3:23...(all are sinners.)
  - 2) Romans 6:23a...(the price of sin is death)
  - 3) Hebrews 9:27...(judgment follows death.)
  - 4) Romans 14:12...(all will account for themselves.)
  - 5) Matthew 10:28; Revelation 21:8...(a sinner’s end is hell-fire)
  - 6) Romans 5:8...(God’s love for sinners is revealed)
  - 7) Acts 20:21...(repentance and faith are needed.)
  - 8) Ephesians 2:8-9...(salvation is by faith and not works.)
  - 9) 1<sup>st</sup> Corinthians 15:1-4...(the Church Age Gospel that saves)
  - 10) John 1:12...(Christ must be received to be saved)
  - 11) Romans 10:9-10...(Christ is received by confessing Him as Lord and Savior.)
  - 12) 2<sup>nd</sup> Corinthians 5:21...(Christ takes care of sin.)
- 2. You should have different tracts with you.
  - a. Be familiar with their titles and what they say.
  - b. Those tracts with illustrations (pictures or drawings) are best, like Chic Publications.

D. A Suggested Chorus that You Can Memorize and Repeat before You Go out to Win Souls:

**“Lord, lay some soul upon my heart,  
And love that soul through me.  
And may I nobly do my part,  
To win that soul for Thee.”**

### III. PROCEDURES THAT YOU NEED TO FOLLOW **WHILE** YOU ARE OUT WINNING SOULS:

- A. You need to Pray without Ceasing (without stopping) (1 Thes 5:17).
  1. **Before** you speak to the person that you are going to witness to, *pray* for the right conditions to witness to him.
  2. **While** speaking to someone, *pray* for the right words to say so he will seriously think about what you are saying.
  3. **After** giving the gospel to someone, *pray* for the right results to take place, either conviction or salvation.
- B. You Need to Keep four Things in Mind while Witnessing:
  1. Keep in mind that God wants you to witness to others and will give you the ability to do it (Acts 1:8).
  2. Keep in mind that the Holy Spirit will convince sinners (reprove them) of their being lost (John 16:7-9).
  3. Keep in mind that some soul is in danger of going to hell and you can have a part in changing where that soul will spend eternity (Jas 5:20).

4. Keep in mind that you do not have to rely on education or worldly wisdom to win souls (1 Cor 2:4-5).
- C. You need to Develop a good Rapport (relationship) with the Lost Person.
1. Start the conversation with a statement that will result in a response (John 4:7, 9) or a question that requires an answer in order to “break the ice” (Acts 8:30-31).
  2. Begin (establish) a good relationship as soon as possible.
    - a. Be casual, friendly and warm, but speak with confidence.
    - b. Do not use Bible terms unless they are either known or explained.
- D. You need to Steer the Conversation to the Lost Person’s Relationship with God.
1. The “natural,” the “indirect” and the “direct” approaches are three ways to steer the conversation towards someone’s salvation.
    - a. Questions to ask using the **natural** approach:
      - 1) When someone asks, “What do you know good?” answer him with, “I know the Lord Jesus Christ as my personal savior.” Then ask him, “Do you know Him as your personal savior?”
      - 2) When someone says, “It’s hot as hell today!” say, “It’s not everyone that still believes hell is a real place that’s hot.” Then ask him, “Are you sure you’re not going there?”
    - b. Questions to ask using the **indirect** approach:
      - 1) Ask, “Do you believe in God?”
      - 2) Ask, “Do you go to Church?”
      - 3) Ask, “What religion (denomination) are you?”
    - c. Questions to ask using the **direct** approach:
      - 1) Ask, “Are you 100 % sure that you’re going to heaven when you die?”
      - 2) Ask, “If there is a way of knowing for sure that you will go to heaven when you die, would you be interested in knowing about it?”
      - 3) Ask, “Has anyone ever taken the time to show you what God says that you must do to know for sure that you will go to heaven when you die?”
  2. The best method is “the natural approach” because:
    - a. The statement or words of the person himself are used to ask either a direct or an indirect question.
    - b. The person usually feels he has to answer since his statement, or words, started the conversation.
- E. You need to Stay on the main Subject.
1. The main subject of the conversation should be kept on salvation.
  2. Put all other subjects off until after he is saved (1 Cor 2:14).

3. Do not allow the conversation to change to another subject such as, “Where did Cain get his wife?” or “What about the hypocrites in the Church?” or “How did Noah get all those animals into the ark?”
4. Keep the conversation on his relationship with God and Jesus Christ.

F. You need to Keep a good Attitude (Mat 10:16).

1. Be wise as a serpent by:
  - a. Not letting him get you angry.
  - b. Not worrying when things do not seem to be going very well.
2. Be harmless as a dove by:
  - a. Apologizing for possibly hurting his feelings or for offending him in some way and then quote a Bible verse (Rom 14:21; Acts 23:1-7).
  - b. Agreeing with him on some point and then quote a Bible verse or ask him a direct question.

IV. SHOW THE LOST PERSON HOW HE CAN **KNOW** HE IS GOING TO HEAVEN.

- A. Whenever possible Have the lost Person Read the Bible Verses about Salvation out loud to Keep His Mind on the Word of God (Isa 55:11).
- B. Show the lost Person that His Sin must Be Dealt with (looked into).
  1. He has to realize that he is a sinner (Rom 3:23; 1 John 5:17a).
    - a. Because of what he has thought (Pro 15:26; Mat 5:27-28).
    - b. Because of what he has said (his words) (Mat 12:36-37; Job 15:5-6).
    - c. Because of what he has done (his works or deeds) (John 3:19-20; Gal 5:19-21).
  2. He has to realize that because he is a sinner he is self-condemned (made guilty) (Rom 6:23a; John 3:18, 36).
- C. Show the lost Person that all Sinners must Face Death and Judgment (Heb 9:27; Rom 14:12; Rev 20:11-13).
- D. Show the lost Person that the Verdict of Judgment Is a Lake of Fire, the Second Death of Revelation 20:15 and 21:8.
- E. Show the lost Person that God’s Love Is Shown by Jesus Christ Coming to Die for the Lost (Rom 5:8).
- F. Show the lost Person that He must Repent (be so sorry about his sins against God that he decides he wants to change his ways).
  1. Jesus said that without repentance there is no salvation (Luke 13:3).
  2. There are three parts to saving repentance:
    - a. There is a turning away from works for salvation (Heb 6:1).

- b. There is a turning to God by admitting that you are a sinner (Acts 20:21; Luke 18:13).
  - c. There is a turning to Jesus Christ in faith to be saved (Acts 20:21; 2 Cor 7:10).
- G. Show the lost Person that He Cannot Save Himself (Eph 2:8-9; 2 Tim 1:8-9; Tit 3:5; Rom 4:4-5).
- H. Show the lost Person that His Sins Are Taken away when, by Faith, He Receives Jesus Christ as His personal Savior.
  - 1. Show him that the shedding (pouring out) of blood is necessary for the forgiveness of his sins (Heb 9:22; Mat 26:26-28; 1 John 1:7b; Rev 1:5 & cf. Acts 20:28; 1 Cor 15:1-4).
  - 2. Show him that he must receive Jesus Christ as his personal savior to be saved (John 1:12-13; Rom 10:9-10).
  - 3. Show him that when a person receives Jesus Christ, God takes his sin (his sinfulness) and places it on Christ and then God takes Christ's righteousness (His goodness) and places it on the person receiving Christ (2 Cor 5:21).
- V. TRY TO GET THE LOST PERSON TO MAKE A DECISION TO RECEIVE JESUS CHRIST AS HIS PERSONAL SAVIOR (to Get Saved).
  - A. Ask the lost Person if He would like to Receive Jesus Christ as His Savior right now (John 1:12-13; 2 Cor 6:2).
  - B. Ask the lost Person if there Is Anything Stopping Him from Receiving Jesus Christ at this Time.
    - 1. Deal with his problem by using Bible verses if at all possible (Mat 22:23-29; Gal 4:30a).
    - 2. If you do not know the answer to his problem, tell him that you will find out and get back to him with the answer as soon as possible.
    - 3. After dealing with his problem, try to get him to make a decision once again.
  - C. What to Do when a lost Person Tries to Put off Making a Decision to Receive Christ:
    - 1. Remind him that Jesus Christ could return at any time (Mat 24:42-44).
    - 2. Remind him that he will be judged for his sins by Christ, when Jesus comes back (Rom 2:16; Rev 20:11-13).
    - 3. Remind him of the danger of going to hell (Mat 23:33; Luke 16:19-31).
    - 4. Return at least two more times to try and get him to receive Christ as his personal savior (Tit 3:10).

- D. When a lost Person Decides not to Get Saved, Ask Him if You Can Pray for Him right now.
1. If he says “yes,” pray out loud that God will keep him from death until he makes a decision to get saved and that God will do whatever is necessary to convince him of his need to get saved soon.
  2. While praying out loud, stop and ask him if he would like to receive Jesus Christ as his personal savior (get saved) right now.
  3. If he says “no” to your request to pray, thank him for listening to you, give him several tracts to read and tell him that you would like to know what he thinks of them. This will open the door to present the gospel one more time to him (see C.4. above).
- E. When a lost Person Does Decide to Get Saved, Show Him a “Sample Prayer” that He Can Pray to Be Saved (if he really means it) (Psa 44:21).

**“Dear God,**

**I know that I am a sinner, and I am sorry that I have sinned against You. I realize that because of my sins I deserve death, judgment and hell. I understand that nothing that I might do can save me (not religion, not baptism, not good works, not keeping the commandments). I believe that Jesus Christ came from heaven to die on the cross for my sins and that You raised Him from the dead to save me from both judgment and hell. So, the best way I know how, I receive Jesus Christ as my Lord and Savior.”**

**“Thank You God for saving me and bringing me into fellowship with You. Help me, Lord, to start living for You from now on. For Jesus’ sake I ask it. Amen!”**

VI. WHAT YOU SHOULD DO **AFTER** SOMEONE RECEIVES JESUS CHRIST AS HIS PERSONAL SAVIOR.

- A. You should Show the new Christian that He Can Know that He Is Saved and Has eternal Life right now (1 John 5:9-13).
- B. You should Show the new Christian that He Cannot Lose His Salvation.
1. Show him that when he received Jesus Christ he was sealed with the Holy Spirit (Eph 1:13).
  2. Show him that the Holy Spirit will keep him sealed until Christ returns from heaven (Eph 4:30).
  3. Show him that he cannot lose his salvation because Christ is keeping him saved (2 Tim 1:12c).

4. Show him that he is preserved because he is **in** Christ (Jude v.1).
5. Show him that Christ is keeping him from falling and will present him faultless (Jude v.24).

C. You should Show the new Christian some of the Blessings that He Has in the Lord Jesus Christ.

1. Show him that he is now a Child of God (Gal 3:26).
2. Show him that his sins are forgiven (Acts 5:30-31).
3. Show him that he has a home in heaven (John 14:1-3).

D. You should Show the new Christian some of His Responsibilities.

1. Show him that he should be baptized in water (Acts 8:36-38).
2. Show him that he should read and study the Bible every day (daily) (Acts 17:11; 2 Tim 2:15).
3. Show him that he should spend time in daily prayer (Psa 55:17; Dan 6:10; 1 Thes 3:10).
4. Show him that he should confess his sins and failures to God daily (Psa 32:5; Pro 28:13; 1 John 1:8-10).
5. Show him that he should join a Bible-believing Church (Heb 10:25; Rom 10:17).
6. Show him that he should start doing something for God (Rom 12:1-2; Tit 3:8; Eph 2:10; Gal 6:9).
7. Show him that he should tell others how he got saved (Mat 10:32; Mark 5:18-20; John 4:28-30, 39).

E. You should Offer to Teach the new Christian a basic Bible Study (2 Tim 2:15; 3:15-17; Isa 28:9-10; 2 Tim 2:2).

VII. THERE ARE MANY OTHER COMBINATIONS OF SCRIPTURE PASSAGES THAT CAN BE USED TO TELL A LOST PERSON HOW HE CAN KNOW HE IS GOING TO HEAVEN (see IV. above). USE THE ONES THAT BEST FIT THE SITUATION, AS THE HOLY SPIRIT GUIDES THE WITNESSING.