



Soulwinner's Training Guide

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*"...pulling them
out of the fire..."*
Jude 1:23

INTRODUCTION

When we speak of **soul-winning**, we are actually speaking of **soul-leading**. We are leading people to the saving knowledge of Jesus Christ, so that they may put their faith and trust solely in His shed blood for the remission of their sins. It is the responsibility of every child of God to be a soul-winner. That command, not suggestion, was given over and over again throughout the New Testament. Here are just a few of the verses:

Matthew 28:19-20

¹⁹Go **ye** therefore, and teach all nations, baptizing them in the name of the Father, and of the Son, and of the Holy Ghost:

²⁰Teaching 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.

Mark 16:15

¹⁵And he said unto them, Go **ye** into all the world, and preach the gospel to every creature.

Acts 1:8

⁸But **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.

Note that in all of these verses, the word “ye” was used. The word “ye” in our King James Bible is the plural form of the word “you”. (*This shows the care and accuracy of preservation in our Bible that other translations remove.*) Jesus was speaking to the collective group of believers and telling **us** that it is **our responsibility** to witness. Every child of God should have a burning desire within them to share with others the wonderful truth of God’s love, mercy, and grace to condemned sinners. When that desire exists, there is no need for coercion, persuasion, or prodding to be a soul-winner.

In this **Soul-Winner Training Guide**, we will examine three areas which will teach the basic practice of soul-winning, assist you with answering questions that may be asked, and help to dispel the false doctrines that you will encounter. This guide is by no means all that there is to know about being an effective witness for Christ, but it is meant to be a resource of learning and help to get started and comfortable with sharing the Gospel. Soul-winning is a challenge, but it is also rewarding. Always bear in mind that we are entrusted with sowing the seed, but God is entrusted with bearing the fruit.

Psalms 126:5-6

⁵They that sow in tears shall reap in joy.

⁶He that goeth forth and weepeth, **bearing precious seed**, shall doubtless come again with rejoicing, **bringing his sheaves with him**.

Soul-winning is **not** about how much fruit you see but how much seed you have sown.

HOW TO PRESENT THE GOSPEL

Before we discuss how to present the Gospel, let us first discuss what the Gospel is and what it is **not**. Many people genuinely believe in reaching others with the Gospel, but when their definition of the Gospel or their presentation of the Gospel is incompatible with Scripture, they are not accomplishing anything of eternal value. The word “gospel” literally means “good news”. What good news? Well, the Bible defines the good news of the Gospel for us.

1 Corinthians 15:1-4

¹Moreover, brethren, **I declare unto you the gospel** which I preached unto you, which also ye have received, and wherein ye stand;

²By which also ye are saved, if ye keep in memory what I preached unto you, unless ye have believed in vain.

³For I delivered unto you first of all that which I also received, how that **Christ died for our sins** according to the scriptures;

⁴And that **he was buried**, and that **he rose again the third day** according to the scriptures:

The Gospel is not singular; it is plural. Herein lays the mistake of many who share a polluted or diluted message of the Gospel. Evangelical Christians usually share a singular message of God’s love, without expressing God’s condemnation of sin. Calvinists usually share a singular message of God’s wrath and anger with the wicked, without expressing God’s grace and mercy that poured out love on Calvary. Some Independent Baptists, including some “big-named” preachers and colleges, share a singular message of passing “from unbelief to belief”, without expressing the need for a sinner to repent and trust Christ by faith. Other denominations (*such as Methodist, Lutheran, Church of Christ, Pentecostal, Assembly of God, etc.*) share a plural Gospel, but it is plural because they add some work, emotion, or exhibition to the Gospel as a requirement for salvation. Cults (*such as Catholic, Mormon, Jehovah’s Witness, Seventh Day Adventist, etc.*) simply pollute or delete the Gospel by means of a system of works for salvation.

The Gospel is the plural message that ¹Christ died ²for our sins, was ³buried, and ⁴rose again on the third day. The plurality of the Gospel is, as Paul described it, **“according to the Scriptures”**. Any Gospel presentation that removes any of these points is not a Biblical representation of what one must put their faith and trust in for salvation. This is why it is so important for every Christian to learn how to give the Gospel clearly and effectively. As we take the time to study this important subject of soul-winning, ask the Holy Spirit to be your instructor in God’s wisdom and truth. Pray that He will guide every word and every thought when we are giving others the Gospel. We need His guidance and His help, because it is the Holy Spirit not the soul-winner that must convict the sinner of his sin. For where there is no conviction, there is no conversion.

Every Soul-Winner must rely on the **Holy Spirit** not **their experience** or **proficiency**.

Let us look now at the key points of the gospel and the verses from Scripture where we will take the sinner to understand his need for the Saviour.

Point | 1 – They must understand they are a sinner.

Until a person understands their condition, they cannot understand their position before a holy God. It is impossible for someone to trust by faith in the finished work of Jesus Christ when they have not acknowledged their condition without him. It is impossible to be forgiven until you first acknowledge that you have need of forgiveness. Any person that is saved to something (*the Lord Jesus Christ*) has to be saved from something (*sin*).

Why did Jesus shed his blood? It was not to provide us a home in heaven. He shed his blood to forgive us of our sins. When someone accepts the forgiveness of sin, a home in heaven is the result. Do not confuse the result with the reason. Jesus said that he came into the world, not to condemn the world, but to save the world from the condemnation that already existed because of sin.

In John 8, when the adulterous woman was brought before Jesus, he saved her life, but he told her to go and sin no more. In Mark 2, when the lame man was brought to him by four friends, Jesus first told the young man his sins were forgiven. It was only after the Pharisees caused a scene that he told the young man to rise up and walk. The adulterous woman desired to live, and the lame man desired to walk. Christ's focus was on their sin, though he did help their condition. Everyone may want to go to heaven; however, until they've received the forgiveness of their sins they can't.

Definitions of sin:

- Sin is anything we do to displease God
- Sin is failure to conform to the laws of God. This includes attitudes and actions.

Verses about sin:

Romans 3:10

As it is written, There is none righteous, no, not one:

Explanation: Not one person can claim to be righteous before a righteous God. Righteousness is the absence of unrighteousness. It is perfection. Just about everyone loves to claim that they are not perfect, in order to divert attention from responsibilities that come as consequences. The problem is to get people to understand that we are "bad enough" to be condemned.

Ecclesiastes 7:20

For there is not a just man upon earth, that doeth good, and sinneth not.

Explanation: There is no one who has ever lived on this earth that is not guilty of at something, even a little lie. It doesn't take a murder, just a lie, to be a sinner.

Roman 3:23

For all have sinned, and come short of the glory of God;

Explanation: The measuring stick for whether a person is “good enough” or “bad enough” is the Lord Jesus Christ, the glory of God. No one measures up to Him. Where we must focus is that no one is “good enough”. We all come short.

Illustration: Little children often talk about how big their parents are (“Daddy, you sure are tall” or “mommy, when I get as big as you someday...”), and to that child, there are much bigger than they are. However, those parents are nothing when compared to the Sears Tower. It is all about what you compare to.

Psalms 51:5

Behold, I was shapen in iniquity; and in sin did my mother conceive me.

Explanation: We are all born with an inbred capacity to sin. No one has to teach a child how to lie. We all have that natural ability. We are born sinners.

Romans 5:12

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:

Explanation: Sin entered this world with Adam’s action, and death entered with it. If death has passed to every man then so has sin.

1 John 1:8

If we say that we have no sin, we deceive ourselves, and the truth is not in us.

Explanation: A person who says they are not a sinner is deceiving himself. An alcoholic who will not acknowledge he is one cannot be helped. An addict who will not acknowledge they are one cannot be helped. A sinner who will not acknowledge that he is one cannot be saved.

1 John 1:10

If we say that we have not sinned, we make him a liar, and his word is not in us.

Explanation: For someone to say that they are not a sinner is to call God a liar. God has declared that we are sinners, and for us to refute that is to prove that his word does not dwell in us. A person that will not accept their sinful condition cannot accept Christ as their Savior.

If a person will not acknowledge their sinful condition before a holy God, you cannot proceed with the gospel. How will they accept the truth to come if they have not first accepted the truth given? The acknowledgment of sin is the foundation upon which the rest of the gospel must be built.

Point | 2 – They must understand there is a price for sin.

Just as it is impossible to present the gospel without presenting that each and every person is a sinner, it is impossible to present sin without presenting the penalty. Once a person understands that they are sinner, they also need to understand that with their sin comes a responsibility and payment. Though people may be moved by the love of God, it is imperative that they understand the condemnation of hell that comes because of their sin. A sinner needs to admit that they deserve punishment for their sins.

We make a mistake when we tell people that the price for sin is simply “separation from God”. Are they separated from God? Yes. But where are they separated and for how long? They are separated from a holy God in a lake of fire for all eternity. Jesus showed His concern in this matter, because He said more about hell than he did about heaven. He knew that people needed to know the full weight and payment of their sin.

If there is no severe consequence for severe action, there is no need to change. There is no need to accept Christ as Savior if there is no punishment for the sin that sent him to the cross. Personal responsibility may not be popular in our world, but it is still a Scriptural principle of our responsibility before God for our sin. People must understand the severe, everlasting punishment for sin. If they do not understand the weight of the penalty of sin, they will not be able to fully comprehend what Christ had to suffer to pay for the sins of the whole world.

Definition of sin’s penalty:

- Our sin will separate us from God in a lake of fire for all eternity.

Verses about sin’s penalty:**Romans 6:23**

For the wages of sin is death; but the gift of God is eternal life through Jesus Christ our Lord.

Explanation: The word “wages” denotes a payment. The reason for the payment and the extent of the payment are included in this verse. The reason for this wage is “sin”, and the extent of the payment is “death”. And this is just.

Illustration: Everyone who works a job expects their wages in the form of a paycheck. It is reasonable and just to expect that if you have worked the hours, you receive compensation for that labor. It is just as reasonable for God to compensate our sin with a wage of death. We committed them; now we receive the full payment for them.

Hebrews 9:27

And as it is appointed unto men once to die, but after this the judgment:

Explanation: Everyone is going to die. That is just a fact of life. However, once we die, there is a judgment for the sins that we have committed.

Revelation 21:8

But the fearful, and unbelieving, and the abominable, and murderers, and whoremongers, and sorcerers, and idolaters, and all liars, shall have their part in the lake which burneth with fire and brimstone: which is the second death.

Explanation: God gives us a long list of sins that we would give different weights to. We would classify “murderers” and “sorcerers” and much worse than “liars”, but before a perfect, holy God, they are all worthy of condemnation. The lake of fire is an everlasting punishment for sin, which the Bible describes as the “second death”. Though we will all die physically, that death is temporary. It is temporary because the pain of death is gone when someone takes their last breath. The second death is everlasting. The pain and suffering of that death will last throughout all eternity.

Matthew 25:41

Then shall he say also unto them on the left hand, Depart from me, ye cursed, into everlasting fire, prepared for the devil and his angels:

Explanation: When someone breaks the laws of our city or nation, we say that they are on the “wrong side of the law”. Here, Jesus explains that every person who stands before God, still bearing the weight of their sins, will be on the wrong side of God’s throne. He will look at those whose sins have not been forgiven, and He will condemn them to the same fiery judgment that the devil and his angels will be condemned in.

If you woke up tonight to find that your house was on fire, what would you do? Would you run for the front door and hope everyone else got out ok? Would be concerned about whether or not everyone was getting a good night’s sleep? The answer to all these is NO! You would wake everyone in the house up and do your best to get everyone out. This is the responsibility that we have to the lost world. They are asleep in their sin, and there is a great and terrible fire quickly approaching.

In Luke 16, we find the factual account of the rich man and Lazarus. The rich man was asleep in his wealth and sufficiency, but there came a day when he was awakened out of his sleep by death. When he woke up, he was already in hell. It was too late for him to realize the error of his way, but he quickly turned his focus to his brethren still alive on this earth. He pleaded for someone to go back and warn them of the punishment to come. There is no one that would warn the lost more of the punishment of sin that is to come than someone already in hell. They can’t, so we better.

The Bible tells us that some people are only motivated to salvation because of the fear of hell. In Jude 1:23, the Bible says, “*And others save with fear, pulling them out of the fire; hating even the garment spotted by the flesh.*” We need to yell, “FIRE”.

Point | 3 – They must understand that Christ paid the price for sin.

A message of condemnation without a message of hope isn't worth sharing. Once a person has acknowledged their sinful condition and admitted that they deserve to pay for their own sins, they are ready to hear that Christ already paid the price. This is why the Gospel is called the Good News. There is no better news for a prisoner condemned to death, about to head to the death chamber, than to hear that a pardon is on its way.

A person, once they have admitted their guilt, needs to understand that Christ took upon Himself their punishment and that of the whole world. They need to understand the suffering of the Lord Jesus Christ for our sins. If they understand this, then they will begin to understand how seriously God takes sin and its punishment. They also need to know that Christ did not die for the good, but for the sinful. He did not wait until men got good enough to deserve His sacrifice. He gave Himself in spite of our sin.

Romans 5:8

⁸*But God commendeth his love toward us, in that, **while we were yet sinners**, Christ died for us.*

An important point that should be made with this verse is that the reference to God and Christ is in harmony with Christ's deity as God. This is a good place to press the point that Jesus is God, and He has always been God. **John 1:1-3** is probably the best and clearest passage of Scripture to support this point. If a sinner does not believe that Jesus is the sinless Son of God, then they cannot truly put their faith in the shed blood of Jesus for the forgiveness of their sin. Only God has the right to forgive trespasses against Him. If they do not believe that Jesus is God, then they don't believe that He forgives.

We must also help the lost to comprehend all that our sin did to Jesus. ⁽¹⁾Jesus took our place of suffering and shame. ⁽²⁾Jesus paid the penalty of an everlasting hell. ⁽³⁾Jesus, who is without sin, became our sin in order to pay the price for it. ⁽⁴⁾Jesus was separated from the Father because of our sin. ⁽⁵⁾Jesus shed His blood as the price for sin.

Definition of Christ's payment:

- Jesus became our sin and paid for it by shedding His sinless blood on the cross.

Verses about Christ's payment:

⁽¹⁾**1 Peter 3:18** – Jesus took our place of suffering and shame

For Christ also hath once suffered for sins, the just for the unjust, that he might bring us to God, being put to death in the flesh, but quickened by the Spirit:

Explanation: Jesus hung on the cross in open shame and excruciating agony because of our sin. We deserved to be scourged, to be spit upon, and to be nailed to our own cross and mocked while upon it. Yet, Jesus took upon Himself all of this suffering and shame. He took our place to pay for our sins. (See also Isaiah 53:5-6)

⁽²⁾ **Isaiah 53:11** – Jesus paid the penalty of an everlasting hell

*He shall see of the **travail of his soul**, and shall be satisfied: by his knowledge shall my righteous servant justify many; for he shall bear their iniquities.*

Explanation: To pay for our sins, Jesus had to suffer more than just a physical death on a cross. Jesus paid the full penalty of an everlasting lake of fire for the entire world – past, present, and future. His suffering was unimaginable.

⁽³⁾ **2 Corinthians 5:21** – Jesus, who is without sin, became our sin in order to pay for it

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.

Explanation: It would be impossible for a sinner to pay for the sins of others. They would be under the condemnation of their own sin. The only reason Jesus could pay the price for our sin is because He was without sin.

⁽⁴⁾ **Matthew 27:46** – Jesus was separated from the Father because of our sin

And about the ninth hour Jesus cried with a loud voice, saying, Eli, Eli, lama sabachthani? that is to say, My God, my God, why hast thou forsaken me?

Explanation: Jesus had never known separation from the Father. Just as Jesus cried out in agony from the solitary suffering of the cross, so every sinner who dies without Christ will cry out in suffering, separated from God.

⁽⁵⁾ **Hebrews 13:12** – Jesus shed His blood as the price for sin

Wherefore Jesus also, that he might sanctify the people with his own blood, suffered without the gate.

Explanation: The Bible makes it clear that the price for sin is blood. It was not the death of Christ that paid for our sins. It was His sinless blood. This is a point that must be emphasized, because the Bible emphasizes it.

Verses about the blood:

Romans 5:9

⁹*Much more then, **being now justified by his blood**, we shall be saved from wrath through him.*

Ephesians 2:13

*But now in Christ Jesus ye who sometimes were far off are **made nigh by the blood of Christ**.*

Hebrews 9:22

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

Romans 3:25

Whom God hath set forth to be a propitiation through faith in his blood, to declare his righteousness for the remission of sins that are past, through the forbearance of God;

Point | 4 – They must understand that God offers a free gift.

A key point in the presentation of the Gospel is that the eternal and everlasting life offered by God is a free gift. There is nothing anyone is required to do or could do to obtain or to retain the gift of salvation that God offers. This is the primary error of most other religions and cults. They either teach that a person must earn salvation through works or they must keep salvation through works. Neither of those teachings is a Scriptural truth. A gift requires nothing before or after the receiving of it.

If God required something in return for salvation, it would not be a gift. The Bible, however, calls it the “gift of God”. The only requirement for a gift is that you receive it.

Definition of God’s free gift:

- God offers the gift of everlasting life to all those who will simply put their faith and trust in the price Jesus paid for our sins on the cross. No works required.

Verses about God’s free gift:

One of the best verses to use to explain this point is one that almost everyone is acquainted with, **John 3:16**.

John 3:16

⁽¹⁾For God ⁽²⁾so loved ⁽³⁾the world, ⁽⁴⁾that he gave his only begotten Son, ⁽⁵⁾that whosoever believeth in him ⁽⁶⁾should not perish, ⁽⁷⁾but have everlasting life.

Explanation: This verse explains God’s free gift so thoroughly that you may not need to go to other Scriptures. Below is a breakdown of this verse that can help you in explaining about God’s free gift of everlasting and eternal life.

⁽¹⁾**The provider of the gift: “For God...”**

The only one who could offer a gift of this magnitude is God. He is also the only one who can truly offer a gift without any strings attached. We may give gifts that are not earned; however, we always expect something in return, even if it is just a “thank you”. We give gifts to our children, but we want to enjoy the smiles on their face. We give gifts to our friends, but if we do not hear of their gratefulness or thankfulness, we feel like our gift was wasted. God has no selfish motive in offering His free gift of eternal life. He is only concerned about our eternal destination.

⁽²⁾**The motive of the gift: “...so loved...”**

God’s motivation had nothing at all to do with man’s actions; it just had to do with man. **God so loved.** Because the motivation behind His gift of everlasting life was His deep, abiding love for man, there is nothing a man has to do to earn it. Many people question the love of God because bad things happen; however, there is no greater evidence for the fact that “*God is love*” (1 John 4:8) than the proof of love He showed by sending the Lord Jesus Christ to die on the cross of Calvary. He did this, not because He was required to or was obligated to, but simply because He “*so loved*”.

⁽³⁾**The benefactor of the gift:** *"...the world,"*

God does not offer this gift to the animals, or the trees, or any other part of His creation. God offers this gift to mankind. What love this shows! Out of all God's creation, man is the only one who has broken God's laws and is guilty of sin. Yet, God presented His love to guilty men through Jesus' broken body on the cross. This is proof of God's gift being free and without requirement, because He chose the least worthy to offer His gift of life.

⁽⁴⁾**The price of the gift:** *"...that he gave his only begotten Son,"*

Every gift costs the giver something. Whether it is their time, their talent, or their treasure, the gift costs something to give. God gave His free gift by paying an invaluable price. The shed blood of Jesus Christ was the price He paid for our gift.

⁽⁵⁾**The requirement of the gift:** *"...that whosoever believeth in him..."*

There is only one requirement that God puts on His free gift of eternal life. A lost sinner must put their faith in Jesus' blood to receive the gift.

⁽⁶⁾**The necessity of the gift:** *"...should not perish,"*

We may receive gifts on this earth that we really don't need; however, there is no greater need that we have than to be rescued from the condemnation of hell. God's free gift provides the only way of escape. His gift is the life preserver thrown to the drowning soul who has fallen into the raging sea. It is their only hope, and He is ours.

⁽⁷⁾**The result of the gift:** *"...but have everlasting life."*

The result and extent of this gift of "life" is seen in the word "everlasting". Everlasting means that there is a beginning (*the moment I receive the gift*), but there is absolutely no ending (*it lasts throughout all eternity*). The gifts we give and receive on this earth are temporal, but God's gift, that He offers freely, is everlasting.

Romans 5:8

But God commendeth his love toward us, in that, while we were yet sinners, Christ died for us.

Explanation: The word "commendeth" means that God **exhibited** or **showed** how much He loved us. Notice that this verse tells us that He commended His love "while we were yet sinners". God did not require man to get better before He showed His love. Christ died for us when we didn't deserve. It is free.

Ephesians 2:8-9

⁸*For by grace are ye saved through faith; and that not of yourselves: it is the gift of God:*

⁹*Not of works, lest any man should boast.*

Explanation: The "gift of God", which is His grace, is received through faith in the price Jesus paid for our sins by shedding His blood on the cross. We are told in verse nine that God's gift of gracious salvation is "Not of work". For, if it were of works, then man would have a reason to "boast". No flesh shall glory, or "boast", in His presence. (1 Corinthians 1:29)

Point | 5 – They must understand that faith in Christ is the only way.

A lost person needs to know that their faith must be in Christ alone for the forgiveness of their sins. To trust in Christ plus something else, is to trust in the something else. They must put their full faith in the finished work of Jesus Christ to forgive them of their debt of sin. They must trust His blood to cleanse them.

Definitions of faith in Christ:

- You must put your faith and trust in the blood of Jesus to forgive your sins.
- Your faith must be in the finished work of Jesus Christ (*His death, burial, and resurrection*), plus nothing and minus nothing.

Verses about faith in Christ:

John 14:6

*Jesus saith unto him, I am **the way, the truth, and the life**: no man cometh unto the Father, but by me.*

Explanation: No clearer statement could be given than this one by Jesus Himself. “The” is the definitive article, meaning “the one and only”. Jesus said that He is the one and only way, the one and only truth, and the one and only life. To be able to come to the Father (*enter heaven*), you must go through Jesus alone.

Galatians 2:16

Knowing that a man is not justified by the works of the law, but by the faith of 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.

Explanation: The only way to be “justified” in God’s eyes is through faith in Jesus Christ. No work could do that. In the eyes of God, Jesus makes me “just-if-ied never sinned”.

Philippians 3:9

And be found in him, not having mine own righteousness, which is of the law, but that which is through the faith of Christ, the righteousness which is of God by faith:

Explanation: We have already covered how Jesus is the measuring stick of righteousness. We are told in this verse that the only way to be found in His righteousness is to “go through the faith of Christ”.

1 John 5:11-12

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.*

Explanation: Very clearly put...If you have trusted Jesus Christ, the Son, you have life. If you have not trusted Jesus Christ, you are still condemned. Salvation hangs upon faith in Jesus Christ alone.

At this point, you are ready to bring the person to a place of decision.

1. Reject the message of the Gospel and go my own way.

If a person is not willing to accept what the Word of God says about them and about Jesus, you cannot continue. We have a responsibility to move on to someone else.

Ezekiel 33:9

Nevertheless, if thou warn the wicked of his way to turn from it; if he do not turn from his way, he shall die in his iniquity; but thou hast delivered thy soul.

2. Accept the message of the Gospel and trust Christ.

If the person is ready and willing to accept the message of the Gospel that has just been shared with them, then take them back through a brief review. When reviewing the Gospel briefly, ask them for a response of belief or disbelief.

Example of Gospel Review:

"Let me just review with you for a moment to make sure that you understand and see if you have any questions."

Point | 1 – *"Do you understand and agree with God's Word that you are a sinner?"*

Point | 2 – *"Do you understand and agree with God's Word that, because of your sin, you deserve to be punished in the lake of fire for eternity?"*

Point | 3 – *"Do you understand and agree with God's Word that Jesus paid the price for your sin and took your punishment?"*

Point | 4 – *"Do you understand and agree with God's Word that God has offered the blood of Jesus to you as a free gift in payment for your sins?"*

Point | 5 – *"Do you understand and agree with God's Word that you must put your faith in Jesus' blood alone to cleanse you and forgive you of your sins?"*

"Would you like to, right now, pray and tell the Lord Jesus Christ that you want to put your faith and trust in what He did to forgive you of your sins?"

NOTE: The best way to have someone accept Christ as their Saviour is for them to pray their own prayer in their own words. Share Romans 10:9-13 with them:

Romans 10:9-13

⁹*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.*

¹⁰*For with the heart man believeth unto righteousness; and with the mouth confession is made unto salvation.*

¹¹*For the scripture saith, Whosoever believeth on him shall not be ashamed.*

¹²*For there is no difference between the Jew and the Greek: for the same Lord over all is rich unto all that call upon him.*

¹³*For whosoever shall call upon the name of the Lord shall be saved.*

Explanation: It is not the words of a prayer that save a person. Emphasize this point. It is the faith that one prays to God with that brings salvation. "With the heart", not with the head, man receives Christ by faith.

“Why don’t you just bow your head and pray to Jesus. Tell Him that you know you are a sinner, deserve to spend eternity in a lake of fire, accept His blood for the payment of your sins, and trust only Him to save your soul.”

NOTE: If the person tells you that they don’t know what to say, you could lead them in a simple pray, having them repeat after you. But, if you do this, again emphasize that it is not the words of any prayer that save. It is the faith they present to God from their heart. Lead them in a prayer that covers the points of the Gospel.

Example of Sinner’s Prayer:

“Dear Jesus, I know I am a sinner. I know that because of my sin, I deserve to be punished in the lake of fire for all eternity. I believe that you came and shed your sinless blood on the cross to pay for my sins. I believe that you offer that gift freely without anything I can do. I trust you, by faith, to cleanse me with your blood and forgive me of all my sins. I trust you and only you to save me. Thank you Jesus for saving me.”

NOTE: When they finish praying, you need to ask them some questions to ensure that they know, once again, that the prayer had to come from their heart.

“When you prayed that prayer just now, did you mean what you said?”

“Did you pray with faith, believing that Jesus will save you if you just ask Him?”

“If you did, then where would you spend eternity if you took your last breath today?”

Point | 6 – They must understand the assurance they have in Christ.

Once a person has accepted the message of salvation, our job is not yet finished. They need to understand the security and assurance they now have in Jesus Christ. We need to teach them about the “security of the believer”. They cannot lose salvation. Christ not only died to save them from their sins, but He also rose again to give them victory over the power of sin in our life. Because He lives, He has the power to keep me.

Definitions of assurance of salvation:

- Whether we die today, tomorrow, or in fifty years, Jesus has made a promise that, when we receive Him, He will never leave us or forsake us.
- There is nothing I can do as a child of God that will ever cause my heavenly Father to remove me from the family.

Verses about the assurance of salvation:

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.

Explanation: When we put our faith in Christ, we pass from death unto life. Just as Jesus died and came to life to live forever, we also have that kind of life.

1 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.

Explanation: The key word in this verse is “know”. When a person puts their faith in Jesus’ finished work for their salvation, they do not have to “hope so” about their eternity. They can “know so”. He promised, and I trust Him.

Hebrews 13:5

Let your conversation be without covetousness; and be content with such things as ye have: for he hath said, I will never leave thee, nor forsake thee.

Explanation: You can’t get any clearer than this. When Jesus, the “he” of this verse, said “never”, He meant “never”. Not only will He not leave me (*that deals with the loss of salvation*), but He also said He would not forsake me (*that deals with the provision and care of His children after salvation*).

John 10:28-30

²⁸*And I give unto them eternal life; and they shall never perish, neither shall any man pluck them out of my hand.*

²⁹*My Father, which gave them me, is greater than all; and no man is able to pluck them out of my Father's hand.*

³⁰*I and my Father are one.*

Explanation: Jesus is the one who gives “eternal life”; therefore, He is the only one who could take it away. He has already promised that He would not do that. So, I can rest assured in the salvation He gives. Jesus also said in this passage that “no man” can pluck us out of His or the Father’s hand. “No man” would include me, another person, or the devil. When we trust Christ, we “shall never perish”.

Ephesians 1:12-13

¹²*That we should be to the praise of his glory, who first trusted in Christ.*

¹³*In whom ye also trusted, after that ye heard the word of truth, the gospel of your salvation: in whom also after that ye believed, ye were sealed with that holy Spirit of promise,*

Explanation: We are saved by the hands of the Son, sealed by the hands of the Spirit, and secured by the hands of the Father.

Romans 8:38-39

³⁸*For I am persuaded, that neither death, nor life, nor angels, nor principalities, nor powers, nor things present, nor things to come,*

³⁹*Nor height, nor depth, nor any other creature, shall be able to separate us from the love of God, which is in Christ Jesus our Lord.*

Explanation: Absolutely nothing can separate us from the salvation God gives.

Once they understand the security in Christ, you’ve thoroughly presented the Gospel.

>> The next section will cover dealing with and overcoming obstacles and questions.

HOW TO OVERCOME OBSTACLES

There are many obstacles and questions that stand in the way of people accepting the message of the Gospel. However, we have the wonderful Word of God that is able to break down these barriers. With it, we can help people to see the absolute need they have for the salvation that only God can provide through Christ. Never leave questions unanswered which are pertinent to the message of the Gospel. Don't get so stuck on a pattern of giving the Gospel that you are not willing to stop and deal with the issues keeping people from putting their faith in Christ.

When you are witnessing, you may come across those who will make statements that discourage or intimidate you from proceeding with the Gospel. **Don't stop!** Press on with the answers that come from God's Word. Many people make comments that may take us back if we are not prepared. Remember, we cannot take for granted that people are familiar Scripture. Many people just make up their own beliefs. We need to be prepared to give an answer to the questions and comments that keep sinners distanced from accepting the Gospel.

This section is meant to be a helpful guide for answering the statements and questions that pose obstacles to a sinner seeing their need for the Saviour.

- **"I've always been a Christian."**

Psalm 51:5

Behold, I was shapen in iniquity; and in sin did my mother conceive me.

Explanation: No one is born a Christian; we are all born sinners. Many people who make this statement have grown up in church and believe that the relationship with the church equals Christianity.

John 1:12

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:

Explanation: No one inherits Christianity from their family. Being a Christian means that there was a time in your life when you put your faith in Jesus Christ. Salvation comes only when a person makes a conscious and personal decision to accept the sacrifice of Christ as the payment for their sin.

John 3:3

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.

Explanation: Being raised in church or being a religious person, like Nicodemus (*who was a ruler of the Jews and a Pharisee*), doesn't establish you a home in heaven. The only way is to be born again by putting your faith in Jesus.

- **“God is too loving to send anyone to hell.”**

John 3:17-18

¹⁷*For God sent not his Son into the world to condemn the world; but that the world through him might be saved.*

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.*

Explanation: God is loving, and that is why He sent Jesus to die. Every person is already condemned because of our own sin. In God’s love, He sent Jesus to bring us an escape from the condemnation of an eternal lake of fire.

II Thessalonians 2:12

That they all might be damned who believed not the truth, but had pleasure in unrighteousness.

Explanation: God does not send anyone to hell. They send themselves. All who will believe and come to God by faith can receive His righteousness.

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 them that heard him;

Explanation: There is no way to escape the condemnation of hell unless you accept by faith the great salvation of a loving, merciful, and gracious God.

- **“I’ll get saved later.”**

James 4:13-14

¹³*Go to now, ye that say, To day or to morrow we will go into such a city, and continue there a year, and buy and sell, and get gain:*

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.*

Explanation: No one knows when they are going to die. We do know that when we die, we will spend eternity somewhere. You must make that decision now.

Proverbs 27:1

Boast not thyself of to morrow; for thou knowest not what a day may bring forth.

Explanation: You never know if you will make it to tomorrow. Today may be your last day on earth. Are you prepared to step out into eternity today?

2 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 accepted time; behold, now is the day of salvation.)

Explanation: Because we don’t know what the next five minutes, five days, or five years hold in store, today is the day to accept Jesus Christ as your Saviour.

- **“If I’m good, I’ll get there.”**

Galatians 2:16

Knowing that a man is not justified by the works of the law, but by the faith of 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.

Explanation: The law was a set of rules given by God for men to obey. Yet, God said that keeping those laws that He gave would not justify anyone before Him.

Romans 3:10-12

¹⁰*As it is written, There is none righteous, no, not one:*

¹¹*There is none that understandeth, there is none that seeketh after God.*

¹²*They are all gone out of the way, they are together become unprofitable; there is none that doeth good, no, not one.*

Explanation: We may see ourselves as good when we compare ourselves to man’s rules or standards; however, when compared to God, nobody is good.

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;

Explanation: The best we can do, our “works of righteousness”, are not good enough to save us. Salvation comes through God’s mercy by faith in Christ.

- **“I’m too great a sinner.”**

John 6:37

All that the Father giveth me shall come to me; and him that cometh to me I will in no wise cast out.

Explanation: Jesus promised that anyone who comes to Him by faith for salvation will receive it. He will not cast them out, no matter how bad.

Hebrews 7:25

Wherefore he is able also to save them to the uttermost that come unto God by him, seeing he ever liveth to make intercession for them.

Explanation: God is able to save the person who is guilty of murder just as easily as he is able to save a person that has been raised in church. God is not a respecter of persons, and no sin has power over the blood of Christ.

I John 1:7

But if we walk in the light, as he is in the light, we have fellowship one with another, and the blood of Jesus Christ his Son cleanseth us from all sin.

Explanation: The blood of Jesus Christ is able to save and cleanse us “from all sin”. Which sin does that exclude? None! He is able to forgive no matter the sin.

- “I’m trying to get to heaven.”

Proverbs 14:12

There is a way which seemeth right unto a man, but the end thereof are the ways of death.

Explanation: The problem is that the way which might seem right to us is not the right way. The only way is God’s way. I can try my hardest and do my best, but if I am travelling in the wrong direction, I will never reach my destination.

John 14:6

Jesus saith unto him, I am the way, the truth, and the life: no man cometh unto the Father, but by me.

Explanation: Jesus is the only way to get to heaven. If you are trying to get to heaven any way but Him, it is the wrong way. Everything else is futile.

Matthew 7:13-14

¹³*Enter ye in at the strait gate: for wide is the gate, and broad is the way, that leadeth to destruction, and many there be which go in thereat:*

¹⁴*Because strait is the gate, and narrow is the way, which leadeth unto life, and few there be that find it.*

Explanation: Most people try the way that seems the easiest, but the Bible tells us that the way to heaven is straight and narrow through Christ.

- “I don’t think anyone can know for sure.”

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.

Explanation: A person can **know** with unquestioning certainty that they have eternal life. The requirement is that they have believed on the “*Son of God*”. When someone puts their faith in Christ, God gives “without-a-doubt” salvation.

Romans 8:1

There is therefore now no condemnation to them which are in Christ Jesus, who walk not after the flesh, but after the Spirit.

Explanation: The Bible tells us that when we have received God’s forgiveness by faith in Christ there is “*no condemnation*”. That is a statement of full pardon. A pardon is irreversible. God’s pardons the sinner that comes through Christ.

Romans 10:13

For whosoever shall call upon the name of the Lord shall be saved.

Explanation: When a lost sinner calls “*upon the name of the Lord*” by faith for the forgiveness of their sins, God promises that they “***shall be saved***”. That is a definitive statement. There is no question as to whether God will save them.

- **"I've got too much to give up."**

Mark 8:36-37

³⁶*For what shall it profit a man, if he shall gain the whole world, and lose his own soul?*

³⁷*Or what shall a man give in exchange for his soul?*

Explanation: What good will it do to keep your lifestyle or possessions and make them the focus of your existence? One day you will stand before God, and the only thing that will matter is whether or not you accepted Christ as your Saviour.

Galatians 6:7-8

⁷*Be not deceived; God is not mocked: for whatsoever a man soweth, that shall he also reap.*

⁸*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.*

Explanation: The main problem with not giving up our sin is that there is always a harvest time. The seed we sow, whether good or bad, always brings forth fruit of the same sort. The fruit of faith in Jesus Christ brings everlasting life.

I John 2:16-17

¹⁶*For all that is in the world, the lust of the flesh, and the lust of the eyes, and the pride of life, is not of the Father, but is of the world.*

¹⁷*And the world passeth away, and the lust thereof: but he that doeth the will of God abideth for ever.*

Explanation: Everything in this life will pass away, including life itself. The only thing that will remain is your soul, and it will spend eternity somewhere.

- **"I pray every day."**

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.

Explanation: Whether you talk to God every day or not is not the issue. Have you ever put your faith in the blood of Christ to forgive you of your sins?

Acts 16:31

And they said, Believe on the Lord Jesus Christ, and thou shalt be saved, and thy house.

Explanation: Talking to God does not bring salvation. The only formula for salvation in the Bible is to believe on the Lord Jesus Christ for your forgiveness.

Revelation 3:20

Behold, I stand at the door, and knock: if any man hear my voice, and open the door, I will come in to him, and will sup with him, and he with me.

Explanation: To communicate with God on the outside of your heart's door profits you nothing. You need to invite Him in by placing your faith in Jesus.

- **“I’m a member of a church.”**

Acts 10:43

To him give all the prophets witness, that through his name whosoever believeth in him shall receive remission of sins.

Explanation: It is good to go to church and go faithfully; however, when we stand before God, the name of our church won’t matter. Have you put your faith and trust in the name of Jesus Christ to “receive remission of sins”?

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.

Explanation: There is not a church in existence that had the power to give salvation. The only one worthy to give salvation is Jesus Christ. When you die, if you want to be in heaven, you must be saved through faith in Christ.

1 Timothy 2:5

For there is one God, and one mediator between God and men, the man Christ Jesus;

Explanation: No church or minister can be your mediator or advocate before God. The only mediator we have is Jesus, because He mediates with His blood.

- **“I’ve committed the unpardonable sin.”**

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.

Explanation: The only sin God will not forgive is the sin of unbelief. If a person does not put their faith in Christ for the forgiveness of sins, they will not receive the forgiveness of sins.

Mark 16:16

He that believeth and is baptized shall be saved; but he that believeth not shall be damned.

Explanation: Once again, the Bible tells us that condemnation is present where faith is absent. God puts the emphasis of salvation on belief.

Luke 5:31-32

³¹*And Jesus answering said unto them, They that are whole need not a physician; but they that are sick.*

³²*I came not to call the righteous, but sinners to repentance.*

Explanation: Jesus came to save people who see themselves as sinners. If you are genuinely concerned that you have blasphemed the Holy Ghost, and thereby have committed the unpardonable sin, you haven’t. If you did, you would worry.

NOTE: Blasphemy of the Holy Ghost (*Matthew 12:32*) is the rejection of his conviction.

HOW TO REFUTE FALSE DOCTRINE

One of the reasons that door-to-door soul-winning is called “confrontational” soul-winning is because you have to “confront” many false beliefs and teachings. Although someone who is steeped in another religion or cult will probably not give us the opportunity to open the Bible, we ought to be prepared for those who are in those religions but are still searching for truth. However, never get into arguments or shouting matches; that only hurts the cause of Christ. If someone will not take God at His Word, they will not take you at yours.

Keep in mind that many cults train their people to tie up soul-winners in theological discussions to keep them from getting to others. If you find yourself going in circles with someone who is obviously not interested in anything but their belief, you should kindly excuse yourself and move on to another door. There are people going out into eternity while we argue, and their cult isn’t worth that. This is not to say that if we come across someone who believes false doctrine we shouldn’t share the Gospel. We just need wisdom to know when people are or are not truly interested in the truth.

The following information is a brief summary of the beliefs of specific religions and cults, as well as the Scriptures to refute those false beliefs. The ones listed

Catholic

- Salvation through the sacraments.

This is the belief that the seven sacraments (sacred performances) are all a part of salvation.

- Baptism – Sprinkling, usually an infant, to wash away “original” sins.
- Eucharist – Lord’s Supper. Believe that it becomes the literal body and blood of Christ.
- Reconciliation – Penance. The way you pay for your own sins.
- Confirmation – The study and pledge of devotion and allegiance to “the church”.
- Marriage – Must be married in “the church” or else not right before God.
- Holy Orders – Devotion and allegiance to the hierarchy of priests and the Pope.
- Anointing of the Sick – Last Rights. Final pledge to faith in “the church” for salvation.

See: Ephesians 2:8-9; Titus 3:5; 1 Peter 1:17-19

- Mariolatry.

This is the belief that Mary is the “Mother of God”, and that she possesses the grace to grant eternal salvation. She is the advocate and mediatrix of the blood of Christ. The rosary is an object used to pray to Mary for the salvation of the soul.

See: John 2:5; 1 Timothy 2:5; Hebrews 9:14-15; 1 John 2:1

- Confession.

This is the belief that one must confess their sins to a priest and receive absolution in order to be forgiven of everyday wrongs. Without confession you cannot keep your salvation.

See: Psalm 32:5; Matthew 23:8-10; 1 John 1:9

- Infant baptism.

This is the practice of sprinkling infants with “holy water” in order to wash away “original sin” and make them part of “the church”. These children will later go through their catechism and confirmation to reaffirm their devotion to “the church”.

See: Acts 2:41; Acts 8:12; Acts 18:8

- Purgatory.

This is the belief that there is a place of temporary punishment in order to purge the soul from their sin. Thus, everyone will eventually get to heaven once they have paid a high enough price for their sins. This dogma is from the Apocryphal book of 2 Maccabees 12.

See: Luke 16:22-23; 1 John 1:7; Revelation 20:12-15; Revelation 21:27

Church of Christ

- Baptismal regeneration.

This is the belief that baptism is a part of salvation. They teach that it is the method by which God imparts His grace to sinners. The key verse they pollute is Acts 2:38.

See: Matthew 3:14-15; Acts 8:35-37; Acts 16:30-31; 1 Peter 3:20-21

- No eternal security.

This is the belief that you can never be sure of your salvation. You must continue good works or you will lose salvation. The statement most often used is “fallen from grace”.

See: John 5:24; John 10:28-30; 1 John 5:13

- Salvation through works.

This is the belief that you take part in your salvation by performing acts of “righteousness”.

See: Ephesians 2:8-9; Titus 3:5; 1 Peter 1:17-19

Pentecostal

- Signs and wonders.

This is the belief that miraculous events that took place by the hand of Jesus and the apostles are still in effect today. They also believe that they are evidence of salvation and spirituality. Therefore, to an extent, they believe you must perform these to be saved.

See: Acts 2:4-8; 1 Corinthians 1:22; 1 Corinthians 13:1-3; Revelation 13:13-14

- Baptism of the Holy Ghost.

This is the belief that the Holy Ghost will baptize a person in His presence sometime after salvation, once they have reached a point of spiritual maturity.

See: John 16:13-14; Romans 8:9; Ephesians 1:13

- No eternal security.

This is the belief that you can never be sure of your salvation. You must continue good works or you will lose salvation. The statement most often used is “fallen from grace”.

See: John 5:24; John 10:28-30; 1 John 5:13

- Unpardonable sin.

This is the belief that a person who sins against the Holy Ghost is unforgivable. This comes from a misinterpretation of Matthew 12:32 where Christ is speaking of those who reject the conviction of God. A person can say or do anything and still be forgiven if he will yield to the conviction of God about his sin and confess it believing in the blood of Christ.

See: John 3:18; Mark 16:16; Luke 5:31-32

Seventh Day Adventist

- Sabbath day observance.

This is the belief that the Sabbath day is the most important law given. To not keep the Sabbath is to deny the right to salvation that comes from Jehovah. Something to observe is that Jesus substituted the Sabbath day command with “*Thou shalt love the Lord thy God...*”.

See: Matthew 22:36-38; Colossians 2:16-17; Acts 20:6; 1 Corinthians 16:2

- Total annihilation.

This is the belief that a denier of the “faith” will be completely annihilated. They do not believe in everlasting punishment, only in everlasting reward.

See: Mark 9:44-48; Revelation 14:10-11; Revelation 20:10

- Deny a literal burning hell.

This is the belief that hell is figurative and not a real, literal place of fire.

See: Luke 16:22-23; 1 John 1:7; Revelation 20:12-15; Revelation 21:27

- Investigative judgment.

This is the belief that Christ entered into the Holy of Holies in 1844 and began to investigate the actions of men to see if he is keeping the law. However, the Bible tells of only two judgments that will take place after one is dead, the Judgment seat of Christ (for the saved) and the Great White Throne (for the lost).

See: 2 Corinthians 5:9-10; 2 Timothy 4:8; Revelation 20:11-15

- Salvation through works.

This is the belief that you take part in your salvation by performing acts of “righteousness”. The SDA believe in keeping the Old Testament laws, including the dietary laws.

See: Romans 3:19-20, 28; Ephesians 2:8-9; Titus 3:5; 1 Peter 1:17-19

Jehovah’s Witness

- Total annihilation.

This is the belief that when a person dies without being one of Jehovah’s witnesses, they pass into oblivion. They believe that there is no punishment or after life for those who have rejected the “truth” that they teach.

See: Mark 9:44-48; Revelation 14:10-11; Revelation 20:10

- Deny a literal burning hell.

This is the belief that hell is figurative and not a real, literal place of fire.

See: Luke 16:22-23; 1 John 1:7; Revelation 20:12-15; Revelation 21:27

- Deny the deity of Christ.

This is the denial of the Biblical fact that Jesus is God the Son. No one who denies this can be called a “Christian”. To deny the Godhood of Jesus Christ is the greatest heresy there is.

See: Matthew 1:23; John 1:1-4, 14; John 20:28; Philippians 2:10-11; 2 John 1:9

- Deny the resurrection of Christ.

This is the belief that the literal, bodily resurrection of Jesus Christ didn’t occur. JW’s like to spiritualize things in Scripture that they do not agree with. This is one of them.

See: Luke 24:38-39; John 20:27; 1 Corinthians 15:12-19

- Deny the Trinity of God.

This is the belief that God is one, singular being. They deny the existence of the Holy Spirit and Jesus as parts of the Godhead. This is primarily because they do not wish to accept Jesus Christ as being God.

See: Matthew 3:16-17; John 10:30; John 14:9; 1 John 5:7

- Deny the literal second coming of Christ.

This is the denial that Jesus will come again to rapture the saved and then return to reign for one thousand years before destroying the earth. This denial is due to the fact that the JW’s teach that Jehovah will come and set them up as the rulers of the earth for eternity.

See: Matthew 3:16-17; John 10:30; John 14:9; 1 John 5:7

- Salvation through works.

This is the belief that you take part in your salvation by performing acts of “righteousness”. JW’s are some of the most dedicated door-to-door witnesses of their faith. This is because they believe they must do this in order to be worthy of the Kingdom.

See: Ephesians 2:8-9; Titus 3:5; 1 Peter 1:17-19

Mormon

- Man can become a god (demigod).

This is the belief that man is the offspring of God and his wives. Therefore, as the literal children of God, man can attain godhood of his own planet in eternity. He will then populate his planet through his many wives and start his own eternal process.

See: Psalm 51:5; Isaiah 14:12-15; Romans 3:23

- Deny the deity of Christ.

This is the denial of the Biblical fact that Jesus is God the Son. No one who denies this can be called a “Christian”. To deny the Godhood of Jesus Christ is the greatest heresy there is.

See: Matthew 1:23; John 1:1-4, 14; John 20:28; Philippians 2:10-11; 2 John 1:9

- Deny the resurrection of Christ.

This is the belief that the literal, bodily resurrection of Jesus Christ didn't occur. Many Mormons will spiritualize the resurrection or claim it to be figurative.

See: *Luke 24:38-39; John 20:27; 1 Corinthians 15:12-19*

- Deny the Trinity of God.

This is the belief that God is one, singular being. They deny the existence of the Holy Spirit and Jesus as parts of the Godhead. This is primarily because they do not wish to accept Jesus Christ as being God, and it promotes their teaching that we are all capable of being gods.

See: *Matthew 3:16-17; John 10:30; John 14:9; 1 John 5:7*

- Salvation through works.

This is the belief that you take part in your salvation by performing acts of "righteousness". Mormon missionaries are gathering converts and names in order to earn their salvation and their own planet in the universe.

See: *Ephesians 2:8-9; Titus 3:5; 1 Peter 1:17-19*

Reformed Theology (Calvinist)

- T – Total depravity of man.

This is the belief that man is so totally depraved that he has no ability to cry out to God for salvation. The only way to be saved is for God to choose you.

See: *John 1:12; John 3:16; Acts 17:30-31; 2 Peter 3:9*

- U – Unconditional election.

This is the belief that God has "sovereignly" chosen in eternity past who will and who will not go to heaven. It is unconditional, and that includes coming to Him by faith in the blood of Christ. If He didn't choose you, you are going to hell.

See: *Romans 8:29; 1 Peter 1:1-2*

- L – Limited atonement.

This is the belief that the atonement of Christ is limited to those selected by God to go to heaven. It is not a free gift offered to all who will believe, only to the chosen.

See: *John 1:12; Romans 5:8; 1 Timothy 2:6*

- I – Irresistible grace.

This is the belief that God imposes His grace forcefully upon the depraved sinner and then lets Him know that He is one of the "elect". You cannot resist His grace. You will be saved if God chose you, and you have neither a choice nor opinion in the matter.

See: *Romans 10:9-13; James 4:7; Revelation 22:17*

- P – Perseverance of the saints.

This is the belief that only those who keep living a good life are truly the elect. Therefore, the only way to be elect is to "work out your own salvation with fear and trembling".

See: *John 10:28-30; Ephesians 1:13-14; Hebrews 13:5*

CONCLUSION

In closing, let me just give some practical advice for soul-winning. These tips are in no way meant to be seen as the only way to do it, but they have been personally effective.

Be Prepared

God can use anyone, at anytime, no matter what the content of their personal wisdom; however, we should study and prepare to ensure that we are not the hindrance to someone understanding and accepting the Gospel. Make sure that you have studied the Word of God enough to smoothly present the Gospel and that you have taken appropriate steps to help utilize the Bible as you present the Gospel. Here are some easy things you can do to prepare for presenting:

- **Choose the verses that you will use in presenting the Gospel.**

Decide whether you are going to use the standard “Romans’ Road” or use various other Scriptures in your presentation of the Gospel. You should choose the one that you are going to be most comfortable with.

- **Try to memorize the verses that you will use.**

When giving Scripture while presenting the Gospel, you should allow the person to whom you are witnessing to see the verse. This usually means that you are on the opposite side of your Bible. Memorizing the verses will allow you to quote the verse as the other person reads it from the Bible.

- **Underline or highlight those verses in your New Testament or Bible.**

This will not only help in several ways. Firstly, it will allow you to browse through your Bible quickly to refresh yourself on those verses. Secondly, it will make it easier for you to find the verses quickly when you present the Gospel. Thirdly, it will make it easier when pointing out verses to the individual to whom you are witnessing.

- **Mark your New Testament or Bible for smoother presentations.**

It can be very helpful to write the page number and reference for the next verse in your Gospel presentation at the bottom of each page in your Bible that contains the verse you are using. (ie. *Next > Romans 6:23 > pg 1234*)

Stay in the Scriptures

Firstly, because we need the power of God, make sure that you are spending daily time with God in His Word. Secondly, you should continually go back to the Scriptures that you are using to present the Gospel. This will help you in your efforts to memorize them and will keep you fresh with those passages. Also, continue to study the Bible in its entirety in order to allow God to show you new passages that would be useful to memorize. There are many other verses in Scripture that do not give the Gospel but support it by helping to overcome objections to and false teaching about the Gospel.

Stay Focused

This is important for you and for the person to whom you are witnessing. If you don't stay on track, the other person won't either. This does not mean that you ignore questions or dialog and continue through your "1...2...3...Plan of Salvation". However, sometimes we can get so involved in illustrations and "*wisdom of words*" that we forget the purpose for our discussion. Always keep the conversation pointed toward the Gospel. If you will stay focused on your purpose, this will help you to identify if a person is interested in what you have to say. If the individual continues to change the subject or shows complete disinterest, then they are not ready to receive the Christ as their personal Saviour. It would be better to move on to the next person for the moment and come back to that individual when they have more interest in their need to be saved.

Speak the Truth in Love

Let me emphasize this statement, "Speak the Truth in **LOVE**". Even though door-to-door soul-winning is often called "confrontational soul-winning", there should be nothing confrontational about our attitude, demeanor, or presentation. We cannot lead people to Christ if we are pushing them away with an overly aggressive attitude. If a person is not interested, then find someone who is. Not one person has ever received Christ by force or because they prayed a prayer to get rid of a soul-winner. When we end speaking with a person, the door should be opened to come back to that same person again. Here are a few key rules to follow when witnessing:

- **Be Pleasant**

Don't wear your personal feelings or problems on your face. If you've had a bad day, it is not that individual's fault or problem. Their problem is that they need to be saved. We should also avoid being rude in any way. Don't be so aggressive and intent on giving the Gospel that you take it personally when an individual doesn't want to listen to what you have to say.

Statements like "*you'll have plenty of time someday*", "*you better hope you don't die today*", and "*you'll wish you had listened when you're in hell one day*" have absolutely no place in witnessing. You are not there to be the Holy Spirit; you are simply the mouthpiece God is using at the moment. **Do not force yourself or your presentation of the Gospel on anyone.**

Our attitude should be warm and positive when talking to people about the Lord. Remember that we are trying to help them see their need for Jesus Christ and the difference that He can make in their life. We are to be the shining light of Jesus Christ at every door we witness and to every individual to whom we witness out in public. John 3:16 does not begin "*For God so hated sin...*"; it begins "*For God so loved the world...*". We should remember that the **focus** of the Gospel is God showing His love so that mankind would not have to be condemned. If someone is not interested in being saved, the only thing that can change that is the love of God being seen through His goodness and His people. That can bring conviction from the Holy Spirit.

- **Be Perceptive**

There really are times when people *“don’t have time right now”*. When there is a genuine problem in the individual’s life, you should be perceptive enough to give them their space and ask if there is *“a better time”* that you could come back. By the way, if they tell you a time, make sure you go back! You should also be perceptive about whether a person is even interested. If the individual started closing the door as soon as they opened it, they probably aren’t interested in the Gospel. Go find someone that wants to hear the message of salvation.

Also, be perceptive to other problems of life that are going on. It may surprise you what people will tell you, even though they just met you. Sometimes the best way to the Gospel is through people’s problems. If we can give them answers to the issues that are bringing brokenness, heartache, and stress, then we have opened the door to giving them the answer to their greatest need, salvation.

- **Be Polite**

Be aware of your surrounding at all times. Be polite in the manner in which you come to the door, speak at the door, and leave the door. Sometimes, our behavior can close the door before it has ever opened. This can be truer in some areas than others. Here are some tips for going door-to-door to witness:

- ✓ **Lower the volume of your speech as soon as you come to the driveway.**
- ✓ **Whenever available, walk on the driveway or sidewalk instead of the grass.**
- ✓ **Stand to the side of the door that will open, so you are seen immediately.**
- ✓ **Don’t “goof-off” or touch people’s property when waiting at the door.**
- ✓ **Don’t peer into the windows of the house. Stay focused on the door.**
- ✓ **If there is a screen door, don’t open it to knock unless absolutely necessary.**
- ✓ ***“Let your speech be alway with grace, seasoned with salt...” - Colossians 4:6***
- ✓ **Whenever possible, greet the homeowner with a compliment.**

We are visitors on another person’s property. Sometimes, you will see a “No Trespassing” sign. This does not mean we cannot knock, but we should see it as a precaution of a place that we should tread more lightly and politely than others.

Again, let me reiterate that these tips and points are not the only way to witness. They are simply meant to be a guideline from which to form your own style and structure to be the most effective witness to the Gospel of Jesus Christ that you can be. My hope and prayer is that this Soulwinner’s Training Guide will help to equip the people of God to be the light that shines in an ever-darkening world.

May God richly bless your soul-winning efforts as you *“go out into the highways and hedges, and compel them to come”* to Jesus Christ for their salvation.