

# Soul Winning - Personal Evangelism

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*Isaiah 43:10 (KJV) Ye are my witnesses, saith the LORD,  
and my servant whom I have chosen...*



## I. Why Win Souls? Why Personal Evangelism?

### \* God's First Order

*Genesis 1:28 (KJV) ... God said unto them, Be fruitful, and multiply...*

### \* Jesus said:

*Matthew 4:19 (KJV) ... Follow me, and I will make you fishers of men.*

### \* Jesus Last Words:

*Acts 1:8 (KJV) 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.*

*Acts 8:1 (KJV) ... and they were all scattered abroad throughout the regions ... except the apostles.*

*Acts 8:4 (KJV) Therefore they that were scattered abroad went every where preaching the words.*

The Word "preaching" (G2097 - euangelizō) is where we get our word "evangelizing."

Because 95% of the Christians have never won a soul to the Lord, 3.5% are active ministers. That leaves 1.5% that do. – Dr. D. James Kennedy, *Evangelism Explosion*.  
(Out of 100 Christians, only 1-2 will win souls.)

## II. Why We Do NOT Win Souls?

1. No concept or vision for this work.
2. Do NOT realize that the Lord expects you to do this work.
3. Have the idea that it is a special "calling."
4. Have the idea that it is a special "gift."
5. No one else does it. (*Status Quo.*)
6. Not spiritually prepared.
7. Are not in touch or in contact with unsaved people.  
(*Isolation versus Insolation, John 17.*)
8. Do NOT know how to approach people or get next to unsaved people.
9. Do NOT know how to go about it.
10. Do NOT know how to get started in the task of reaching your unsaved friends.
11. Do NOT know how to bring up the subject when you are with them.
12. Do NOT know what scripture to use when they show an interest to know the way to salvation.

13. Do NOT know how to bring the unsaved to a place of decision after you have witnessed and considered scripture together.
14. Fear. (What if they say NO!) (*Parable of the seed and sower, Matthew 13, 3/4.*)
15. Have tried a soul winning plan and it didn't work.
16. Have tried without a soul winning plan and it didn't work either.
17. Have the idea that one has to memorize dozens of Bible verses to be prepared.
18. Do NOT know how to answer all of the arguments.
19. Have NOT set aside time to focus on soul winning  
(*Personal Evangelism*).

**Hindrances** - Perhaps Giving Birth to Spiritual Children is like Physical Children

1. If you don't marry - If you are not united (You must be joined to Christ.)
2. Disease or Impairment - Sin.
3. Immaturity - A baby can NOT have a baby, only mature adults.
4. Simply choose NOT TO.

### III. Do I Really Matter? Can I Make a Difference?

You Do the Winning!

*Proverbs 11:30 (KJV) ... and he that winneth souls is wise.*

The Spirit Uses the Man,  
The Spirit Uses the Plan or Method.

#### You Are the Instrument.

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

*14 How then shall they call on him in whom they have not believed? and how shall they believe in him of whom they have not heard? and how shall they hear without a preacher? (2 Cor 5:17-21.)*

Consider - If you disciple the disciples and it took six months (2 - 6 months, 4 - 1 yr , 8 - 1.5 yrs., 16 - 2 yrs., 64 - 3 yrs., 1,048 - 5 yrs., in 15.5 years, it would be the present population of the world.

*Genesis 21:12 (KJV) And God said ... for in Isaac shall thy seed be called.*

It was all wrapped up in ONE son!

We can never say, they will NOT repent, they will NOT believe. **We can NOT say NO for them!**

#### IV. Why a Plan or a Method?

1. It gives you tremendous confidence that in turns produces great boldness. (*Acts 4:31 ...they were all filled with the Holy Ghost, and they spake the word of God with boldness.*)
2. You have the advantage of knowing possible reactions and responses from your prospects.
3. Your mind is free of the stress of planning moves, leaving you free to concentrate on the subject at hand and the guidance of the Holy Spirit.
4. You control the conversation.
5. It allows you to stay on the target and work systematically toward your new converts salvation.
6. It leaves you free to analyze the prospect's answers and respond and measure their understanding.
7. You do not need a lot of scripture verses or extra helps for the task.
8. You can guide them to a decision faster.
9. You, yourself, do not become confused.

10. The person you are working with will have confidence in you, because knowing the next step shows confidence.

11. You do not have to wonder, "How will I bring up the matter of Christ and Salvation?" Memorizing approach questions make it simple.

12. You will always be ready when the Holy Spirit gives an opportunity.

#### V. Attitude

Empathy - NOT Guilt or Obligation - You were on your way to destruction when someone share with you.

*Ezekiel 33:4 (NIV) then if anyone hears the trumpet but does not take warning and the sword comes and takes his life, his blood will be on his own head.*

*5 Since he heard the sound of the trumpet but did not take warning, his blood will be on his own head. If he had taken warning, he would have saved himself.*

*6 But if the watchman sees the sword coming and does not blow the trumpet to warn the people and the sword comes and takes the life of one of them, that man will be taken away because of his sin, but I will hold the watchman accountable for his blood.'*



Do NOT share to get the blood off of YOUR hands, but to get the blood off of THEIR hands! (Blowhorn Man, Conviction or Condemnation, Jer 23:29 Word, Fire, Hammer.)

*Genesis 30:1 (NLT) ... Rachel ... She pleaded ... "Give me children, or I'll die!"*

#### DO NOT's for Personal Evangelism.

1. DO NOT wait for impressions (2 Timothy 4:2 Preach/Share, Be prepared.)
2. DO NOT argue. (Matthew 7:6 Pearls to pigs!) What do you do? Tell People about Jesus who want to hear about Jesus.
3. DO NOT attempt to prove truth or spiritual things. (*Isaiah 55:11 Word shall not return void.*)

4. DO NOT try to explain spiritual truths. (1 Corinthians 2:14 *Natural man receiveth not...*)

5. DO NOT be in the habit of always telling your own experiences - point the seeker to God's Word. (2 Corinthians 4:5 *... we preach not ourselves, but Christ Jesus ...*) Use your testimony, but HE must be the hero!

6. DO NOT exalt self above the seeker (sinner). (1 Corinthians 9:19-23 *I became all things to all men.*) Can you relate? Clip - Real Christians of Genius.

7. DO NOT use "I", "I", "I", exalt Christ. (John 12:32 *...if I be lifted up...*) (The devil had "I" problems... Isaiah 14:13 *.... I will ascend into heaven, I will exalt my throne ... I will sit also upon the mount...*)

8. DO NOT give scripture hear-say, use the Bible (Romans 10:17 *...faith...hearing...word of God.*) (Have your Bible marked, Smart Phones, Tablets, Use Bible Apps with NOTES)

9. DO NOT hurry over scripture. Emphasize what is needed (2 Corinthians 13:1 *...In the mouth of two or three witnesses...*),

10. DO NOT raise unnecessary objections. They may do this, not you. (2 Timothy 2:15 *...rightly dividing the word of truth.*) Stay focused.

11. DO NOT condemn. They are condemned already (John 3:18 *...condemned already...*).

12. DO NOT insist on going to a specific place (altar, etc.), lead them to immediate surrender (2 Corinthians 6:2 *...now is the accepted time ... now is the day of salvation...*).

13. DO NOT dwell on the sins or habits of the seeker (2 Corinthians 5:17 *... he is a new creature...*),

14. DO NOT give too many points (Matthew 10:16 *... wise as serpents, and harmless as doves*).

15. DO NOT bounce from point to point making arguments, again, stay focused (2 Timothy 2:23 *...foolish and unlearned questions avoid... they...gender strifes*). *Don't take the bait.*

16. DO NOT give your ideas and opinions but "thus saith the Word!" (John 16:13 *...the Spirit of truth ... will guide you...*).

17. DO NOT act proud as if you scored points in a debate (Galatians 2:11 *...I withstood him to the face*). Use Humility.



18. DO NOT lead to side issues. Get to the point. (John 3:3 *... born again...* 4 Nicodemus *... enter ... mother's womb ...* 5 Jesus *... Except ... born of water and ... Spirit.*)

19. DO NOT treat this as some fairy story but lead to the truth of Christ (John 3:16 *...God...loved... world...gave...Son*).

20. DO NOT talk too loud or get excited (PREACHY). Be calm, prayerful and natural. (John 3, Jesus & Nicodemus. Acts 16:14 *... Lydia ... purple ... whose heart the Lord opened...*)

21. DO NOT force, demand or manipulate anyone to follow Christ. (1 Thessalonians 2:7 *...we were gentle among you...*)

22. DO NOT be indifferent or hinder others if they are leading someone (1 Corinthians 3:9 *...we are labourers together with God...*).

23. DO NOT intrude which may confuse the worker and seeker (1 Corinthians 14:33 *...God is not the author of confusion*). *Work as a team.*

24. DO NOT interrupt, but be prayerful, conversation can wait (James 5:16 *...pray one for another...*)

25. DO NOT crowd too close around the seeker, this may cause embarrassment or confusion. (1 Corinthians 14:40 *...be done decently...order*). Use discernment.

26. DO NOT tell the seeker to think it over. Bring them to a decision now, if possible (Matthew 13:19 *...the wicked one...catcheth away that which was sown.* 2 Corinthians 6:2 *...now is the accepted time; behold, now is the day of salvation*).

27. DO NOT have bad breath or noticeable body odor (1 Corinthians 6:19 *What? know ye not that your body is the temple of the Holy Ghost.* John 11:39 *LAZARUS - by this time he stinketh...*) :- ) Mints appreciated.

28. DO NOT be hypocritical, be on the inside what you are sharing on the outside (Matthew 23:27, NLT, *...Hypocrites! whitewashed tombs—beautiful on the outside but filled on the inside with dead people's bones...*).

29. DO NOT hurry the seeker if he wants to pray (Luke 18:13 *... the publican... saying, God be merciful to me a sinner*).

30. DO NOT pronounce they are saved, but allow the Spirit to bear witness as well as compliance with the Word (1 John 1:9 ...*If we confess our sins... DID YOU? THEN ...he is faithful and just to forgive us our sins, and to cleanse us from all unrighteousness*). **Do you believe this? THEN HE HAS!**

31. DO NOT insist on keeping sinners on their knees (Luke 18:13 ... *the publican, standing afar off ... saying, God be merciful to me a sinner.*)

32. DO NOT let a sinner go away unsatisfied or doubting, if you can persuade him/her to have faith in God's Word (Ephesians 2:8 *For by grace are ye saved through faith... 9 Not of works. 2 Corinthians 5:11 Knowing...the terror... we persuade men*).

33. DO NOT insist that a sinner get saved the same way you did. Circumstances and dispositions are different (Psalm 139:14 ...*I am fearfully and wonderfully made*).

Unique.

34. DO NOT emphasize emotions. Facts give us Faith, then Feelings (Titus 3:5 *Not by works of righteousness...but...his mercy he saved us*).

35. DO NOT lean/lay on the convert (Hebrews 12:12 ...*lift up the hands which hang down*).

36. DO NOT pray long prayers (Mark 11:24 ...*pray ...believe...receive*).

37. DO NOT be discouraged. Be faithful and leave the results to God (1 Corinthians 3:6 ...*planted ...watered; but God gave the increase*),

38. DO NOT look on anyone as hard (1 Timothy 1:15 ... *Jesus came...to save sinners; of whom I am chief*).

39. DO NOT discuss church conditions or Christian failures with sinners (1 Peter 2:21 ...*Christ... leaving us an example, that ye should follow his steps. 2 Samuel 1:20 Tell it not in Gath, publish it not in the streets of Askelon; lest the daughters of the Philistines rejoice, lest the daughters of the uncircumcised triumph.*)

40. DO NOT act familiar with the opposite sex. In general, encourage men to work with men and women to work with women (1 Thessalonians 5:22 *Abstain from all appearance of evil*).

41. DO NOT act indifferent to any human need. (Romans 12:20 ...*hunger, feed him; if he thirst, give him drink*). Jesus' Odd Style of Ministry - Luke 10:5 Bless, 7 Fellowship, 9 Meet Needs, then Gospel).

42. DO NOT be discourteous or seem untouchable (Matthew 11:19 ... *a friend of...sinners*).

43. DO NOT lose patience with those who are weak (Galatians 5:22 ...*the fruit of the Spirit... longsuffering...*

23 Meekness. Romans 15:1 *We ...strong ...bear ...weak*).

44. DO NOT lose sight of the value of a soul (1 Corinthians 6:20 *For ye are bought with a price*).

45. DO NOT fail to instruct new converts regarding how to live a Christian life (John 15).

#### Follow-up

*Philippians 1:6 (KJV) Being confident of this very thing, that he which hath begun a good work in you will perform it until the day of Jesus Christ:*

No one leaves their family alone saying, "God will take care of them."

*1 Timothy 5:8 (KJV) But if any provide not for his own, and specially for those of his own house, he hath denied the faith, and is worse than an infidel.*

God makes YOU the overseer, you do not make God the overseer.

*Acts 20:28 (KJV) Take heed therefore unto yourselves, and to all the flock, over the which the Holy Ghost hath made you overseers, to feed the church of God, which he hath purchased with his own blood.*

#### Resources: PDF Books

*A Study In Personal Evangelism*, Gene Taylor (PDF - 26 Pages)

*How to Book on Personal Evangelism*, R. Larry Moyer (PDF - 118 Pages)

*Evangelism Made Personal*, Mark A. Copeland (PDF - 34 Pages)

*An Alarm to the Unconverted*, Joseph Alleine (PDF 65 Pages)

<http://ntslibrary.com/evangelism-books.htm>

iTune University

<https://www.apple.com/education/ipad/itunes-u/>  
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Liberty - EVAN101 - Evangelism & Christian Life

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