



QUOTES

“The follower of Christ knows his reason for being. We have both a divine task and a divine purpose. Our supreme ‘purpose’ is to glorify God. Our supreme ‘task’ is to evangelize the lost. In the truest sense, the latter most faithfully fulfills the former. To evangelize the lost glorifies God on the highest level.” Dick Eastman

“God forms man, sin deforms him, the school informs him but only Christ transforms him, therefore preach Christ to ALL men.” C.H. Spurgeon

“God stands in no need to our strength or wisdom, but of our ignorance, of our weakness; let us but give these to Him, and He can make use of us in winning souls.” D.L. Moody

“You have one business on Earth – to save souls.” John Wesley

“The gospel is only good news if it gets there in time.” Carl F.H. Henry

“You may not be allowed to stand on the pulpit in your church to preach, but every junction in your area is a pulpit, stand there and preach.” Reinhard Bonnke

“We do not stand in the world bearing witness to Christ, but we stand in Christ bearing witness to the world.” A. J. Gordon

“It is the whole business of the whole church to preach the whole gospel to the whole world.” C.H. Spurgeon

“Two-thirds of God’s name is GO!” Rodney Howard-Brown

VERSES TO CONSIDER

The last words Jesus spoke to His disciples: “... It is not for you to know the times or the seasons, which the Father hath put in his own power. 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 1:7-8)

“For this is good and acceptable in the sight of God our Savior; Who will have all men to be saved, and to come unto the knowledge of the truth.” (I Timothy 2:3-4)

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

“Rivers of waters run down mine eyes, because they keep not thy law” (Psalm 119:136)

MY STORY (MOTIVATION)

There are many titles that people desire to get. Some desire a title only received by completion of courses in college. Others desire a title achieved after excelling on some field, or court of play. Others are pursuing titles that give them places of promotion in their business or work. As a young man, I begged God to help me to become a “soul-winner.” I knew all the verses necessary for explaining how to reach Heaven to a person. I had taken and passed classes in college about witnessing. I had a desire and even the discipline – I went on visitation – handed out tracts in the local mall – looked for chances to witness to friends – but through all of this was frustrated with my lack of success and results. I entered a soul-winning class at my church and learned these 13 steps I want to teach you today. These transformed my soul-winning efforts. I want to share with you the simple plan that has been successfully used many, many times. I still have the same desire to be

known as a soul-winner. You might just want to be able to witness to a neighbor or family member. Whatever our motivation might be, this plan can be a blessing to you if you learn it and memorize it. This plan was developed by Evangelist David Wood. This plan involves 4 major areas with 13 steps under them.

The four main parts of this plan are as follows:

1. Casting the Net Right – Getting on the topic of eternity
2. Using the Right Bait – What Scripture to use and how to use it
3. Drawing the Net Right – Bringing the person to the point of a decision
4. Keeping What You Catch – Getting them to make their decision public in your local church.

PART ONE – CASTING THE NET RIGHT

This first step is one of the most important, because most people have a difficult time “getting on the subject,” or just finding a natural point to start from in soul-winning. I found these three questions to be extremely valuable in “Casting the Net Right.”

1. ASK THE QUESTION: “WHAT IS YOUR CHURCH BACKGROUND?”

Regardless of what the church background is that they tell you, respond positively.

If you respond negatively to this question, you will destroy the opportunity to present the Gospel.

Try to find something positive to say to them to keep the door opened.

Share your testimony

- Develop your testimony to fit into a 1 to 1½ minute time frame
- Use your testimony to knock down possible objections to the Gospel that may come up within the course of the presentation of the Gospel.

2. ASK, “IF YOU SHOULD DIE RIGHT NOW, ARE YOU 100% SURE YOU WOULD GO TO HEAVEN?”

When you ask this question, have tenderness, but also be pointed and look them in the eyes when you ask

- It is very important to allow them all the time they need to answer – DO NOT try to help them answer – if they are uncomfortable a bit, allow that to seep deeply into their own heart.
- If a person is not saved, the recognition of their hopelessness is one of the things the Holy Spirit will use to draw their hearts to the answer they can find in Christ.

If they answer, “no,” then go to the next question

If they answer, “yes,” follow up with the statement/question, “Great! How do you know that for sure?”

- It is important to follow-up with this response, because many people will say “yes” simply because they know that is the answer you are looking for ... they are really not sure!
- Your follow-up question will show you what they are depending on to get to Heaven
 - This is where your earlier testimony can be of great use if you have knocked down some of

these objections before they even voice them.

- It is important to keep this positive, but pointed – we want to maintain our friendliness, but we cannot allow false ideas about how to go to Heaven to continue, or we will be hurting the person more than helping.

Immediately move to the next question

3. ASK, “MAY I TAKE A MOMENT TO SHOW YOU HOW YOU CAN KNOW FOR SURE?”

I usually assure the person that this will not take a long time, but only a few minutes.

I also promise them that I will not “preach” at them, but simply explain things from the Bible so they can know where they will go when they die.

PART TWO – USING THE RIGHT BAIT

Romans 1:16 says, “For I am not ashamed of the gospel of Christ: for it is the power of God unto salvation to every one that believeth; to the Jew first, and also to the Greek.” Notice that the power of God to salvation is not your ability to present the Gospel. It is the Gospel itself. These next four steps are the clearest presentation of the Gospel I know of in the Word of God. I know there are those who like to use verses in John to show the Gospel, but I have found these four verses to be extremely effective in the years I have been presenting the Gospel. These verses need to be memorized – memorized in such a way that they come very naturally to you.

4. ALL PEOPLE HAVE SINNED

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

What is sin? It is missing the mark of perfection

- Illustration of shooting a target directly in the center – then repeating this through an entire quiver of arrows, and missing slightly with the last arrow – sin is anything short of perfection.
- It may help to identify a few general sins to help them get the idea about what sin is.

Point out that no one you know is perfect – even though some people may act like they are not sinner, all people are sinners

Explain coming “short of the glory of God”

- Explain that God is perfect – without sin – and that all men ever since Adam and Eve, have been born with sin within them.
- Illustration of a red log (representing sin) piled underneath a large pile of white logs (representing good works) – it does not matter how many white logs we pile on top of the red log; the red log remains there – it is the same with our sin.

BEFORE MOVING ON TO THE NEXT POINT, CONFIRM THAT THEY FULLY UNDERSTAND THIS.

5. THERE IS A PENALTY TO SIN ... DEATH AND HELL

ROMANS 6:23A *For the wages of sin is death.*

God is perfect, and He lives in Heaven

It is impossible for me to take even one sin into Heaven, and Heaven to remain perfect – because of this, there is a wage (penalty) for my sin that is death

- This death is physical, but it is also a spiritual separation.
- When Adam and Eve ate the fruit in the Garden of Eden, they did not die physically immediately (even though they died eventually) – but, they did die spiritually at that very moment.
- The “death” spoken of in this verse refers to both physical and spiritual separation from God.

I usually spend some time explaining a “wage,” or paycheck, or something I earned

This separation from God is not something that I can blame God for – I have earned this separation because of my own sinful choices

Point out that many blame God for sending people to Hell, when in reality, every person has made their own choices, and Hell is the result of some bad choices

- God’s character is righteous, and no unrighteousness can co-exist with Him in Heaven with sin

Review the first two points, connecting them together before moving forward

BEFORE MOVING ON TO THE NEXT POINT, CONFIRM THAT THEY FULLY UNDERSTAND THIS.

6. JESUS PAID THE PENALTY FOR SIN

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

Review the negativity of the first two points – all have sinned – sinners earn separation from God – this is bad news!

Point out that God, Himself, was not satisfied with this situation, and He did something for us that we could not do for ourselves

Examination of the verse itself:

- Commendeth – What does it mean? _____
- While we were yet sinners – God did not, and does not wait for us to “clean up our act” before He stepped in to save us.

Nothing changed ... the wages for sin is still death!

What did change was our hopeless situation – God did for us what we could not do for ourselves.

We cannot “climb” our way to Heaven using church membership – good works vs. bad things – baptism – communion – giving money – or anything other than Jesus Christ and Him alone!

Review the two previous points with them, ending with this point.

Before moving on to the next point, confirm that they fully understand this point.

7. IF WE BELIEVE THAT AND RECEIVE JESUS, GOD WILL SAVE US

ROMANS 10:9 *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.*

Point out that all the things we have talked about prior to this point are good, but unless we act upon what we have believed, it is without worth.

Illustration: \$1

- Do you believe it's real?
- Do you believe I want to give it to you?
- What needs to happen before it becomes yours?
- Ask them to show you – they must take it for themselves (make sure you give them the Bible)

Make sure that you stress the importance of believing/receiving Jesus' death, burial AND resurrection in order to receive this forgiveness of sin (many people stress believing that Jesus died for them, but forget to include the resurrection – this verse stresses its importance).

At this point, it is vitally important to review all four points ending with this one – ask if there are any questions.

It is of utmost importance that they have fully understood these points before moving to the next section.

If they have any questions, it is worth it to return to the 4th step and start over again until they understand.

PART THREE – DRAWING THE NET RIGHT

This third step is another one that helps in the area's that most people struggle when presenting the Gospel to someone else. How do I get them to make a decision for Christ? Steps 8-11 will help you to draw the net you have cast to draw the folks to Christ.

8. BOW YOUR HEADS IN PRAYER

This takes the pressure off the person and allows them to make a “private” decision.

Begin to pray for the person – pray that they will make the right choice based what they know from the Bible.

Pray sincerely ... not a “canned prayer,” but from the depths of your heart for them to trust Christ.

9. ASK THEM TO PRAY – LEAD THEM IN A PHRASE-BY-PHRASE SINNER'S PRAYER

With heads bowed, ask a simple question – “Knowing what you have just heard, let me ask you ... if Jesus would take you just like you are right now, would you like to receive His offer of forgiveness of sins through His death, burial and resurrection?”

If they respond positively, lead them in a prayer through Romans 3:23; 6:23; 5:8; and 10:9. Here is a sample of what I pray with folks:

Dear Jesus, I understand that I am a sinner. I know that I have done things that are far less than perfect. I realize that those sins will block me from touching Heaven. I realize that you are perfect and that Heaven is a perfect place, and that I cannot take my sin there. I believe with my whole heart that You came to this earth and lived a perfect life, and died in my place for my sin. Your offering on the cross is the only one accepted by God to forgive my sin. I believe you died for me and rose from the grave physically three days later. Right now, I not only believe you are the Savior of the world; I receive you as my own Savior. I will trust You and You alone to forgive my sin and give me a home in Heaven. In Jesus' name, amen."

If they respond negatively, ask what their objection might be and return to the previous steps to clarify.

- Don't give up simply because they respond negatively.
- Don't push too hard either (pray for wisdom from the Holy Spirit).
- There is a fine line between pushing too hard and not pushing hard enough – sometimes it is good to go a little further with a deeper explanation.
- Sometimes hesitation is a small smoke screen to divert you – the person really does want to respond – again follow the leadership of the Holy Spirit.

10. ASK THEM TO TAKE YOUR HAND IF THEY MEANT BUSINESS IN THE PRAYER

While your heads are still bowed, ask them to shake your hand if they meant what they prayed.

11. YOU PRAY – THANKING GOD FOR THEIR DECISION

Pray with excitement and thanking God for the decision that they just made.

Ask God to help them to know that what they have done is all they need to do to know that they are on their way to Heaven.

PART FOUR – KEEPING WHAT YOU CATCH

This fourth step is the second most difficult part of soul-winning that I have found in my experience. It is one thing to lead a person to Christ, but it is sometimes difficult to have them come to your church and make their decision known publicly. This is an important step, not because of what it does for you, but it is important to get a young believer established in a local church that will teach them and keep them growing in the truths of the Word of God. Steps 12-13 will help you to have a plan to make this happen. Don't be discouraged if they do not follow through, but make these steps important to your plan.

12. TEACH THEM ABOUT ASSURANCE OF SALVATION FROM ROMANS 10:13

Someone has said that salvation is inspirational, while assurance of salvation is educational.

We are inspired to trust Christ, but we need to be taught assurance from the Bible.

Since I have already begun to use Romans 6:23 earlier in the plan, I return there to complete the verse and to emphasize the end of the verse.

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

Teach them that the salvation they just received is not something they earned, but a gift from God – and that this verse declares very clearly that it is “eternal life” in Jesus.

Teach them that when Jesus rose from the dead, He conquered sin, death and the Devil for them – their acceptance of Christ by faith assures them that they have eternal life ... not temporary life.

If they are still struggling, here are some wonderful verses for eternal security:

- John 10:27-29 – No man can pluck them out of Jesus’ and the Father’s hand
- Ephesians 4:30 – We are sealed unto the day of redemption
- II Timothy 1:12 – Jesus is able to keep the salvation we have committed to Him

13. LEAD THEM TO MAKE THEIR DECISION PUBLIC IN THE LOCAL CHURCH

At this point, I ask the person if they are ashamed of what they have done – I have never had anyone say they were ashamed.

Explain to them that now that they have received this gift of eternal life, it is good to let others know about their decision.

Share Luke 12:8-9 with them – in these verses Jesus said, “... Whosoever shall confess Me before men, him shall the Son of man also confess before angels of God: But he that denieth Me before men shall be denied before the angels of God.”

I then explain to them how an invitation works in our local church – explaining that people are gathered there who have made the same choice that they have just made – I tell them about how they go forward to let the Pastor and the others in the church know that they too have received Christ.

I invite them to come the next Sunday to make their decision known to others – I offer two things:

1. I offer to come and pick them up and bring them to church (also that they can sit with my family and me in church).
2. I then offer to walk to the front with them when the invitation time comes so they will not feel awkward.

IMPORTANT TECHNIQUE TO FIELD “TOUGH” QUESTIONS

It never fails ... there seems to be one thing that trips up most people who are inexperienced in presenting the Gospel – it is that tough question that comes right in the middle of the presentation.

Actually, I can tell you that either the doorbell will ring; or the phone; or the dog will bark; or the baby will wake up screaming; or this difficult question will come somewhere between steps 6 and 7.

The Devil does not want to relinquish his hold on these folks, and he manages to try to disrupt things – while I cannot help you with the ringing doorbell, phone, dog, or baby ... I can help you with how to handle the tough question.

Some of the tough questions I have heard ...

- If God loves everyone, why does he allow bad things to happen to good people?
- If God cares so much about me, why do I have debt that I cannot pay off?

- If God really cares about people, why are there so many people that are hungry in the world?
- I have heard that only a select few people can go to Heaven ...
- What is the importance of the 144,000?

When one of these questions is asked, it is normally because the Holy Spirit is convicting the person – that is a good sign!

Here is what I do with every question like these above ...

I say to the person – “That is a great question. If you allow me, I would like to put that question off to the side until I am finished explaining this important topic. When I am finished I will return to answer the question if you would like.”

In all the years I have been doing this, I have never had one person that remembered their question and wanted to return to it.

If they do remember, and you don’t have the answer, don’t panic, just ask them for some time to find the answer for them – and then go study to find the answer.

KEYS TO GIVING AN EFFECTIVE INVITATION

Paul wrote this powerful verse that I believe is the key to giving an effective invitation for salvation: “For I am not ashamed of the gospel of Christ: for it is the power of God unto salvation to every one that believeth; to the Jew first, and also to the Greek” (Romans 1:16).

You will notice that Paul did not say that his ability to explain the Gospel was the power – the Gospel itself is the power!

One of the traps we Pastors/Evangelists fall into, is thinking that we need to “trick” people, or “convince” people that they need to be saved.

The reality is that the Gospel itself is where the power is contained!

The word, “power” used here in Romans 1:16 is the Greek word, DUNAMIS – we have our word for dynamite from this Greek word.

- It has the idea of strength, or ability
- It further means that the strength, or ability is in the thing itself – it has the nature of this power
- It is the power for miracles – it is the power for moral transformation – it is the power of an army

This is the power of the Gospel!

What is the Gospel? It is simply the death – burial – resurrection of Jesus Christ – it is the “Good News.”

The reality is that when we give the invitation, it must be centered on the Gospel “And my speech and my preaching was not with enticing words of man’s wisdom, but in demonstration of the Spirit and of power” (I Corinthians 2:4) [Same Greek word – DUNAMIS – used here and in Romans 1:16]

When giving the invitation for salvation, it is important that we center our focus, and the invitation on the Gospel itself.

It is important to remember that we are not speaking to people who are Christians already.

This may sound obvious, but it is important that we realize this because of the words we will use during the invitation.

- We should not use “Christian” terms that we often use in church among other believers.
- When inviting a person to come to Christ, we must remember that they are not familiar with terms or phrases like:
 - Salvation
 - Redemption
 - Sin
 - Accepting Christ
 - Repentance
 - Blood of the Lamb
 - Savior
 - Atonement
 - Remission of sin
 - Blood-washed

If we were giving the invitation to a believer, we could use all these terms – but we are not aiming at those who already believe, we are trying to reach those who have never believed before.

Put yourself in the place of those you are speaking to...

Try to reflect back to the time God convicted you of sin.

Go back in your heart and mind to your attitudes ... questions ... doubts ... confusion.

Do all you can in your invitation to remove all the barriers that had been blockades to you coming to Christ, and avoid putting those stumbling blocks in your invitation.

Always ... always ... always give a passionate invitation.

An invitation for salvation should not be something that is simply “added to” the end of a message.

While you are preparing your message, you should be asking God to lead you to the place that the invitation has power on those who are lost that will be listening to you.

When giving the actual invitation, don't think about steps needed ... think about the lost souls that are in front of you and realize that you may be the only person in the world that will have the opportunity to lead them to Christ.

Give the invitation like their eternal life depended on it – it very well may be that God has drawn them to that place, for that time, to hear that message, to bring them to salvation.

Make sure to give you absolute best effort to each invitation you give – whether in front of a crowd of people, or in front of one other person.

Beg God in prayer for His power on the invitation.

While writing the sermon – during the preparation for a message, ask the Holy Spirit should guide your heart.

When planning your delivery – people can sense a genuine heart for them – don't plan your delivery like an actor rehearsing their lines – ask the Holy Spirit to make it real to you and those you are giving the invitation to.

When giving the invitation itself – while you are giving the invitation, allow the Holy Spirit to move you where He wants you to go ... not necessarily where you want think you should go.

Always remember that we can plant ... water ... it is always God Who gives the increase!

Trust God to do the work.

PSALM 2:8 *Ask of me, and I shall give thee the heathen for thine inheritance, and the uttermost parts of the earth for thy possession.*