

SOULWINNING INSTRUCTION

• Breaking the Ice

- Ask “What is your church background?”
 - Compliment their background.
 - Give your testimony.
- Ask “If you died right now, do you know for sure that you would go to Heaven – or would you have some doubts?”
- Ask “Can I take a few minutes and show you from the Bible how you can know for sure that you will go to Heaven?”

• Teaching the Truth

- Teach him that he is a sinner.
 - **Romans 3:23 For all have sinned, and come short of the glory of God;**
 - Explain that there is no difference between a big sin and a little sin.
 - Question – “Do you know what a sin is?”
 - Remove all false hopes of heaven.
- Teach him that he is going to Hell because of his sin.
 - **Romans 6:23 For the wages of sin is death...**
 - Question – “Do you know what a wage is?”
 - **Hebrews 9:27 And as it is appointed unto men once to die, but after this the judgment:**
 - Question – “Do you know anyone who’s had a court date?”
 - **Revelation 20:12 And I saw the dead, small and great, stand before God; and the books were opened: and another book was opened, which is the book of life: and the dead were judged out of those things which were written in the books, according to their works.**
 - Question – “How many people did Jesus die for on the cross?”
 - Question – “Does that mean that everyone is automatically going to Heaven when they die?”
 - Question – “What do you think God is going to do about all the people that do the terrible things in the world?”
 - **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.**
- Teach Him that Jesus has already paid the penalty for his sin on the cross.
 - **John 3:16 For God so loved the world, that he gave his only begotten Son, that whosoever believeth in him should not perish, but have everlasting life.**
 - **Romans 5:8 But God commendeth his love toward us, in that, while we were yet sinners, Christ died for us.**

- Teach him that God wants to give him eternal life as a gift.
 - **Romans 6:23 For the wages of sin is death; but the gift of God is eternal life through Jesus Christ our Lord.**
 - Teach him that the only way to accept a gift is to take it for free.
 - Question – “What do you have to do to accept a free gift?”
 - Use an illustration to make sure he understands that a gift cannot be paid for or earned.
- Teach him that he must accept God’s free gift of salvation by trusting Him to forgive him and save him.
 - **Romans 10:13 For whosoever shall call upon the name of the Lord shall be saved.**
 - Question – “How would you call on God?”
 - Use an illustration to help him understand that he can’t save himself, but if he will call out to God to be saved, God will save him.
 - “Lifeguard” Illustration or “House on Fire” Illustration

● Finishing Strong

- Ask “If God would accept you just the way you are, forgive you of all your sins, and save a place for you in Heaven when you die would you let Him do it?”
 - Tell him that God has already done His part and the only thing left to do is accept His free gift of salvation.
 - Say, “Wouldn’t you like to do that now?”
- Say, “I’m going to pray for you and when I’m done you can pray and ask God to save you.”
- Pray
 - Example – “Dear God, thank you for allowing me to talk with _____. He has listened so well, and he understands what he has to do to be saved. He knows that he’s a sinner and that the punishment for sin is to go to Hell. He knows that you paid for his sins when you died on the cross. He knows that in order to be saved he must accept your free gift of salvation. God please give him the courage to ask you to save him.
- With your head still bowed ask him to pray.
 - If he trusts Jesus to save him enough to ask Jesus to save him, he is saved.
 - ***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.***
 - This is a perfect example of “*Even so faith, if it hath not works, is dead, being alone.*” *James 2:17*
 - It is the believing that saves him.
 - Not the praying.
 - Not the feeling.
 - Not the repenting of sin.
 - Not making Jesus the Lord of his life.
 - Not a hundred other things.
 - *Acts 16:31 ...Believe on the Lord Jesus Christ, and thou shalt be saved...*

- *Acts 8:37 ... If thou believest with all thine heart, thou mayest...*
- *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.*

- Ask him to admit to God that he is a sinner and ask Jesus to forgive him and save him. Ask him to tell God that he is accepting God's free gift of eternal life.
- If he has a hard time praying on his own, help him know what to say.
 - Help him tell God that he is a sinner.
 - Help him tell God that he deserves to die and go to hell.
 - Help him tell God that he knows Jesus died on the cross for his sins.
 - Help him tell God that he is accepting God's free gift of forgiveness and eternal life.

- **Giving Assurance**

- Say, "I want to show you God's promise one more time."
 - ***Romans 10:13 For whosoever shall call upon the name of the Lord shall be saved.***
 - ***John 3:16 For God so loved the world, that he gave his only begotten Son, that whosoever believeth in him should not perish, but have everlasting life.***

- **Helping him with First Steps**

- Lead him to make a public profession of his faith at church.
 - ***Matthew 10:32-33 Whosoever therefore shall confess me before men, him will I confess also before my Father which is in heaven. But whosoever shall deny me before men, him will I also deny before my Father which is in heaven.***
 - ***Romans 10:11 For the scripture saith, Whosoever believeth on him shall not be ashamed.***
 - Contact him on Saturday.
 - Pick him up on Sunday.
 - Sit by him in the service.
 - Walk the aisle with him.

- Teach him the importance of baptism.

- Baptism identifies us with Jesus Christ because it is an outward expression of an internal decision.
 - ***Romans 6:3-5 Know ye not, that so many of us as were baptized into Jesus Christ were baptized into his death? Therefore we are buried with him by baptism into death: that like as Christ was raised up from the dead by the glory of the Father, even so we also should walk in newness of life. For if we have been planted together in the likeness of his death, we shall be also in the likeness of his resurrection:***
- In the Bible, people who were saved got baptized right away.
 - ***Acts 2:41 Then they that gladly received his word were baptized: and the same day there were added unto them about three thousand souls.***

- Jesus Christ commanded that baptism follow salvation.
 - ***Matthew 28:19 Go ye therefore, and teach all nations, baptizing them in the name of the Father, and of the Son, and of the Holy Ghost:***

- **Helpful Hints**

- Unsaved people fall into 2 categories:
 - Those who have never been shown the Gospel.
 - Those who have been shown the Gospel and did not accept Christ.
- How to make smooth transitions:
 - Recognize that it is easy to get off the subject.
 - Quickly move to the next step.
 - Learn to stay on track.
 - Learn the importance of a soulwinning partner.
 - He is an encouragement.
 - He is the “silent partner”.
 - He helps with interruptions and disturbances.
- How to stay on track:
 - Compliment him.
 - “That’s a good question.”
 - Ask for permission to put the question aside.
 - Promise him that he will understand the question and answer later.
 - *1 Corinthians 2:14 But the natural man receiveth not the things of the Spirit of God: for they are foolishness unto him: neither can he know them, because they are spiritually discerned.*
- Ask questions to get the person involved.
 - Ask questions as you go to find out if they understand.
 - Good teachers ask lots of questions.
 - Don’t make them feel like they are being quizzed or on trial.
- Never embarrass the person!
- If you can’t win someone to Christ, always leave them so that the next soulwinner can.
 - We don’t win people to Christ by arguing with them.
 - Compliment them for being kind even if they don’t want to listen.
- Marriage illustration for Assurance:
 - “Now that you’ve been saved there is nothing else you need to do to go to Heaven.”
 - Question – “Do you have to be a good husband or wife to become married? No, you do this because you are married to be the right kind of husband or wife.”
 - Question – “Now that you are saved is there anything that you need to do to become a Christian?”