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FIRST YEAR

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| **Personal evangelism** |
| Equipping Soul Winners |

TEXT BOOK

**DELIVERANCE BIBLE INSTITUTE of MOSHI**

*Moshi, Kilimanjaro, Tanzania,*

**DELIVERANCE BIBLE INSTITUTE**

*Portland, Maine, USA*

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| Personal Evangelism |
| Equipping Soul Winners |
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# Introduction

We need to be like Christ and seek out the lost that they may be saved. The purpose of this study is to prompt, encourage and equip each individual Christian to do personal work that souls will be saved, God will be glorified and Christian Soul-Winners will receive a reward. Prov. 11:30; Dan. 12:3; Phil 4:1; I Thess. 2:19

**John 15:8—*Herein is my Father glorified, that ye bear much fruit; so shall ye be my disciples.***

Philippians 1:11—*Being filled with the fruits of righteousness…*

* Every Christian must be a Soul-Winner.

John 1:12; Acts 1:8; Matt. 28:16-20; Mark 16:14-20; I Peter 4:10,19; Acts 20:26-27

* It is the highest honor, the greatest privilege and the most solemn responsibility to be a soul-winner for Jesus Christ.
* The Christian that manifests the Life of Jesus is the *Salt of the Earth* and the *Light of the World*. (Matt. 5:13-16)

John 1:29, 36 John introduced Jesus

John 1:40, 41 Andrew went and found Peter

John 1: 43 Jesus found Philip

John 1: 45 Philip found Nathaniel

Matthew 4:19—*And he saith unto them, Follow me, and I will make you fishers of men.* (Mark 1:17; Matt. 4:17-22; Mark 1:15020; 2:1-4,11-14; Luke 4:17-19,24-28,32)

Luke 15:1-7 The Shepherd searches for the lost sheep.

Luke 15:8-10 The Woman looked for the lost coin.

Luke 15:11-32 The father was on the lookout for his wayward son.

The Alpha and Omega of Christianity is

Winning souls is the greatest priority. Soul winning is the very heartbeat of Christ, therefore, it should be ours.

Acts 18:26-28 Apollos and Aquila and Priscilla

Acts 8:26-40 Philip (Following the leading of the Lord)

Acts 20:31 Paul “With tears”

II Kings 5:1-5 a little maid with confidence

II Tim. 1:5; 3:15 Timothy “Unfeigned faith”

Jesus Christ is our ultimate example. Luke 19:10

* He called Zaccheus out of the tree – Luke 19:5
* Matthew from the receipt of customs – Matt. 9:9; Mark 2:14; Luke 5:27
* Peter, James, John and Andrew from their fishing boats – Matt. 4:19; Mark 1:17; Luke 5:10. One by one – “come and follow Me.”

Personal soul-winning is the Divine method for the Christian. Acts 1:8; John 15:16; 8-27; I Peter 4:10,11; Luke 14:23

God is glorified, when the glorious power of his grace is manifested in saving a soul.

Remember: Light shines its brightest in the darkest hour. Matt 1:16; 2:16; 3:16; 4:16; 5:16

Phil 2:15 *shine as lights*

Luke 12:35; John 5:35 *lights burning*

II Peter 1:19 *A light that shineth in a dark place*

Col. 1:12 *saints in light*

John 1:4—*In him was life; and the life was the light of men.*

John 5:26—*For as the Father hath life in himself; so hath he given to the Son to have life in himself;*

John 8:12—*Then spake Jesus again unto them, saying, I am the light of the world: he that followeth me shall not walk in darkness, but shall have the light of life.*

John 12:46—*I am come a light into the world, that whosoever believeth on me should not abide in darkness.*

John 3:19—*And this is the condemnation, that light is come into the world, and men loved darkness rather than light, because their deeds were evil.*

**The Apostles’ example throughout the book of Acts:**

Acts 1:16-22 was a very dark hour for the disciples.

* If one disciple may fall for any reason, another must arise.
* They needed a disciple that had been with Him from the beginning of His ministry until His ascension There were two candidates, Justus and Matthias.
* They needed an eye witness to the resurrection of Jesus Christ from the dead.
* Matthias was the first choice as one of the leading apostles, but just because you’re not one of the leading apostles you can remain faithful to follow as a disciple of Jesus Christ.

In Acts 2:3, the light appears as the Holy Ghost Fire burns and 120 people become a witness to 3000 people!

Acts 2:3—*And there appeared unto them cloven tongues like as of fire,…*

Acts 1:8—*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 2:4-11, 14, 29, 36-47— Peter lifts up his voice.

Acts 2:21—… *whosoever shall call on the name of the Lord shall be saved*.

Acts 2:41—*…same day there were added unto them about three thousand souls.*

Acts 3:2, 4-16, 19, 26— Peter and John witness to one man.

Acts 5:11-42— “all the church” was affected by God’s judgment. The apostles rejoiced in suffering shame for His name.

Acts 6:1-7: 60— Stephen prays for his enemies

Acts 8:26-40— Philip winning a soul through God’s leading

Acts 9:10-20— Ananias through a vision helped Saul

Acts16:26-32 — Paul and Silas winning the jailer

Acts 20:26-27…*I [*Paul] *am pure from the blood of all men*.

Acts 24:25 Soul-winning is conversion not just conviction

Acts 26:28, 29 almost is not enough

Acts 28:28 “The Salvation of God is sent”

Salvation is the work of God; therefore, soul-winning is the work of the Believer.

If you are not a Soul-winning Christian, **what are you?**

Proverbs 13:16—*Every prudent man dealeth with knowledge: but a fool layeth open his folly.*

What does the Lord say concerning every Christian? We must bear fruit—souls.

Matthew 7:17,19—*Even so every good tree bringeth forth good fruit; but a corrupt tree bringeth forth evil fruit.* 19 *Every tree that bringeth not forth good fruit is hewn down, and cast into the fire.*

Matthew 16:27—*For the Son of man shall come in the glory of his Father with his angels; and then he shall reward every man according to his works.*

Matthew 19:29—*And every one that hath forsaken houses, or brethren, or sisters, or father, or mother, or wife, or children, or lands, for my name's sake, shall receive an hundredfold, and shall inherit everlasting life.*

Matthew 25:29—*For unto every one that hath shall be given, and he shall have abundance: but from him that hath not shall be taken away even that which he hath.*

Mark 16:15—*And he said unto them, Go ye into all the world, and preach the gospel to every creature.*

If we are not concerned about winning souls, we will be rooted up. Every Christian must be planted, rooted and grounded in Jesus Christ, but we will die spiritually if we do not witness.

Ephesians 3:17 *That Christ may dwell in your hearts by faith; that ye, being rooted and grounded in love,*

Colossians 2:7—*Rooted and built up in him, and stablished in the faith, as ye have been taught, abounding therein with thanksgiving.*

John 15:2—*Every branch in me that beareth not fruit he taketh away: and every branch that beareth fruit, he purgeth it, that it may bring forth more fruit.*

The Seven Elements  
In  
The Sinner’s Prayer

1. Acknowledge that they are a sinner.

2. Request for forgiveness.

3. Confession of faith in the Blood.

4. Invitation

5. Acceptance

6. Commitment

7. Thanksgiving

Keep words simple, but be sure to include all the important elements of the sinner’s prayer. In being simple yet thorough, the mind, soul and spirit can all be made alive. The specific words used are not as important as the one praying understanding and believing all of these concepts. Salvation is a spiritual birth that you as a believer can witness if you follow the Biblical pattern.

1. Acknowledge

*God, be merciful to me a sinner.*

2. Request

*Forgive me of all my sins.*

3. Confession

*Wash me in the Blood YOU shed on the Cross of Calvary.*

4. Invitation

*Come into my heart to be my Lord, my Master, and my Savior!*

5. Acceptance

*I now receive You, Jesus, as my Savior.*

6. Commitment

*I will pray and attend the house of the Lord. I will serve You and read the Bible.*

7. Thanksgiving

*I thank You, Jesus, for saving my soul!*

## **Study Questions One**

Introduction & The Seven Elements in the Sinner’s Prayer (pgs. 2-5)

1. What is the purpose of this study?

The purpose of this study is to prompt, encourage and equip each individual Christian to do personal work that souls will be saved, GOD will be glorified and Christian Soul-Winners will receive a reward.

1. Who should be a soul-winner?

Every Christian should be a soul-winner.

1. It is the h \_\_\_\_\_\_\_\_\_\_\_\_ h\_\_\_\_\_\_\_\_\_\_\_\_\_, the g\_\_\_\_\_\_\_\_\_\_\_\_\_ p\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ and

the most s\_\_\_\_\_\_\_\_\_\_\_\_\_\_ r\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ to be a soul-winner for Jesus Christ.

(highest honor, greatest privilege, solemn responsibility)

1. What is the Christian that manifests the life of Jesus?

He is the *Salt of the Earth* and the *Light of the World*.

1. If we follow Jesus, what will He make us? Matthew 4:19

Fishers of men

1. As Christians, what is our greatest priority and the very heartbeat of Christ?

Soul-winning

1. What is the Divine method for the Christian?

Personal soul-winning

1. God is glorified when . . . (finish the sentence)

the glorious power of his grace is manifested in saving a soul.

1. When we are baptized in the Holy Ghost, what do we receive power to be? Acts 1:8

Witnesses for the Lord

1. On the day of Pentecost after the outpouring of the Holy Ghost on the 120, what were the results of Peter’s preaching to those who gathered? Acts 2:41

3000 were saved

1. S\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ is the work of God; therefore, s\_\_\_\_\_\_\_\_\_-w\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_is the work of the Believer. (Salvation / soul-winning)
2. What does the Lord say concerning every Christian?

We must bear fruit—souls.

*Study Questions One, continued*

1. What did the Lord command us in Mark 16:15?

Go ye into all the world, and preach the gospel to every creature.

1. Though we are “planted, rooted and grounded in Jesus Christ,” what is vital to maintaining our spiritual life and strength?

We must bear fruit — point others to the way of life.

1. John 15:2 - Every branch in me that beareth not fruit he \_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_\_\_: and

every branch that beareth fruit, he \_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_, that it may bring forth more fruit. (taketh away / purgeth it)

(16-22). Give the seven basic elements in the sinner’s prayer that need to be understood and believed by the one praying and give the sense of what they mean.

1. Acknowledge

*God, be merciful to me a sinner.*

1. Request

*Forgive me of all my sins.*

1. Confession

*Wash me in the Blood YOU shed on the Cross of Calvary.*

1. Invitation

*Come into my heart to be my Lord, my Master, and my Savior!*

1. Acceptance

*I now receive You, Jesus, as my Savior.*

1. Commitment

*I will pray and attend the house of the Lord. I will serve You and read the Bible.*

1. Thanksgiving

*I thank You, Jesus, for saving my soul!*

1. Salvation is a spiritual birth that you as a believer can witness if you f\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ t\_\_\_\_\_\_\_\_ b\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ p\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. (follow the biblical pattern)
2. In leading someone in the sinner’s prayer, keep the words s\_\_\_\_\_\_\_\_\_\_\_\_, but make sure

they understand and believe these basic c\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. (simple / concepts)

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1. God is glorified when . . . (finish the sentence)

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1. S\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ is the work of God; therefore, s\_\_\_\_\_\_\_\_\_-w\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_is the work of the Believer. (Salvation / soul-winning)
2. John 15:2 - Every branch in me that beareth not fruit he \_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_\_\_: and

every branch that beareth fruit, he \_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_, that it may bring forth more fruit. (taketh away / purgeth it)

1. Give the seven basic elements in the *Sinner’s Prayer*.

Acknowledge - Request - Confession – Invitation – Acceptance – Commitment - Thanksgiving

BONUS:

In leading someone in the sinner’s prayer, keep the words s\_\_\_\_\_\_\_\_\_\_\_\_, but make sure

they understand and believe these basic c\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. (simple / concepts)

# The Soul-Winner Receiving And Following

The Soul-Winner must receive from God and must closely follow Christ if he is to be effective. The wisdom and power of influence of the soul-winner are truly from God.

Matthew 16:24—*… If any man will come after me…follow me.*

Philemon 23; Col. 1:7; 4:12; Hosea 6:3; John 8:12; 10-27; 12:26; 21:22;   
Eph. 1:8; 5:1; I Peter 2:21; Rev. 14:4

## The Value of Personal Soul-Winning

### Save souls from Hell.

James 5:20; Jude 23; John 3:18, 36

### Builds up the Church.

Matt. 16:18; Acts 2:47; Luke 13:23-30

### Keeps the Church alive.

Matt. 10:32

#### You will die spiritually if you do not witness.

Prov. 15:24; John 6:63; Matt. 7:13,14; 24:14; I Cor. 1:18; John 1:7; Rom. 1:16

#### You will be chastened to witness *fruitfully* and *faithfully*.

John 15:2—*Every branch in me that beareth not fruit he taketh away: and every branch that beareth fruit, he purgeth it, that it may bring forth more fruit.*

Revelation 3:19—*As many as I love, I rebuke and chasten: be zealous therefore, and repent.*

John 15:17—*These things I command you, that ye love one another.*

## The Meaning of Personal Soul-Winning

### Evangelism is to the multitude. (Fishing with a big net.)

### Personal Soul-Winning is to the individual. (Fishing with a hook.)

Personal Evangelism (one on one) is the greatest means for catching men. For example, here is a common ratio of results:

2 years revival in a church may yield 48 converts: 11 men/37 women

2 years personal work may yield 75 converts: 40 men/35 women

That personal touch reaches the man’s heart. Women are freer than men to respond on their own. Men seem to hold back so they need that personal one-on-one care.

### The Gospel is like tonic—it is meant for **all**.

Mark 16:15 says the Gospel is to be preached “To every creature”. There is not a people to whom the Gospel would be irrelevant or insufficient. The power of the Gospel exceeds even the mythology of the Greek goddess *Panacea*. (Panacea was supposeably able to heal anybody and everything using a particular potion. The word *panacea* is therefore used today meaning *a cure-all.)* Panacea was fictitious, but the Gospel is absolutely in truth a **cure-all**.

The Gospel can also be likened to a *tonic.* A *tonic* is an agent (as a medicine) that increases body tone, invigorates, restores, refreshes, or stimulates. We need the Word of God to **stir** our FAITH. Everything in the Word is for everybody in every place.

### Personal Evangelism is like a prescription—it is for the **individual**.

Personal Evangelism prescribes to the individual the Word of God for his need of Salvation. A prescription is very specific and it is given for a certain thing for one person in one place. We need to use all means that we have in reaching the lost, but one at a time. We still may *hang out a lot of ropes* and we are bound to *catch* a soul on one!

## The Need in Personal Soul-Winning

The ultimate need in Personal Soul-Winning is a consistent life that bears witness to the truth and power of the Gospel. People would rather SEE a sermon any day over HEARING one. We must remember the holiness and spirituality of our mission.

NOTE: Go to God for man before you go to man for God. (PRAY)

### We need to remember three things about the Gospel.

#### Go with the Gospel

#### Grow with the Gospel

#### Glow with the Gospel

### We need to understand three things.

#### We are Ambassadors for Christ.

An ambassador is the highest ranking diplomat. A diplomat is a government representative. A diplomat must be a *tactful* person. As a diplomat a person is *representing* his government. To represent is to *take the place of another*; such as, the ambassador may be sent in the place of the President.

Being an Ambassador for Christ is the highest calling (HOLY CALLING) and honor with the greatest privilege. We have the most solemn responsibility to represent all Heaven as one of the highest ranking Diplomats of the Kingdom of God.

2 Thess. 1:11—*Wherefore also we pray always for you, that our God would count you* ***worthy of this calling****, and fulfil all the good pleasure of his goodness, and the work of faith with power:*

John 12:26—*If any man serve me, let him follow me; and where I am, there shall also my servant be: if any man serve me, him will my Father honour*

Phil. 3:14; II Tim. 1:9; Heb. 3:1; I Cor. 1:26; II Cor. 5:20; Eph. 6:20; Prov. 13:17

#### We are living Epistles.

What message is the world *reading* from our lives?

II Cor. 3:2, 3; Heb. 8:10; 10:16

#### We are Christians—Christ Followers/Disciples.

The Disciples were first named Christians at Antioch in 43 AD. The Greek word for "Christian," is *Christianos*. This means "follower of Christ.” Originally, it was probably a term of mocking or derision – "little Christs." Eventually, however, Christians used it of themselves as a name of honor, not of shame (Acts 26:28; I Peter 4:16). Every born-again believer that continues on in truth, faith and love and follows Jesus is a true disciple. Acts 11:26; 26:28; I Peter 4:16

##### We must live right.

##### We must talk right.

##### We must act right.

“Sow a thought, reap an act; Sow an act, and reap a habit.

Sow a habit, and reap a character; Sow a character, and reap a destiny.”

—Charles Reade

Every small virtue or vice leaves its mark. All poor habits must be resisted and all virtues protected. How do we get rid of a poor habit? The only way is to *STOP*, and not just *wean* yourself off. Let Jesus take it from the beginning. **Drop** the habit, don’t try to get rid of it little by little.

Begin with a **Habit –**

Lose some, and you have

**Abit –**

Lessen a little more, and still see a

**Bit –**

Taper off more, but you will still have

**It –**

Cut all the way down to *almost gone, but there is*

**T – TEMPTATION**

And yielding to temptation can bring the habit all the way back! Lay it ALL on the altar NOW.

### We need a vision – a two-fold vision

1. To see Jesus John 1:29-36
2. To see the field (need) John 4:35; Matt. 9:36-38

### We need an aim – a two-fold aim

1. To know Jesus John 17:3; 16:15
2. To make Him known John 15:27

### We need action – a two-fold action

1. To know truth – evangelical
2. To make the truth known – evangelism

To evangelize is to be actively engaged. You cannot evangelize while slumbering and sleeping. Mark 16:15 …*GO*…*PREACH*…

We need to be evangelistic and not merely evangelical…

|  |  |
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| EVANGELICAL | EVANGELISM |
| DEFINITION: Knowing or having truth; Having truth stored and not in motion | DEFINITION: Going and carrying the truth; making the truth known |
| Truth on Ice | Truth on Fire |
| Preserving It | Using It |
| A reservoir of pure water. Clean, untouched, and a great fortress that is well-fortified, but going nowhere. | Putting a pipeline into every heart and soul just like putting a pipeline from a reservoir to a needy place. (i.e., water irrigation) |
| sings – “**Hold the fort** for I am coming” | **Storm the strongholds** for God is leading! |

The Church is an offensive force and not merely a defensive agent. Matt. 16:18 says, “*The gates of hell shall not prevail against it*.” The Truth is not something to be defended for truth is Stand alone—does not need to be propped up. Truth is the force to fight with, not a form or a force to fight for.

1 – Truth is Eph. 6:17 – Your weapon (sword) to fight with.

2 – Faith is Eph. 6:16 – Your protection (shield) to resist and to quench all the fiery darts of the wicked one.

3 – Love is I John 4:8,16 – Your source of strength, power and encouragement. “God is Love” You draw from God His love then give to all men the love of God.

You don’t *defend* the Word or *protect* the Word or give *your* word. Sow the Word of God and let God give the increase. Eccl. 11:6; I Cor. 1:17, 18; 3:6-9; Acts 6:7; Jude 21 “*Keep*…*looking*…*unto Eternal Life*.”

## The Preparation of the Personal Worker

Matthew 4:19—“*And He saith unto them, follow me and I will make you fishers of men*.”

### Dedication

#### We must be dedicated to the Lord.

We need complete and absolute devotion to the Lord. Samuel was devoted to every word of God and became a prophet. His cry was “*Speak Lord, thy servant heareth*.”

Samuel woke up to learn the voice of God

Samuel grew up to obey the voice of God

Saul went from a sinner to a servant of God. Saul of Tarsus became **PAUL THE GREAT APOSTLE**. He asked the question in Acts 9:6, “*Lord, what wilt THOU have me to do*.” Saul made his decision to serve God and God made him a choice vessel to bear His name. An instant’s decision was turned into a lifetime dedication. I Cor. 6:19, 20 tells us that we are the Lord’s. Because He bought us with His own blood, It is up to us to surrender and devote our lives to Him.

#### Dedicated to the task

Complete dedication to the work and service of the Lord is the second requirement. Our task and service is outlined in Matt. 28:19, 20: *Go ye*…*Teach* *all*…*Baptizing*…*Teaching them to observe all things that I have*…*Lo, I am with you*…

Acts 20:19-21—*Serving the Lord with all humility of mind, and with many tears, and temptations, which befell me by the lying in wait of the Jews:*20 *And how I kept back nothing that was profitable unto you, but have shewed you, and have taught you publickly, and from house to house,*21 *Testifying both to the Jews, and also to the Greeks, repentance toward God, and faith toward our Lord Jesus Christ.*

Acts 8:29 “*Go near and join thyself to this chariot*.” This is a special call to a specific place to meet a specific need in a particular person.

The Apostle Paul’s lifetime dedication is summed up in 10 charges from II Timothy 4:1-8:

* Preach the Word
* Be instant in season and out of season
* Watch thou in all things
* Endure afflictions
* Do the work
* Make full proof of thy ministry
* Fight the good fight
* Finish your course
* Keep the faith
* Love His appearing

We Must Go!

* Jesus said, “Go” Matt. 28:19,20
* The Spirit said, “Go” Acts 8:29
* The apostle said, “Go” I Tim. 4:5 “Evangelist”

#### Dedicated to the person

Dedication is an unselfish love and a spiritual desire to help other people. Don’t be like a salesman, like you’re adding another soul to the collection. Don’t be counterfeit, be real. Remember the sad accusation –“Your actions speak so loud, I can’t hear what you are saying.”

Our demeanor and spirit must be – Pure – Genuine – Righteous. If you want to win them to God, love them. Do not be selfish, but righteous. We must be motivated by genuine empathy. We must be *moved by compassion*. Matt. 9:36

John 21:15,16,17 “Feed my lambs” – undeveloped

“Feed my sheep” – developing

“Feed my sheep” – until (Eph. 4:13)

Acts 20:28 Feed the church of God.

James 1:27 “Visit” but keep pure, undefiled and unspotted.

### Purpose

#### The soul winner’s purpose is to please Christ (not man).

Luke 16:15; John 5:44; 12:42, 43

1. Live like it –

Rom. 12:2; Eph. 4:1; II Tim. 2:4; Heb. 11:24, 25; I John 2:15

##### Talk like it –

Eph. 4:29; II Tim. 4:12

##### Dress like it –

Deut. 22:5; I Tim. 2:9; I Peter 3:3;; Col. 3:12-17; I Cor. 11:1-15-34

MODEST – A limit; restrained by a sense of propriety; not forward or bold; impretending; bashful, diffident; free from anything suggestive of sexual impurity; pure; moderate; not excessive, extreme, or extravagant.

SHAMEFACEDNESS – Downcast eyes, bashfulness, modesty towards men, awe towards God, reverence.

BROIDED – To twine or braid – plait with costly array, concentrated rather than constrained.

#### The Personal Worker’s purpose is to present Christ.

“*Ye are my witnesses saith the Lord*.” Isa. 42:10; Acts 1:8

1. Remember you are presenting Christ to a sinner so build up in their mind the truth that Christ is the ONLY Savior.

##### Two important things in presenting Christ –

###### The Situation

First, let’s look at the Situation (preferably *one-on-one*). It decreases their boldness when you get them alone. Remember to be very careful in dealing with people, they are all different. When a person you’re dealing with has friends, or an audience with him, and it is disturbing. Get them alone. Situation is very important!

John 1:41, 42, 43, 45; 4:7; 7:10; 8:10; Luke 19:5; Matt. 9:25; Mark 5:40; Luke 8:54

###### The Person

Second, let’s look at the Person. It is necessary to know *where* they are—spiritually and mentally. Are they are sinner? Have they always been sinner? Are they a backslider?

If they are a backslider, help them to see why they backslid. You’ll never backslide over one experience, it is a process. If you neglect your Christian experience and things continues to happen, and you don’t pray enough to pray through, and get rid of those stumbling blocks by using them for stepping stones to lift you higher, you will backslide. Not just one incident or thing will cause anyone to backslide; it is a process of the enemy to destroy you. The devil secretly sets up these stumbling blocks to destroy but God can use them for good.

Strongholds - II Cor 10:4

Snares – Prov. 13:14; 14:27

Sieve – Luke 22:31; Amos 9:9

Isaiah 8:13—*Sanctify the LORD of hosts himself; and let him be your fear, and let him be your dread.* 14—*And he shall be for a sanctuary; but for a stone of stumbling and for a rock of offence to both the houses of Israel, for a gin and for a snare to the inhabitants of Jerusalem.*

#### The Personal Worker’s purpose is to produce a decision for Christ

##### You are after the decision, and not the winning of an argument. Win a soul, not an argument!

##### Three things a successful worker will produce:

* **Impression** – must make an impression to gain their interest.
* **Expression** – must give expression.

Two absolutes in a personal workers life –

(a) Word must be – vitally experienced in the heart

(b) Word must be – vitally expressed from the heart

* **Possession** – get them to possess Christ
* Must leave them with something – Leave them with a Possession:

The Word & Love of God🡪Truth – Faith – Love

* Remember – Impression without expression leaves NO Possession!!!

Who should do personal work?

Witnessing is the main work

Of the whole Church –

In the whole world – For the whole age –

To the whole man

Matt. 4:19; 16:24; Acts 1:8

##### We will not be effective without prayer.

###### Personal Prayer – Matt. 17:21; 21:22; James 5:17,18

###### Group Prayer – Matt. 18:19 Acts 4:24-31

###### Interceding Prayer (for the lost) – John 17:9, 15

Pray specifically. Mention their names, problems, need. (Luke 18:1-18) In preparation, you must be a man of prayer. The first thing you do in the morning is slip out of bed and pray.

## The Facts about Soul-Winning

*How does a fisherman catch fish?*

* He must be a fisherman – Experience
* He must go – Patience
* He must be prepared – Ability

Prov. 11:30 Dan. 12:3 Mark 16:15 I Peter 4:11

Acts 2:46, 47

* + Continue daily with one accord in the temple.
  + Breaking bread from house to house.
  + Ate their meat with gladness and singleness of heart.
  + Praising God.
  + Having favor with all the people.

### Salvation is in a person

Salvation is not in a church or a minister. Salvation is an EXPERIENCE. I John 5:2 – Salvation is in the SON

Salvation is not just believing something. It is receiving Christ. What does it take to make a millionaire? One must have a million dollars. What does it take to be a Christian? One must HAVE Christ.

**H** – Heaven **A** – Accepted **V** – Vicariously **E** – Effected

### Salvation involves the whole man.

I John 5:12 John 1:12 II Cor. 5:17

Man is made up of three parts –

Intellectual

Today many have intellectual conversions.

They believe Christ died with a mental consent and believe they are saved.

1) Believing truths about Christ.

Emotional

“Feel something”

Walk by faith, not feeling. Some fear God and what the Spirit is doing and cry out to the Lord, but don’t accept Him.

2) Feeling and fearing things.

Volitional

Will

To accept Christ you must be willing.

3) Matt. 16:24

### Salvation is in Christ. I John 5:12; John 1:12; II Cor. 5:17

### Soul winning is introducing a person to Jesus.

John 1:29

#### John the Baptist introduced Jesus to the world.

John129, 35

#### We must introduce Him to people – using a plan.

II Tim. 4:2; I Peter 3:15; Col. 4:6; Luke 4:18; Acts 8:30

#### Two things to depend on in introducing Christ.

##### The Word of God – Your Bible

I Peter 1:23; John 6:63

##### The Spirit of God – The Holy Ghost

Acts 1:8

You speak the Word and the Holy Spirit will complete the work. If you do your part, He will do His. Ps. 29:4; Heb. 4:12; Eph. 6:17

### To win souls, you need tools.

#### The KJV Bible – at least a pocket New Testament

#### Text book or plan – (How to win a soul) Pure Truth

#### Tracts and booklets – (i.e. “Now What”)

### The Soul-winning Plan

Engineers need a plan to build a house.

Engineers need a plan to make a machine.

The Counsel needs a plan to run the city.

Soul-winners need a plan to win a soul.

You must have approach questions. You must get a person’s attention before you can tell them anything. Don’t just walk up to a person and ask if they are a Christian. Not everyone that says they are a Christian is a Christian. The following conversations are not the only questions the Personal Worker can ask, but they are merely given as a model.

#### “Are you interested in Spiritual things?”

Most people are interested, but surprisingly, many responses will be negative. Listen for what they say but don’t respond to it. SHOW KINDNESS, DON’T ARGUE! You are not trying to win an argument, but you are trying to win a soul. Go right on with the next question no matter what they say.

#### “Have you ever thought about becoming a Christian?”

Again, it doesn’t matter what they say. Go on with the plan.

#### “If someone was to ask you, ‘What is a Christian?’ What would you say?”

Remember you will receive a vast variety of opinions and statements.

* + - A Christian is one that goes to church.
    - A Christian is one that does his best.
    - A Christian is one that is baptized.
    - A Christian is one that is a good citizen.
    - A Christian is one that is kind.
    - A Christian is one that reads the Bible.
    - A Christian is one that pays his bills.
    - A Christian is one that prays.
    - A Christian is one that shows good morals.

“Yes, a Christian does that, but what is a Christian?” Some believe that a Christian is one that doesn’t drink, smoke, lie, cheat, steal, fight, doesn’t go to the movies, dances, game rooms. No – that is a fence post. Christian living is not a matter of can or cannot, does or does not, but **will or won’t!**

Then quickly go on with the plan, don’t be sidetracked. Remember, you are after a decision as quickly as possible.(The sooner, the better.) With a slight nod of the head, very carefully and naturally, holding out your bible ask –

#### “Would it be alright if I showed you what the Bible says a Christian is?”

If yes, go right to the Word quickly. As you quote, point for them to read.

##### Man’s need –

In Romans 3:23, God says that we are all sinners. Point to the scripture as you quote it. They may say that they have never sinned. Ask them if they have ever told a lie. Every man has told at least one lie in his lifetime. Ask, with one finger off to the side, “How many lies does it take to make a liar?” 🡺JUST ONE Rev. 21:8 “all liars will have their part in the lake of fire.’

##### Sin’s penalty –

Rom. 6:23a “For the wages of sin is death…” This death is a great separation from God. The wages will either come to us or Christ on the cross.

##### God’s gift –

Rom. 6:23 “…*But the gift of God is eternal life through Jesus Christ…* God has a gift for every one that believes. You can’t earn it; you must accept Him or reject Him.

##### Place of gift –

John 1:12 says that God gives some power to become the sons of God! Where is the gift – How can I get it ? Where can I find it? The gift is in a Person—Jesus. Faith makes the difference. Our Faith must be in Jesus. Believing and receiving work together.

Say this card was a gift of five dollars, and I said you could have it. It is not yours until you receive it in your possession. That is the way it is with the gift of Eternal Life. You must receive Jesus in your heart – not just believe, but RECEIVE.

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*.” The gift of Eternal Life is in the Son. God wants us to have eternal life and not perish.

##### Man’s action –

Rev. 3:20 says, “*I stand at the door and knock*.”How to receive Him –With a slight knock on the heart say: “Jesus is now standing and knocking on your hearts’ door and wants to come in, but you have to open the door and receive Him in. ----Pause-----

Then ask, with a slight nod of the head wisely, wouldn’t you like to receive Jesus as your Savior? If they say yes, go right to prayer with them. If they say no or don’t understand yet, go right back over the scriptures again with them until they respond.

**Summary of the Soul-winning Plan**

1. Are you interested in Spiritual things?
2. Have you ever thought about becoming a Christian?
3. If someone was to ask you what is a Christian, what would you say?
4. Gather as many examples from them as you can without it being obnoxious.

“Yes, a Christian does that, but what is a Christian?” (Remember not to start an argument.) If they are answering with ease and interested, listen for what they believe.

1. Would it be all right if I showed you what the Bible says a Christian is?

Rom. 3:23 – The Bible says “for all have sinned” Every sinner must acknowledge his sin and need for the Savior to be a Christian.

a) Man’s need –

Rom. 3:23; Rev. 21:8; Man is sinful and spiritually dead. Spiritual death is separation from God.

b) Sin’s penalty –

Rom. 6:23 – *For* *the wages of sin is death*… The wages will either come to us or on Christ on the cross.

c) God’s gift –

Rom. 6:23 Jesus died for all. John 1:12 – The gift of eternal life is in receiving Jesus.

d) Place of the gift –

John 1:12 Faith makes the difference. Believing, receiving, and becoming a child of God. Rev. 3:20 “Open the door” (Jesus is knocking at your heart’s door.)

e) Man’s action –

Rev. 3:20 Jesus is knocking. With a slight knock on the heart say, “Jesus is now knocking on your heart’s door and wants to come in, but you have to open the door and receive Him in.”-----Pause-----

f) The Decision –

Then ask, with a slight nod of the head, “Wouldn’t you like to receive Jesus as your Savior?”Jesus is standing and knocking. If their claim to be a Christian is questionable, ask them, “Are you in right standing with Jesus and living in obedience to His Word?”

**Test them with the Word.**

## **Study Questions Two**

The Soul Winner Receiving & Following (pgs. 9-20)

1. What is the value of personal soul-winning? (List 3 Things)
2. Save souls from Hell. 2)Build up the Church. 3)Keep the Church alive.
3. What do we mean when we say, personal soul-winning or personal evangelism?

It is witnessing one-on-one, reaching out to the individual.

1. What form of evangelism do men respond more readily to and why?

They are more likely to respond to personal evangelism. Because of men’s tendency to hold back, the personal touch is more effective in reaching their heart.

1. What is the ultimate need in personal soul-winning?

It is a consistent life that bears witness to the truth and power of the Gospel.

1. We are \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ for Christ. (ambassadors)
2. To be a Christian is to be a “\_\_\_\_\_\_\_\_\_\_\_\_\_\_ of \_\_\_\_\_\_\_\_\_\_\_\_\_\_”. (follower / Christ)
3. Every born-again believer that continues on in \_\_\_\_\_\_\_\_\_\_, \_\_\_\_\_\_\_\_\_ and \_\_\_\_\_\_\_\_\_\_and

follows \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ is a true disciple. (truth / faith / love / Jesus)

1. What is the two-fold vision that we need?
   1. To see Jesus
   2. To see the field (need)
2. What is the two-fold aim that we need?
   1. To know Jesus
   2. To make Him known
3. What is the two-fold action that we need?
   1. To know truth
   2. To make the truth known
4. Give the definition of evangelical.

Knowing or having truth; having truth stored and not in motion.

1. Give the definition of evangelistic.

Going and carrying the truth; making the truth known.

1. The personal worker’s dedication should be to what three things?
   1. The Lord b. The task c. The person

*Study Questions Two, continued*

1. Paul’s lifetime dedication is summed up in 10 charges from II Timothy 4:1-8. List them.
   1. Preach the Word
   2. Be instant in season and out of season
   3. Watch thou in all things
   4. Endure afflictions
   5. Do the work
   6. Make full proof of thy ministry
   7. Fight the good fight
   8. Finish your course
   9. Keep the faith
   10. Love His appearing
2. What three individuals have given the command to go?
   1. Jesus b. The Spirit c. The apostle
3. Dedication is an \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ love and a \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_desire to help other people. (unselfish / spiritual)
4. If we want to win people for God, what must we do and what must our motivation be?

We must love them and be motivated by genuine empathy.

1. In what three ways should the soul-winner demonstrate that his purpose is to please Christ and not man?
   1. Live like it b. Talk like it c. Dress like it
2. Write out James 1:27

Pure religion and undefiled before God and the Father is this, To visit the fatherless and widows in their affliction, and to keep himself unspotted from the world.

1. You’ll never backslide over one experience, it is a \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. (Process)
2. If you neglect your Christian experience, don’t pray through and get victory over strongholds, what will happen?

You will backslide.

1. Win a \_\_\_\_\_\_\_\_\_\_\_, not an \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_! (soul / argument)
2. What are three things a successful worker will produce and give a brief explanation of each?

An Impression – make an impression on them to gain their interest

Expression – vitally experience the Word in your heart; vitally express it from the heart.

Possession – get them to possess Christ

1. What are the three types of prayer?

a. Personal Prayer b. Group Prayer c. Interceding Prayer

1. In preparation you must be a m\_\_\_\_\_\_\_\_\_ of p\_\_\_\_\_\_\_\_\_\_\_\_. (man / prayer)

*Study Questions Two, end*

1. In your own words, make a comparison between the *fisherman* and the *soul winner*. (2-3 sentences.)

You need experience to fish and win souls. You need patience to fish and to win souls.

1. In what way is salvation more than **believing in something**? What does it take to be a Christian?

It is receiving Christ. One must have Christ.

1. Write out the acrostic given in the notes using the word “H-A-V-E”.

Heaven Accepted Vicariously Effected

1. Salvation involves the whole man. What three parts make up man?

Intellect, Emotion, Volition

1. Soul winners need a p\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ to win a soul. You must have a\_\_\_\_\_\_\_\_\_\_\_\_\_\_

q\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. (plan/approach/questions)

(31-36) List and memorize the 5 main questions of the given soul winning plan in the notes.

1. Are you \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ in \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ things? (interested/spiritual)
2. Have you ever about \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ a \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_? (becoming/Christian)
3. If someone was to ask you, “\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_?” what would you say?

(What is a Christian?)

1. Would it be all right if \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ what the Bible says a Christian is? (I showed you)
2. Wouldn’t you like to r\_\_\_\_\_\_\_\_\_\_\_ J \_\_\_\_\_\_\_\_\_\_ as your S \_\_\_\_\_\_\_\_\_\_\_\_\_?” (receive Jesus as your Savior)
3. How do we test the sinner in our witnessing?

We test them with the Word of God.

## **Quiz Two**

The Soul Winner Receiving & Following (pgs. 9-20)

1. What is the value of personal soul-winning? (List 3 Things)
2. Save souls from Hell. 2)Build up the Church. 3)Keep the Church alive.
3. What is the ultimate need in personal soul-winning?

It is a consistent life that bears witness to the truth and power of the Gospel.

1. To be a Christian is to be a “f\_\_\_\_\_\_\_\_\_\_\_\_\_\_ of C\_\_\_\_\_\_\_\_\_\_\_\_\_\_”. (follower / Christ)
2. The personal worker’s dedication should be to what three things?
   1. The Lord b. The task c. The person
3. Dedication is an u\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_love and a s\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_desire to help other people. (unselfish / spiritual)
4. If we want to win people for God, what must we do and what must our motivation be?

We must love them and be motivated by genuine empathy.

1. Win a s \_\_\_\_\_\_\_\_\_\_\_, not an a\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_! (soul / argument)
2. What are three things a successful worker will produce?

An Impression Expression Possession

1. In preparation you must be a m\_\_\_\_\_\_\_\_\_ of p\_\_\_\_\_\_\_\_\_\_\_\_. (man / prayer)
2. In what way is salvation more than **believing in something**? What does it take to be a Christian?

It is receiving Christ. One must have Christ.

1. Soul winners need a p\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ to win a soul. You must have a\_\_\_\_\_\_\_\_\_\_\_\_\_\_

q\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. (plan/approach/questions)

(12-17) Fill in the blanks for the 5 main questions of the given soul winning plan in the notes.

1. Are you interested in spiritual things?
2. Have you ever about \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ a \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_? (becoming/Christian)
3. If someone was to ask you, “\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_?” what would you say?

(What is a Christian?)

1. Would it be all right if \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ what the Bible says a Christian is? (I showed you)
2. Wouldn’t you like to r\_\_\_\_\_\_\_\_\_\_\_ J \_\_\_\_\_\_\_\_\_\_ as your S \_\_\_\_\_\_\_\_\_\_\_\_\_?” (receive Jesus as your Savior)

# Elements to Success in Personal Soul-Winning

## Tact

Isaiah 50:4— *The Lord GOD hath given me the tongue of the learned, that I should know how to speak a word in season to him that is weary: he wakeneth morning by morning, he wakeneth mine ear to hear as the learned.*

According to the dictionary, tact is a quick or intuitive appreciation of what is proper, fitting or right. “The mental ability of doing and saying the right thing at the right time to bring about the right results.” Do not unjustly offend or anger!

### Tact is skill in dealing with men.

### Tact is the life of the five senses:

#### It is the open eye

#### It is the quick ear

#### It is the judging taste

#### It is the keen smell

#### It is the lively touch

### Tact is knowledge

Tact knows what, when and how to do it.

#### Christ

Christ manifested great tact in His reply to the unreasonable question of the Pharisees when He called for a coin and in reply to the captious question of His enemies said in Mark 12:14 “Is it lawful to give tribute to Caesar or not?” And also said in Mark 12:17 “Render to Caesar the things that are Caesar’s and to God the things that are God’s!” – Matt. 22:21; Luke 20:25; Matt 17:14-17; Acts 23:6

#### Paul

Paul the Apostle showed tact when he was brought before the tribunal, perceiving that his audience was divided on the question of the resurrection of the dead, the Pharisees believing it – the Sadducees not believing it, he cried out, “Men and brethren, I am a Pharisee, the son of a Pharisee of the hope of the resurrection of the dead am I called in question.” His tact won the day. Immediately after, there arose a dissension between the Pharisees and the Sadducees. The multitude was divided and Paul, by orders of the chief captain, was taken to the castle. II Cor. 12:16 “Being crafty, I caught you with guile.” Acts 8:30

#### Philip

Philip the Evangelist used tact when he approached the Ethiopian eunuch. Instead of blurting out, “Are you a Christian? If not, you are going to Hell; repent, or you will be damned.” Philip approached him with the question, *Understandest what thou readest?* The result of such a tactful approach was that the Ethiopian eunuch invited Philip to ride with him and explain the scripture. Philip preached Jesus and showed him the plan of salvation. The man accepted, believed, and was baptized.

#### Fishermen

Fishermen teach us the value of tact in their choice and use of various kinds of bait and the different methods used in catching different kinds of fish.

### Tact is wisdom

James 1:5; I John 2:29; Acts 13:9, 10

Tact makes up for the lack of many talents and the lack of tact is often times fatal. A little tact and wise management very often gains a point, which could be gained no other way.

It is fortunate for the Christian worker that this element of success in personal work is at his command. He may not have the answer to every question, but he can always choose his words carefully. Effective tact and the right words come from God in prayer. All may not have good tact by nature, but all can have it by grace.

Moses acted emotionally and lacked tact and wisdom in Numbers 20:7. Moses disobeyed the Word and smote the rock. Frustration often causes people to answer more roughly than wisdom would demand. We must believe the Word of God and be led of God if we are to act in wisdom and use effective tact. It was Moses’ unbelief that caused him to disobey and reap judgment. We must act according to wisdom and not frustrated emotions.

## Contact

Matt. 5:13 – We not only want to receive tact but we need to use it.

Contact is defined as the coming together of two bodies in space. A man may have all the tact in the world, but it will be useless unless he gets into contact with men. Malachi 4:2 instructs us to be useful *as calves of the stall* and not merely ‘ornamental.’ In order for our testimony to be useful, we must bring it to the lost. What good is tact without contact? It is like a tool that never leaves the toolbox.

There are two things to remember about contact:

### We must have contact with God.

Go to God for man before you go to man for God.

### We must have contact with men.

2 Corinthians 4:3—*But if our gospel be hid, it is hid to them that are lost*:

Genesis 32:28—*…hast thou power with God and with men, and hast prevailed.*

Matthew 5:13— *Ye are the salt of the earth*…

The Believer is like salt to the earth. When we live according to the truth our lives are a reproach and convicting force to the lost. When the salt of truth comes into contact with the open sores of the sinner it hurts, but could bring healing if he is willing to remain under its influence. Modern man has lost his savor in trying to say nice things and win people’s favor instead of maintaining the truth. This compromise gains popularity but leaves people in their sinful state. It is better to make a thousand enemies and win one soul from hell, than to make all a friend and lose all to hell.

Salt not only can hurt and heal, but it is also a preservative. Salt doesn’t preserve anything in the salt box, but when and where it is **used**. Samson had strength sufficient to pull down the great temple of the Philistines, but it was to no avail until he made contact with the pillars that held up the massive temple.

* Of what use is all our knowledge of methods, if we do not go after men and deal with them individually?
* Of what use is the sword if there is no battle to be fought, no cause to be defended, and no victory to be won?
* You may have the finest fishing tackle that money can buy, but it will not catch fish until you put it in the water. A Christian worker may have fine tackle for spiritual fishing—knowledge of the habits of men, a good knowledge of the various Scripture passages to use in catching men–and yet be useless as a personal worker until he **contacts** man.

## Ability *or* Capability

Ability is defined as the power of bringing things to pass. This power is characteristic of the life of Christ. Jesus always did what He set out to do. He was perfectly successful and effective.

### We need to be capable of reading and understanding men. John 2:24,25

* A successful fisherman understands fish.
* A successful soul-winner understands souls.

### We need to be capable of handling the Bible.

Luke 4:17—*And when He had opened the book, He found the place where it was written*.

Three reasons why you should know how to handle the bible:

1. To show men that they are sinners.

The Word and the Holy Spirit convict. John 16:8; I John 1:8-10

1. To point men who are convicted of sin to Christ the Sin-Bearer.

The Scriptures are concerned with Christ. I Peter 2:24; Acts 28:23

1. To establish men in the faith and growth in the Christian life.

II Peter 3:18; I Peter 1:23

Our testimony is a confession of saying the same thing that God has said. We must say what the Word of God is saying if we are to influence people in a permanent and healthy Christian experience. 2 Timothy 2:2 says, *And the things that thou hast heard of me among many witnesses, the same commit thou to faithful men, who shall be able to teach others also*. If we detour from the truth just one degree those continuing after our instruction will find themselves missing the mark and gradually getting farther and farther from God’s true intentions. 2 Tim. 3:14; Titus 1:9

We need to be established in the faith and teach men to be strong in the Lord, as well. There is great victory, blessing, and deliverance in speaking and living the Word.

* Rev. 12:11—*And they overcame him by… the word of their testimony*
* Eph. 6:17—…*Sword of the spirit which is the Word of God*.
* Mal. 3:10—*Prove Me now*… (Are we believing and obeying His Word?)
* Num. 23:19—*God is not a man that He should lie*… (Take God at His Word.)
* Rom. 1:17—…*From faith to faith*… (This is a progression in faith.)
* Rom. 6:6—*…that henceforth we should not serve sin*. (Not only speak of the life of Christ, but we must live according to His Word.)

### We need to be capable of bringing about a decision.

I Peter 4:2,10,11; Heb. 9:27; Isa. 28:18; Rom. 8:12; Psa. 102:20

#### Get them to acknowledge sin (nibbling)

#### Desire to accept Christ (catching)

#### Accept Christ (won - caught)

## The Appreciation of Opportunities

An opportunity is defined as a time of favoring circumstances—a favorable chance. The personal worker must be an opportunist.

### Do not force opportunities

Forcing opportunity can do much harm. Would people respect and appreciate the ‘lunatic’ Christian standing on his desk in the middle of the work day shouting John 3:16? Possible, but not likely. The Holy Ghost can lead us to the right place at the right time to the right person with the right words. The need is to stay in continual fellowship with God that we may be sensitive to His leading. Keep the channel continually open between you and God. (I Thess. 5:17)

### Do not miss any opportunity.

Take occasion by the hand. As men search for treasure, the Personal Worker should search for opportunities to share Christ. II Timothy 4:2 commands us to be ***instant*** *in season and out of season*. Galatians 6:10 says, *As we have therefore opportunity, let us do good unto all men, especially unto them who are of the household of faith*. In Ephesians 5:16, Paul instructs us to be *redeeming the time*. If we miss one opportunity we contract ourselves a debt. I Corinthians 9:16; Acts 26:19

### Do not waste time.

The wise use of opportunities requires good planning of time. Most people waste time because they have no definite plan for that time. We spend so much time discussing the scores of sports games and the latest political news, while we leave off sharing Christ. Put first things first. Have a **goal** to win souls and a **plan** for how to lead them to Christ.

Four reasons why we should not just sit around and waste time:

#### The days are few. Job 10:20

#### The harvest is great. Matt. 9:37

#### The laborers are few. Matt. 9:37

#### The days are evil. Eph. 5:16b

## An Absolute Conviction of Truth

What is truth? (John 18:38)

### The truth about the Bible: The Bible is the Word of God.

Its truth’s should not merely become our preference, but must be our conviction.

### The truth about men: ALL MEN ARE LOST.

Doubts and indecisions beget doubts and indecisions. If you are not sure men are lost, than there is no use in you trying to save them. If there is no shipwreck, there is no use in putting out the lifeboat. If there is no drowning, what is the use of putting out the lifeline? If your neighbor’s house is not on fire, what is the use of going to his house in the dark of the night and arousing him and his family and warning them of the danger? Be assured they **are** in danger. QUICKLY warn them and help your neighbor to safety.

### The truth about redemption: ALL MEN CAN BE SAVED – Rev. 22:17

## A Faith That Never Despairs

### See all men as they can be in Christ and not just as they are as sinners.

Mary Magdalene – Saul of Tarsus – Simon Peter

I Cor. 2:2-5; II Cor. 5:17

### There is HOPE for the vilest!

Gen. 18:14 “Is there anything too hard for the Lord?”

Luke 6:35 Despair of no man. (*give up for dead*. I Sam. 27:1)

Matt. 1:5 The Messiah came through the line of Rahab the harlot and Ruth the Moabite. Jesus was born through all kinds of people that He might save all kinds.

## A Deep Sense of Responsibility

It is not our responsibility to bring every soul to Christ; but, it is our responsibility to bring Christ to every soul.

### To bring Christ to every soul.

In Genesis 4:9, Cain asked, *Am I my brother’s keeper?* Yes, we are responsible for one another. Ez. 3:18, 19; Ez. 33:8, 9; Acts 20:26

### To let every man know that Christ wants him.

Every man may not want Christ, but Christ wants every man. It’s our responsibility to let them know. Every Christian should sense deeply that winning souls is their responsibility to God.

### To sow the seed.

WE must sow the seed of the Word of God. It is our responsibility.

#### The way we are to sow: **In tears.**

Psa. 126:5, 6; Heb. 4:14; 5:7; Acts 20:31

eb. 5:7Heb.

#### The time we are to sow: **All the time**.

Ecc. 11:6; Eph. 5:16

#### The amount we are to sow: **Bountifully**.

II Cor. 9:6; John 15:2, 5, 8

## **Study Questions Three**

Elements to Success in Personal Soul-Winning (pgs. 25-30)

1. W
2. List the seven elements of success in personal soul winning?
3. What are the five qualifications of the personal worker?
4. Define tact.
5. How important is contact?
6. Give the four reasons why we should not waste time.
7. Why do so many wastes so much time?
8. What is our responsibility as a Christian?
9. How are we to sow the Word of God?

## **Quiz Three**

Elements to Success in Personal Soul-Winning (pgs. 25-30)

# Qualifications of the Personal Worker

## He must be a Christian

1. Must be born again. I Peter 1:23; John 3:3, 5, 7
2. Must have truth. John 8:32; II Peter 1:4-10 (produces faith & love)
3. Must follow Christ. Matt. 4:19

## He must be led by the Spirit.

Micah 3:8; Zech. 4:6; Mat. 4:1; Rom. 8:14; I Cor. 2:10; Acts 20:22; I Peter 1:22

### To help the worker give the Word.

### To convict the sinner.

Acts 8:29 *The Spirit* ***said*** and Philip **ran** – swift obedience. Father, Mother…Has the Spirit told you to go join yourself to your children and teach them the way of Salvation? Young men, Young women…Where are your friends? Your brothers? Your sisters? Roll call is soon to be taken in Heaven.

Rev. 20:15—“*And whosoever was not found written in the Book of Life was cast into the lake of fire*.”

## He must be a man of prayer.

Acts 3:1—*Peter and John went up together into the temple at the hour of prayer…*

Acts 11:5—*I was in the city of Joppa praying…*

Acts 11:12— *And the Spirit bade me go with them, nothing doubting…*

### Pray that God will lead you to the right person.

### Pray that God will help you give the right words.

### Pray that God will continue the work. Eph. 11:16-20; Phil. 1:4, 5; Col. 1:3,4

## He must be concerned for souls.

Have you ever wept over souls? (Romans 9:2) Scotsman John Knox prayed, “Give me Scotland, or I die!” “Souls, Souls, Souls!” is the Savior’s cry, Satan’s cry and the Soul-winner’s cry. Matt. 23:37; Luke 19:41, 42

## He must have confidence in the power of God’s Word.

Isaiah 55:10, 11— *My word…shall not return unto Me void…* (Ps. 107:20)

Psalm 138:2—…*Thou hast magnified Thy Word above all Thy name*.

Hebrews 4:12— *For the word of God is quick, and powerful, and sharper than any two-edged sword, piercing even to the dividing asunder of soul and spirit, and of the joints and marrow, and is a discerner of the thoughts and intents of the heart*.

# The Soul Winner Giving and Leading

## The Uninterested and Unconcerned

### Under “fear” – Aim to produce a conviction of sin.

#### The Holy Spirit produces conviction of sin. John 16:8

#### Use passages of scripture that produce conviction of sin.

##### Show him that he is sinner. Isa. 53:6; Rom. 3:10; 23

If he says he has not sinned, use I John 1:8, 10. To say we have not sinned is to make God a liar but we know God is absolutely true (Rom. 3:4). For those who say, “Well, I haven’t sinned much; I am not a great sinner.” Show them: Matt. 22:37, 38; James 2:10; I John 2:1; Rom. 6:6

##### Show him the consequences of sin. Gal. 3:10; Rom. 6:23

Some might say, “I shall be glad to die, for then I’ll put an end to all my troubles.” Death does not mean an end of existence for man’s conscious existence is endless even after death. Unforgiven sins follow us beyond the grave. Rev. 21:8; 14:10, 11; John 3:36; 8:21-24

##### Show him the tragedy of rejecting Christ and unbelief.

John 3:17, 18 Hebrews 2:2, 3

### Under “love” – Seek to awaken gratitude to God for His unspeakable gift.

#### Show him the love of God for man. John 3:16; Isaiah 53:4, 5; II Cor. 9:15

#### Show him God’s longsuffering and patience in sparing his life. Rom. 2:4

### Under “hope” – Appeal to the element of hope that lies deed in man’s nature.

#### We are saved by hope in Christ. Rom. 8:24; John 4:12; Matt. 19:21

#### Seek to create an interest in the things of the Christian faith. I Tim. 4:8

#### Express to him the assurance of having sins forgiven. Acts 10:43; I John 1:9

#### Show him – the wicked have no peace. Isa. 57:20,21; John 14:27; Isa. 26:3

#### Show him the blessing of fellowship with God. I John 1:3; 7; I Cor. 1:9

### Under “altruism” – Employ their desire to bless others. Numbers 10:29-32

Genesis 12:2—*…and thou shalt be a blessing:*

John 17:19—*And* ***for their sakes*** *I sanctify myself, that they also might be sanctified through the truth.*

1 Corinthians 9:22—*To the weak became I as weak, that I might gain the weak:* ***I am made all things to all men****, that I might by all means save some.*

2 Corinthians 1:4—*Who comforteth us in all our tribulation,* ***that we may be able to comfort them*** *which are in any trouble, by the comfort wherewith we ourselves are comforted of God.*

## Interested and Concerned but Ignorant

Those Who Are Interested and Concerned, but Ignorant of the Way of Life.

### Four things we must teach them to do to become a Christian.

Hebrews 5:2—*Who can* ***have compassion on the ignorant****, and on them that are out of the way; for that he himself also is compassed with infirmity.*

### Show the inquirer that he must repent.

Isa 55:7 Acts 20:21 26:20 II Chron. 7:14 Mk. 1:15 Luke 13:3,5

#### The purpose of repentance, be sorry for sin and turn to the Lord.

Psa. 38:6, 18; II Cor. 7:9, 10; I Thess. 1:9

##### What repentance involves.

###### Confession of sin. - I John 1:9; Psa. 32:5; Luke 18:13; Dan. 9:3-11

###### Confession even to man **if he has been wronged** in the sinning.

Matt. 5:23,24; 6:14,15; Luke 19:8; I John 4:20

###### Forsaking of sin. Prov. 28:13; Isa. 55:7; Eze. 33:11

###### Cleansing from sin - I John 1:7,9; 2:1-2; 1Cor. 6:11; Eph 1:7; Col. 1:14; Heb. 9:14; 1Peter 1:19; Rev.1:5; 5:9

###### Turning to God

Deut. 4:29,30—*But if from thence thou shalt seek the LORD thy God, thou shalt find him, if thou* ***seek him with all thy heart and with all thy soul.***30*—When thou art in tribulation, and all these things are come upon thee, even in the latter days, if thou* ***turn to the LORD thy God, and shalt be obedient unto his voice****;*

Hosea 14:2*—Take with you words, and turn to the LORD: say unto him, Take away all iniquity, and receive us graciously: so will we render the calves of our lips.*

Acts 20:21—*Testifying both to the Jews, and also to the Greeks, repentance toward God, and faith toward our Lord Jesus Christ.*

Luke 1:16*;* 2Cor. 3:16; Heb 6:1

### Show the inquirer that he must have faith in order to be saved.

#### Faith in Jesus as Savior. Heb. 11:6; Isa. 53:6; Gal. 3:13; II Cor. 5:21; Rom.1:17; I Peter 2:24; Num. 21:8; John 3:14

#### Receive Jesus as Savior. John 1:12

### Show the inquirer that he must confess Jesus Christ to the world.

I Jn.4:2-4,15; II Jn.1:7; Mat.16:16; I Cor.12:3; II Cor. 4:13; I Tim. 6:12; Philippians 2:11

Acts 1:8; 2:4; 4:8-14

Salvation may be forfeited by unwillingness to do so.

Rom. 10:9-11; Matt. 10:32, 33; Mark 8:38; I John 1:8-10

### Show the inquirer that Christ must be received as Lord and King.

He must be received as the director and controller of our life.

Acts 2:36 Col. 3:17 John 2:5 Jer. 10:10 1Tim. 6:15

## Interested and Anxious but Hindered

Those Who are interested and anxious to become Christians, but have difficulties in the way.

With some people there are certain difficulties, and obstacles which seem to stand in the way. These difficulties must be solved. Lazarus’ death can be used as an illustration. Between the life-giving Christ and the dead body of Lazarus, there is a huge stone. “Roll ye away the stone.” We cannot give life but we can remove the stone.

Look at what some of these difficulties, objections and excuses are:

### “I feel that I have sinned too greatly to be forgiven.”

How shall we deal with this difficulty? Mercifully but never minimize sin. Show that no sin is too great to be forgiven. Jn. 3:17; 12:47; I Tim. 1:15; Heb. 7:25; I John 1:7,9

“For Whom did Jesus Christ come into the world to save?” “Sinners” and even the “Chief of sinners” Rom. 5:6-8; Matt. 9:12, 13; 18:11; Mark 2:17; Luke 19:10

Luke 15:18—*I will arise and go to my father, and will say unto him, Father,* ***I have sinned*** *against heaven, and before thee*,

Luke 15:21—*And the son said unto him, Father,* ***I have sinned*** *against heaven, and in thy sight, and am no more worthy to be called thy son*.

### “I have no feeling; I do not feel as though I want to be a Christian.”

#### What They Expect

This is a large and difficult class to deal with. They want an experience like:

##### a. The jailer – Acts 16 – A Great Earthquake

##### b. The dying thief— Luke 23:42

##### c. Saul of Tarsus – Acts 9 – A Light and Voice from Heaven

They are waiting for some cataclysmic event to shake them or throw them to the ground. One man said – “No, it hasn’t struck me yet.” There is emotion in some conversions, but not in all. Feelings are deceiving – Gen. 27:12, 16, 21-23; Jer. 17:9, 10

#### God does not only deal through the traumatic, but He works silently behind the scenes, as well.

##### Timothy had a childhood conversion – II Tim. 3:15

##### John the Baptist was filed with the Holy Ghost in the womb – Luke 1:15

#### What God Expects

Where in the Bible is feeling a requirement for salvation? Nowhere. The Bible tells us what God requires from the sinner for salvation.

##### Faith John 1:12; Acts 13:38-39; John 3:36

##### Confession and forsaking sin Prov. 28:13; I John 1:9; Isa. 55:7

### Those who say, “I am seeking, but I cannot find God.”

#### He might not seek God **sincerely**. Jer. 29:13; Rom. 10:6-10; John 12:37-41

#### He’s not far away from us. Acts 17:27, 28

#### Christ is seeking him. Luke 15; The Lost Sheep - Lost Coin – Lost son

### “I would like to be a Christian, but I cannot give up my evil ways.”

Two ways to deal with this class:

#### Show them that they are not to depend upon their own strength to give up their sinful ways, but that the power of Christ in their hearts will enable them to overcome all evil. Phil. 4:13; Eze. 36:25-27; II Cor. 5:14-17

#### They should be made to understand that through Christ they can and they must give up their evil ways or perish. Gal. 6:7, 8; Rom. 2:8,9; Eccl. 11:8,9

### “I would like to become a Christian, but it would hurt my business.”

There is a grain of truth in this objection. You cannot be a Christian and a saloonkeeper, but in a wholesome vocation a man can conduct himself as a Christian. He does not have to lie, cheat, prevaricate the truth, or give false representation. Proper business should not interfere with a man’s religion. A man can be a businessman and a Christian. Also, remind them of the temporality of everything in this life.

* That “which is seen is temporal, and that which is not seen is eternal.”
* “A man’s life consisteth not in the abundance of things.”
* “Gain the world – lose his soul – what profit?
* “Whatsoever a man sowest.” Are you investing in the temporal or eternal?

II Chron. 25:9; Mark 10:29,30; Mark 8:36; Luke 12:16-21; Matt. 6:33

### “I would like to be a Christian, but I cannot forgive my enemies.”

#### Show them that what they cannot do naturally that through the grace of God can be done. Hatred can be taken away and the heart can be filled with love. Eze. 36:25-27; Mark 9:23; Phil. 4:13

#### Show them that unless they forgive their enemies, God will not forgive them.

Matthew 18:23-35—*And forgive us our debts as we have forgiven our debtors*.

1 John 3:15—*Whosoever hateth his brother is a murderer: and ye know that no murderer hath eternal life abiding in him.* (Matt. 6:12)

1 Peter 3:7—*Likewise, ye husbands, dwell with them according to knowledge, giving honour unto the wife, as unto the weaker vessel, and as being heirs together of the grace of life;* ***that******your prayers be not hindered.***

### “I must become better before I can become a Christian.”

They feel they must attain to a certain degree of moral character before they can be accepted by Christ. To them, salvation depends partly on works. Salvation is by grace through faith. Eph. 2:8, 9; Matt. 9:12, 13; Rom. 5:6-8

Christ didn’t come to save the righteous. God is more than willing to save sinners.

* The woman at the well
* Mary Magdalene
* The prodigal son
* The dying thief
* The Apostle Paul – Chief of sinners
* Pharisee and Publican

Nothing in my hand I bring, simply to the cross I cling,

Naked, come to Thee for dress; Helpless, look to Thee for grace

Foul, I to the fountain fly; Wash me, Savior, or I die.

– Au­gus­tus M. Top­la­dy, Rock of Ages.

## **Study Questions Four**

#### How do you deal with the uninterested and the unconcerned?

A.

B.

C.

D.

#### What three things would you show the person under the element of fear?

1.

2.

3.

#### What does repentance involve?

1.

2.

3.

4.

5.

#### Four things we must teach them to do to become a Christian.

A.

B.

C.

D.

#### On a separate page describe how to deal with seven hindrances.

#### **Quiz Four**

Qualifications of the Personal Worker & The Soul Winner Giving & Leading, Part 1 (pgs.33-37)

1. How do you deal with the uninterested and the unconcerned?
2. What three things would you show the person under the element of fear?
3. What does repentance involve?

## The Self-Righteous

“We are honest.”

“We pay our debts.”

“We observe the Golden Rule.”

“We are liberal in our gifts.”

On what does a man’s hope of heaven depend?

### Show them that salvation is by faith in Christ and not in good works.

Rom. 3:20; 4:2-6; Gal. 2:16; 3:10,11

### Show them that God looks at the heart.

Luke 16:15; Prov. 16:2; Isa. 64:6; Jer. 17:9,10; Phil. 3:9; I Sam. 16:7; Prov. 30:12

### Show that we can please God by faith only.

John 6:28, 29; Heb. 11:6

### Show them works of the flesh will make void faith.

Gal. 2:21

### Show them all men need a change of heart.

Acts 10:1-6; 11:11-14; Phil. 3:5-8; John 3:3

## The Backslider

### What a Backslider Is

Proverbs 14:14— *The backslider in heart shall be filled with his own ways…*

‘Backslider’ is not a New Testament word, but the concept is found in many N.T. verses, as well, as O.T. verses. What is meant by the term ‘backslider’? Backslider refers to someone that at one time was advancing toward God, but now is headed away or ‘sliding back’ from God into the old carnal life. (Gal. 4:9; Ps. 12:1) Depending on his attitude, the backslider can be the easiest or the hardest kind of person to reach.

No one backslides over one experience. For a Believer to backslide many decisions have been made that have led up to such a sinful condition. A person does not just one day up and backslide, but little by little and by letting important things slip does a person slide back from God. A backslider has allowed their love to get cold and something or things to get between them and God. It is not easy for the righteous to backslide. (John 17:9) and a person does not backslide overnight. Samson, Peter and Judas are examples of this.

**Read Hebrews 6:4-9** and take notice of the following words and phrases—*once enlightend….have tasted…. were made…have tasted…if they shall fall away…renew…bringeth forth…receiveth…rejected….*

### How to Deal With the Backslider

#### All backsliders are not so in reality.

There is no middle ground between sinner and saint. You are either saved or lost. A backslider is a sinner and we only classify them differently because God deals with those who once knew Him in different ways from those that have never known him. (Heb. 6:4-8; 10:26-29; Luke 12:48)

They are still headed down the path toward hell and there is no assurance promised because of some past experience they have had. This is not to say that God cannot renew them to repentance because God absolutely can save the backslider. (Hosea 14:4) To backslide is to *fall from grace* in the same sense that Adam and Eve fell in the garden and needed atonement. (Jer. 3:22)

#### Seek to determine the cause of their backsliding.

The very thing that led them to backslide may be the very thing that is keeping them from coming back. All obstacles must be removed.

Here are some reasons why people backslide:

##### Mistreatment or Inconsistencies of Christians

Many people blame or even try to punish God for the failures of men. The only just complaint that can be made would be against men who claimed to be following God, but God is absolutely guiltless and righteous in all He has done. (Jer. 2:5; Isa. 5:4)

* What wrong has God done to them? NONE
* Why should they treat God so? NO GOOD REASON

##### Manifestations or Temptations of Satan

###### As an angel of light

* 1. To present the lie as true
  2. To present false workers as true

###### As a roaring lion

* 1. To intimidate
  2. To over power through pressure

###### As a serpent

* 1. So subtle
  2. Violent, Vicious and ferocious

##### Misunderstandings

This is so sad, but so true. How many casualties have been caused in the church because of very simple misunderstandings? That if those involved would have just talked it out, no harm would have been done. Bring all your questions to God in prayer and He will solve them. Do not carry them and let them drive you away from God.

##### Materialism and Worldliness

God delivered Israel out of Egypt over night, but it took 40 years in the wilderness to get Egypt out of them.

Matthew 6:24—*No man can serve two masters: for either he will hate the one, and love the other; or else he will hold to the one, and despise the other. Ye cannot serve God and mammon.*

##### Motives for Serving God were Wrong

Christianity is only a matter of convenience for some people. Many people pray the sinner’s prayer because all their friends were doing the same. When it comes down to it, you must be in love with Christ. Absolutely no other motive will keep in the long run.

##### Mind Battles

###### **Loneliness**- *I will never leave thee, nor forsake thee*1

###### **Lust**- *the lusts of other things entering in, choke the word*2

###### **Pride** - *God resisteth the proud, but giveth grace unto the humble.*3

1Hebrews 13:5; 2Mark 4:19; 3James 4:6

##### Motionless Spiritually

###### Luke warmness

###### Lack of zeal

###### Lack of prayer

###### Lack of faith

Some have never had a very deep experience with Christ. Mark 4:16, 17; I John 2:19; II Peter 2:20-22; Matt. 13:20,21; Heb. 10:38,39

#### The Penitent Backslider

The penitent backslider is one who feels sorry for his sins and would like to return to Christ, but feels God will not have him.

##### Show God’s **willingness** **to receive** all who come back to Him.

Luke 15:11-24; Jer. 3:12,13; Mark 16:7

Samson’s hair began to grow again and Peter saw a look of love.

##### Show what God requires for restoration.

II Chron. 7:14; I John 1:9; Hosea 14:1, 2, 4

Luke 22:61—*And the Lord turned, and looked upon Peter. And Peter remembered the word of the Lord… And Peter went out, and wept bitterly.* (Matt. 26:75)

Rev. 2:4, 5— …*thou hast left thy first love.* *Remember therefore from whence thou art fallen, and repent, and do the first works;*

##### Give instructions as to how to grow in grace, and not backslide again.

It is by paying attention to the small foxes that spoil the vine that a person can be safeguarded from backsliding (SOS 2:15). Also, we must not slip in the basics of Christian living. Keep the fire burning!

* Pray – Luke 18:1; Matt. 26:41
* Read the Bible – Acts 17:11; 20:32; I Peter 2:2
* Attend church – Heb. 10:25; Acts 2:41-47
* Witness – John 1:41-45

#### The Impenitent Backslider

The impenitent backslider does not manifest any sorrow for their backsliding and they have no desire to return to the Lord. Show the awful sin they have committed and show the penalty. Jer. 2:13, 19; I Kings 11:9; Amos 4:11; Heb 6:4; II Peter 2:20-22; Luke 11:24,26; John 6:66

##### Indulgence of known sin – II Cor. 6:17

##### The neglect of the means of grace – Gal. 3:1-3

##### Worldly alliance or association – Prov. 1:10-19; II Tim. 4:10; James 4:4

## The Fearful and Despairing

### “I am afraid I will be persecuted if I become a Christian.”

They cannot brave the laugh, the sneer, and rebuff. These are the ones that likely had trouble witnessing for the Lord.

#### Show from Scripture the folly of the “fear of man.”

#### Show the blessedness of those who boldly confess Christ.

These objections are divided under four divisions:

##### Those who are afraid of the ridicule of their friends.

Prov. 29:25; Luke 12:4, 5; Isa. 51:7,8,12; Mark 8:38

##### Those who are afraid they will lose their friends if they become Christians.

###### Show the inquirer that such friends are not worthy, for they are enemies of God. James 4:4b

###### Show him that he gains a more worthy friendship. Mark 10:29, 30

###### Show him that a special blessing is pronounced upon those who choose the righteous. Psa. 1:1, 2

### “I will be persecuted by my friends if I become a Christian.”

#### Show him that this is what is to be expected.

II Tim. 3:12 I Peter 4:2-4

#### Show that it is a great honor and privilege to suffer for Christ.

Acts 5:40,41; I Peter 2:20,21

#### Show the results of suffering with Christ.

Matt. 5:10-12 “Rejoice and be exceeding glad.”

#### Show the future reward.

II Tim. 2:12

#### Help him consider the influence he could have on his friends for Christ!

### “I am afraid I won’t be able to continue.”

Our standing does not depend so much on us as on God’s strength. Jude 24; I Cor. 10:13

The cross that He gave may be heavy,

But it never outweighs His grace;

The storm that I feared may surround me,

But it ne’er excludes His face.

--*The Cross is Not Greater*, Ballington Booth

Phil. 1:6; Isa. 41:10,13,14; II Tim. 1:12; II Cor. 12:9,10; John 17:12; Deut. 33:37; John 10:27-29

### “I have tried before and failed.”

You will need a great deal of patience to deal with this class.

#### Point out the possibility of success.

II Cor. 9:8, 10

#### Find out the cause of failure.

##### Did you absolutely trust in Christ?

##### Did you absolutely surrender yourself?

##### Did you confess Christ?

##### Did you pray consistently?

##### Did you study the Bible?

##### Did you do anything for Christ?

(Idleness is the Devil’s workshop.)

#### Give instructions in how to make a success of Christian life.

##### Make a full surrender – Rom. 12:1,14,20,21

##### Pray – Luke 18:1; Matt. 26:41

##### Read the Bible – Acts 17:11,20,32

##### Faithfulness to church – Heb. 10:25; Acts 2:41-47

##### Work for Christ – John 1:41-45; Matt. 20:1-16

### “I have sinned away the day of grace.”

#### Find out what he means by that statement.

This statement normally comes out of a misunderstanding of some Scripture – such as: Gen. 6:3; Heb. 6:4-6; 10:26.

#### Show that all that will are to come.

John 6:37; Rev. 22:17; Rom. 10:13

### “I have committed the unpardonable sin.”

Again, this heavy guilt most often comes out of a misunderstanding of Scripture. Matt. 12:30-32; Mark 3:28-30; I John 5:16 The Scriptures on the ‘unpardonable sin’ are describing man’s unwillingness to respond to God and not God’s inability to save. No man can come to Jesus except the Father draw him and if a man grieves the Spirit of God so that God no longer deals with them then and only then is that man ‘apostate’ because there remains no other means of salvation.

**A simple test**: If there is any intention at all toward God in a person’s heart or mind, God can forgive them for God is greater than our heart.

1 John 3:20—*For if our heart condemn us, God is greater than our heart…*

#### Find out what the person means by the ‘unpardonable sin.’

Get him away from his negative thoughts and onto the Scripture –I Tim. 1:15, 16.

#### Show him the willingness of Christ to forgive.

### “It is too late now for me to become a Christian.”

They interpret the calling wrongly from Proverbs 1:24-31. There is a time for judgment and there is a time for mercy. This Proverb describes the time when judgment has been set, but today is the day of SALVATION. As long as there is breath, there is hope! Heb. 4:7; Deut. 4:29-31

II Cor. 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.)*

## The Procrastinator

### What is a procrastinator?

To procrastinate is to *put off.* Those who put off their salvation until another time are procrastinators. An *Almost-Christian*1 may put off their salvation until it is too late. Procrastination is dangerous. People are dying, 77 every minute including those that are aborted. The call to escape hell becomes more and more urgent with each passing moment. 1 Acts 26:28

Ephesians 5:16—*Redeeming the time, because the days are evil*.

Jeremiah 17:17— *Be not a terror unto me: thou art my hope in the day of evil.*

II Corinthians 6:2—…*now is the accepted time*…*now is the day of salvation*…

#### Procrastination is a tool of the devil.

It will take a total deliverance to escape the Tribulation hour. The devil has devised a plan of procrastination to get an in-road into the very elect’s heart and mind and bring in lukewarmness and sets up strongholds.

Matt. 24:12—*The love of many shall wax cold.*

##### The devil has taught the Bible to be a fable, and not Divinely inspired.

Not too many fell for this device, so he thought there must be something better.

##### He spread around that there is no God, no Savior, no Heaven, or no Hell, but not too many fell for this so he thought there must be something better.

##### He told the world of another Jesus, another Gospel, and another Spirit. He tried to use even the Bible to tell the world about God his way.

Many people did not fall for this, so he thought there must be something better.

##### He cunningly devised to let people believe the true plan of God, but tell them there is no hurry; tomorrow will do, it will be as today and he has ensnared multitudes.

Matthew 24:48— … evil *servant shall say in his heart, My lord delayeth his coming*;

### Characteristic Statements of the Procrastinator

#### “I want to get established in business first. After that, I will become a Christian.” Matt. 6:33; Luke 12:16-21; James 4:13-17

If you know that this element of the devil’s plan has been in a person’s life, what would you tell them to do?

The debt of sin grows worse and worse every day, repent today! Each sin leads to another and leads you deeper and deeper into its filth. There is no advantage in putting off salvation.

Gen. 4:25-26; 5:7; 16-17, 21-24; Eph. 4:22-27, 5:16; Col. 4:5; Mal. 4:2

Gal. 5:7; 16-17; 19-21

Adultery – Fornication

Uncleanness– Lasciviousness (filthy)

Idolatry – Witchcraft

Hatred – Variance (contentions)

Emulations – Wrath

Strife – Seditions (divisions)

Heresies – Envying

Envying – Murders

Murders – Drunkenness

Drunkenness – Reveling (riotous living)

#### “I’ll wait until I get older, then I’ll become a Christian.”

Eccl. 12:1; II Sam. 19:31-40; Heb. 3:13; II Cor. 6:2

The longer one waits, the older he gets, the harder his heart becomes. Let’s have both life and soul saved and be useful for God while we are still young.

Malachi 4:2—*But unto you that fear my name shall the Sun of righteousness arise with healing in his wings; and ye shall go forth, and grow up as calves of the stall*.

Ephesians 6:1,2—*Children, obey your parents in the Lord: for this is right*. *Honour thy father and mother; (which is the first commandment with promise*;

Ephesians 6:3,4—*That it may be well with thee, and thou mayest live long on the earth*. *And, ye fathers, provoke not your children to wrath: but bring them up in the nurture and admonition of the Lord.*

The fear of God destroys delays and makes one wise toward the enemy’s tactics and devices. Prov. 9:10

2 Corinthians 2:11—*… we are not ignorant of his devices.*

#### “I am determined to become a Christian before I die.”

NO man knows the day of his death. He may die suddenly in a moment and even this night. There are many sudden deaths everyday. Don’t let them put off such an important matter. Deathbed – brings fear, but fear is not the requirement for Salvation. “You don’t have to wait until your deathbed.” **FAITH** ISTHE REQUIREMENT.

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.*

Isa. 55:6; Luke 13:24,25; Prov. 1:28; 1:24-31; II Cor. 6:2; Prov. 27:1; Heb. 4:7, 12:17

## **Study Questions Five**

The Soul Winner Giving & Leading, Part 2 (pgs.40-47)

1. How do you deal with the uninterested and the unconcerned?
2. What three things would you show the person under the element of fear?
3. What does repentance involve?
4. Explain what a backslider is?
5. How do you deal with a backslider?
6. What can we say to the Obstinate?
7. Name the two kinds of skeptics.
8. Explain what the greatest sin is.

## **Quiz Five**

The Soul Winner Giving & Leading, Part 2 (pgs.40-47)

1. How do you deal with the uninterested and the unconcerned?

## The Fault-Finding

Rom. 3:5; 9:14; Heb. 6:10

### Those Who Find Fault with God

“God is NOT unrighteous” Psa. 92:15; John 7:18; Isa. 30:18; Job 36:23

#### “It is unjust for God to create man and then condemn him.”

* This warfare is not carnal but spiritual.
* Take the Sword of the Spirit and fight the fight of faith.

##### Show God’s purpose in creation

Isa. 43:7; Rev. 4:11; Psa. 102:18; Isa. 65:18

##### Show from Scripture that all God’s dealings with man point to His desire that man should be saved and not lost.

Eze. 33:1; John 3:14-18, 35,36; II Peter 3:9; Matt. 23:37

* What was the price the Father paid?
* What was the suffering Jesus endured.?
* How awful it is for the wicked to charge God with injustice!

##### Show them that if they are eternally lost it is because of their willful rejection of God’s way of life as revealed in the work of Christ.

Matt. 23:37; 25:31-46John 5:40; II Thess. 2:12; Rom. 9:22-23

#### “God has not clearly revealed Himself.”

God never asks the impossible from His children. He expects obedience up to the light that one possesses. I John 1:7; 1 Pt. 1:4-5,13; Titus 2:11-12

SHOW THE OBJECTOR THE WORD OF GOD

##### God has clearly revealed Himself and His will for man.

Rom. 1:18-20; II Cor. 2:12; John 1:9

##### God has revealed Himself to man in Christ.

John 1:18; Matt. 11:27-30; II Cor. 5:19; John 14:9

##### Show them that disobedience keeps men in ignorance of God.

II Cor. 4:3,4; Rom. 1:21; John 7:17; Isa. 59:1,2

Sin puts scales of blindness on man and GOD TURNS HIS BACK ON SIN

##### Show that willingness to do the will of God will further your understanding through revelation.

John 7:17 Hos. 6:3 Eph. 1:18

### Those Who Find Fault with the Bible

#### “The Bible is foolishness”

I Cor. 1:18, 23, 24

The Bible and the Cross are foolishness to the man that is perishing in sin, but power, wisdom and salvation to the Believer. The fault is not with the Bible, but with man’s sins. Isa. 5:24; Revelation 20:15

The penalty for rejecting the Word of God is the lake of fire. 2 Thess. 1:8

Psalm 14:1— *The fool hath said in his heart, There is no God*…

#### “The Bible is full of contradictions.”

Ask him to show you one. II Peter 2:12 Be sure to familiarize yourself beforehand with the common types of so called ‘Bible contradictions.’

First, it is absolutely certain that although we can find parallel passages which differ none of them contradict each other. The writers merely give different sets of details about the same happening without contradicting the other accounts.

**EXAMPLE 1: Angels at Christ’s Tomb**

Mark 16:5— *And entering into the sepulchre, they saw a young man sitting on the right side, clothed in a long white garment; and they were affrighted.*

Luke 24:4— *And it came to pass, as they were much perplexed thereabout, behold, two men stood by them in shining garments:*

John 20:12— *And seeth two angels in white sitting, the one at the head, and the other at the feet, where the body of Jesus had lain.*

**EXPLANATION**: All the details given in the three accounts combined give us a full picture of the scene at the tomb. It is the Bible basher that wants to assume a contradiction here when one does not at all exist.

Second, there has been slight confusion in translating some numbers from the original languages. This has resulted in the translators producing different numbers for the same account in a few places. These are copyist and translator mistakes. It can be absolutely certain that none of these differences influence a single cardinal doctrine or spiritual principle and at the very worst only give us an unclear idea of a few very minute details of history. In the infamous Watchtower Society publication 101 Contradictions in the Bible, the majority of the issues raised are number related.

**EXAMPLE 2: Ahaziah’s Age**

2 Kings 8:26—*Two and twenty years old was Ahaziah when he began to reign…*

2 Chronicles 22:2—*Forty and two years old was Ahaziah when he began to reign*…

**EXPLANATION**: There is enough additional information in the Bible to show that the correct number is 22. 2 Kings 8:17 mentions that Ahaziah's father Joram ben Ahab was 32 when he became King, and he died eight years later, at the age of 40. Therefore Ahaziah could not have been 42 at the time of his father's death at age 40! We must also remember that the scribes who were responsible for the copies of Scripture were meticulously honest in handling Biblical texts. They delivered them as they received them, without changing even obvious mistakes, which are few indeed.”—Jay Smith, Alex Chowdhry, Toby Jepson, James Schaeffer.[[1]](#footnote-1)

Third, the largest class of supposed contradictions is merely the result of taking verses out their context or misunderstanding the intent of the writer.

**EXAMPLE 3**: Wife or No Wife? That is the Question

Genesis 2:18—… *It is not good that the man should be alone*…

1Co 7:27—…*seek not a wife*.

Pr 18:22 Whoso findeth a wife findeth a good thing, and obtaineth favour of the LORD.

**EXPLANATION**: A simple reading of the entire contexts sets any misunderstanding straight and actually any suggestion of contradiction here is quite laughable!

#### “The Bible is an impure book.”

This book has done more for production of purity of character than any other force in the world. The best and purest people are lovers and readers of the Bible. “The Bible is an impure book” is a lie, but must be dealt with to help him. Do not cast or drive him away by arguing. (Prov. 13:10; Matt. 10:16; Phil. 2:15)

DO NOT BE FOOLISH – BE WISE AND HARMLESS

The impurity lies not in the Bible, but in his deceitful and desperately wicked heart. With that being understood, do not degrade a man any more than he already is; use the Word to bring down the statement and bring up the man. Psa. 12:6; 119:140; Prov. 30:5

The Bible is a pure book – beginning to end. The problem is with the person, not the Word. Send an arrow of conviction to their heart. Prov. 30:12; Titus 1:15; II Peter 2:11,12

#### “The Bible is a mere human book. It is just another book!”

2 Thessalonians 2:13*—But we are bound to give thanks alway to God for you, brethren beloved of the Lord, because God hath from the beginning chosen you to salvation through sanctification of the Spirit and belief of the truth:*

2 Peter 1:20,21*—Knowing this first, that no prophecy of the scripture is of any private interpretation.For the prophecy came not in old time by the will of man: but holy men of God spake as they were moved by the Holy Ghost.*

2 Timothy 3:16—*All scripture is given by inspiration of God, and is profitable for doctrine, for reproof, for correction, for instruction in righteousness:*

### Those Who Find Fault with Christians and Church Members

One of the most frequent excuses people use against God and salvation is the inconsistencies of professing Christians.

#### “There are many hypocrites in the Church.”

How shall we deal with this?

##### It’s true, admit it.

TRY TO GET RID OF IT. We do not gain in trying to’ sweep under the rug’ the false testimonies of wolves in sheep’s clothing. Wholeheartedly agree that there are many involved with church life with all the wrong intentions, but the existence of a false witness does not mean there is no true witness. On the contrary, every genuine article has a counterfeit!

##### Help them to see there is no use staying in the world for there are more hypocrites there.

##### It is unfair and inaccurate to take the poorest of Christian examples and judge the entire structure of Christianity by them.

What about the Christianity of…

* **Paul** who gave his all to helping others even at the expense of his own life.
* **Missionaries** who for many years live and die in strange lands all to benefit complete strangers.
* The **Christian in *your* life** that gave you some money when you needed it most or fixed your car when you couldn’t afford a mechanic or was very kind and generous to your child.

It is far too human to forget much good in order to hold onto a little bad.

##### Show him that he has no right to judge others and that God will hold him responsible if he judges. We are responsible for every judgment of people that we make; walk carefully in this area. Rom. 14:4, 10 James 4:12

##### Draw them to their own sin and inconsistencies.

Show him that God will hold him responsible for his own deeds and not the deeds of others. Others may have failed in their responsibilities toward God, but that does not give him an excuse to forsake his own. He is guilty of the sin of which he is accusing others. Some will say to you, “I’m not a Christian and I’m a good person most of the time. At least **I’m not a hypocrite**.” Define hypocrite –*A person who claims he is something he is not*. Without the righteousness of God, all of man’s righteousness is vain. There is **no good apart from God**. Hold them responsible for not living up to **that standard** because it is evident they pretend to be ‘good’ apart from God, but mind of the unregenearate man is desparately wicked. Who is the hypocrite? (This last question can only be posed with greatest of sincerity and a reassuring smile. NEVER make yourself their enemy.) Rom. 2:1-3,21-23; 14:10-12; Matt. 7:1-5; John 21:22

WE ARE ABLE TO WALK IN THE LIGHT THAT WE HAVE.

Luke 12:47, 48; I John 1:7; Psalms 119:130-132

#### “Christians and church members do things I would not do.”

Christ is the example to follow after and not church members.

Mt 23:10 … **one** is your Master, even Christ.

John 21:21—*Peter seeing him saith to Jesus, Lord, and what shall this man do?* 22 *Jesus saith unto him, If I will that he tarry till I come, what is that to thee?* ***follow thou me****.*

Hypocrites in the Church for a season Isa. 29:21

Hypocrites in Hell for eternity Matt. 24:51

Ultimately, God will make a separation—the just from the unjust and the genuine from the hypocrite. Make no mistake about it, God sees all and He keeps good records.

#### “Christians have treated me wrongly.”

*BUT*, what has **God** done wrong? Keep your eyes upon Jesus!

Jeremiah 2:5—*Thus saith the LORD, What iniquity have your fathers found* ***in me****, that they are gone far from me, and have walked after vanity, and are become vain?*

Mic. 6:3; Isa. 5:3, 4; Rom. 2:4; Psa. 103:10; Mat. 11:28

### Those Who Find Fault with the Christian Life

#### “It is too hard and laborious.”

Proverbs 3:17—*Her ways are ways of pleasantness, and all her paths are peace.*

Proverbs 4:18—*But the path of the just is as the shining light, that shineth more and more unto the perfect day.*

Proverbs 13:15*—Good understanding giveth favour: but the way of transgressors is hard.*

Mt 11:29*—Take my yoke upon you, and learn of me; for I am meek and lowly in heart: and ye shall find rest unto your souls.*

2 Corinthians 4:17*—For our light affliction, which is but for a moment, worketh for us a far more exceeding and eternal weight of glory;*

Ga 6:9*—And let us not be weary in well doing: for in due season we shall reap, if we faint not.*

2Th 3:13*—But ye, brethren, be not weary in well doing.*

The sinner’s quality of existence never gets any better than right now; it is steadily downhill from this point—Hell waits in the end. For the Believer, our ‘golden years’ are always ahead of us because the closer we get to God the better it gets—Heaven waits in the end. Fred Hess wrote a song that says “Sweeter gets the journey every day. Serving Jesus really pays! I get so happy in this Heavenly way. Sweeter gets the journey every day.”

#### ‘It is too hard in its demands.”

Deut. 10:12, 13; Isa. 1:18; Micah 6:8

I John 5:3—*For this is the love of God, that we keep his commandments: and his commandments are not grievous.*

For 400 hundred, Israel suffered intense bondage in Egypt. Their Egyptian taskmasters were hard and cruel. To the Egyptians, the very presence of a Hebrews was a reproach and stench to them. The Hebrews were forced to build Pharaoh treasure cities whose bricks and mortar were mixed with the blood and flesh of their families.

Pharaoh was like the devil and sin for they are a ‘hard taskmaster.” They were beyond unreasonable in their demands. Egypt was like the world full of bondage, sin and darkness with no hope.

On the other hand, God is a God of love and mercy who cares for his creation. All His commands are to our benefit and blessing. Also, Every command or “thou shalt” is also a promise. **SHALL**: You **must**, but you also **can**. God will never ask an impossibility of us and He will not even allow the devil to tempt us above what we can bear! In God’s commands we find life, hope, faith and glory instead of the death, darkness, doubt, and shame of serving under satan.

Matthew 11:30*—For my yoke is easy, and my burden is light.*

### Those Who Find Fault with the Plan of Salvation.

Rom. 9:19-21; 11:33, 34; Isa. 55:8, 9; I Cor. 1:26, 27

Ps 147:5—*Great is our Lord, and of great power: his understanding is infinite.*

Ac 4:33*—And with great power gave the apostles witness of the resurrection of the Lord Jesus: and great grace was upon them all.*

Heb 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;*

God’s plan is perfect. No other solution concocted by man or devil can produce what God’s plan produces. It is the best plan because it is the only plan that works. How many alcoholics have been disappointed by AA because its help cannot go far enough? How many have been left short of their deliverance by mediums and exorcists? How many minds have been lost because the psychiatrist’s abilities fall so short of what is really needed? God’s way works!

## The Obstinate

The obstinate are like Pharaoh in Exdus 5:2,18, “Go therefore now…I do not want to listen about your God. Don’t waste my time.”

### “I do not want you to talk to me.”

Rev. 22:11—*He that is unjust, let him be unjust still: and he which is filthy, let him be filthy still: and he that is righteous, let him be righteous still: and he that is holy, let him be holy still.*

There is coming a day when God’s judgment will be final. Even though they do not want to change, we must do all in our power to help them until that judgment comes. Our duty or responsibility is to talk to them anyway. Warn them of the error of their ways.

* Verses for you – Jer. 1:17; Ez. 3:11; II Cor. 2:15-17
* Verses for them – Psa. 81:12; Ecc. 11:9; Rom. 1:21-25; 8:8,9;

### “I want to have my own way.”

Prov. 12:15; 30:12; Matt. 7:13,14; I Peter 4:17,18

God has His own way; do you really want your own way? Every decision we make has consequences and there is absolutely no escaping the consequences of sin if we deny God.

Proverbs 14:12—*There is a way which seemeth right unto a man,* ***but the end*** *thereof are the ways of death*.

Look beyond today. Consider your end and the consequences of having your own way. Are you really willing to pay that price?

### “I have made up my mind to have a good time in this world and I do not care about the world to come.”

#### Show them the folly of this course –

I Kings 16:25; I Kings 12:15, 19-21; I Cor. 15:32, 34; II Tim.4:10

#### Show that God will judge them for these things –

Ecc. 11:9; II Peter 2:12; Romans 1:18; 2:5-11; 9:22

2 Peter 3:5—*For this they willingly are ignorant of, that by the word of God the heavens were of old, and the earth standing out of the water and in the water:*

## The Skeptic

There are two kinds of skeptics –

### Insincere Skeptic

Rom. 1:25, 28; John 8:17; II Thess. 2:10,12; 1:7-9

The insincere skeptic is more rebellious than he is skeptical. He is not seeking to know what is right, but is in opposition to the truth and fighting God. He knows better and tries his best poke some hole in God and the plan of salvation to deter others.

### Sincere Skeptic

Put them to the test. If they are a sincere skeptic, they should be willing to hear all sides of an argument. A skeptic habitually doubts all accepted beliefs. The skeptic’s problem is that he does not **trust** anything but what his own intelligence can figure. The Word of God is logical and reasonable and stands true no matter how strong the criticism and skepticism. Keep pointing them to the Word.

1 Corinthians 1:21—*For after that in the wisdom of God the world* ***by wisdom knew not God,*** *it pleased God* ***by the foolishness of preaching*** *to save them that believe.*

John 7:17—*If any man* ***will do his will****,* ***he shall know*** *of the doctrine, whether it be of God, or whether I speak of myself.*

Hosea 6:3—*Then shall we know, if we follow on to know the LORD: his going forth is prepared as the morning; and he shall come unto us as the rain, as the latter and former rain unto the earth.*

All the arguments, elaborate statements and eloquent discussions cannot change the night of unbelief to the day of faith without a willing mind.

The greatest sin is to resist the Holy Spirit and reject Jesus Christ as the Son of the Living God. He is man’s ONLY hope. To reject Christ is to reject our only opportunity for salvation.

John 7:37-39—…*if any man*…he that believeth…

John 12:26—…if any man serve me…

John 16:8-11—*I will send Him unto you*…

Acts 7:51—…ye do always resist the Holy Ghost…

I Thessalonians 5:19—…*Quench not…*

Ephesians 4:30—…*Grieve not…*

I Timothy 4:14—…*Neglect not…*

## **Study Questions Six**

The Soul Winner Giving & Leading, Part 3 (pgs.50-57)

1. How do you deal with the uninterested and the unconcerned?
2. What three things would you show the person under the element of fear?
3. What does repentance involve?
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## **Final Exam**

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1. From their web article The Charge of Contradiction, http://www.bible.ca/islam/islam-bible-contradictions-refuted.htm [↑](#footnote-ref-1)