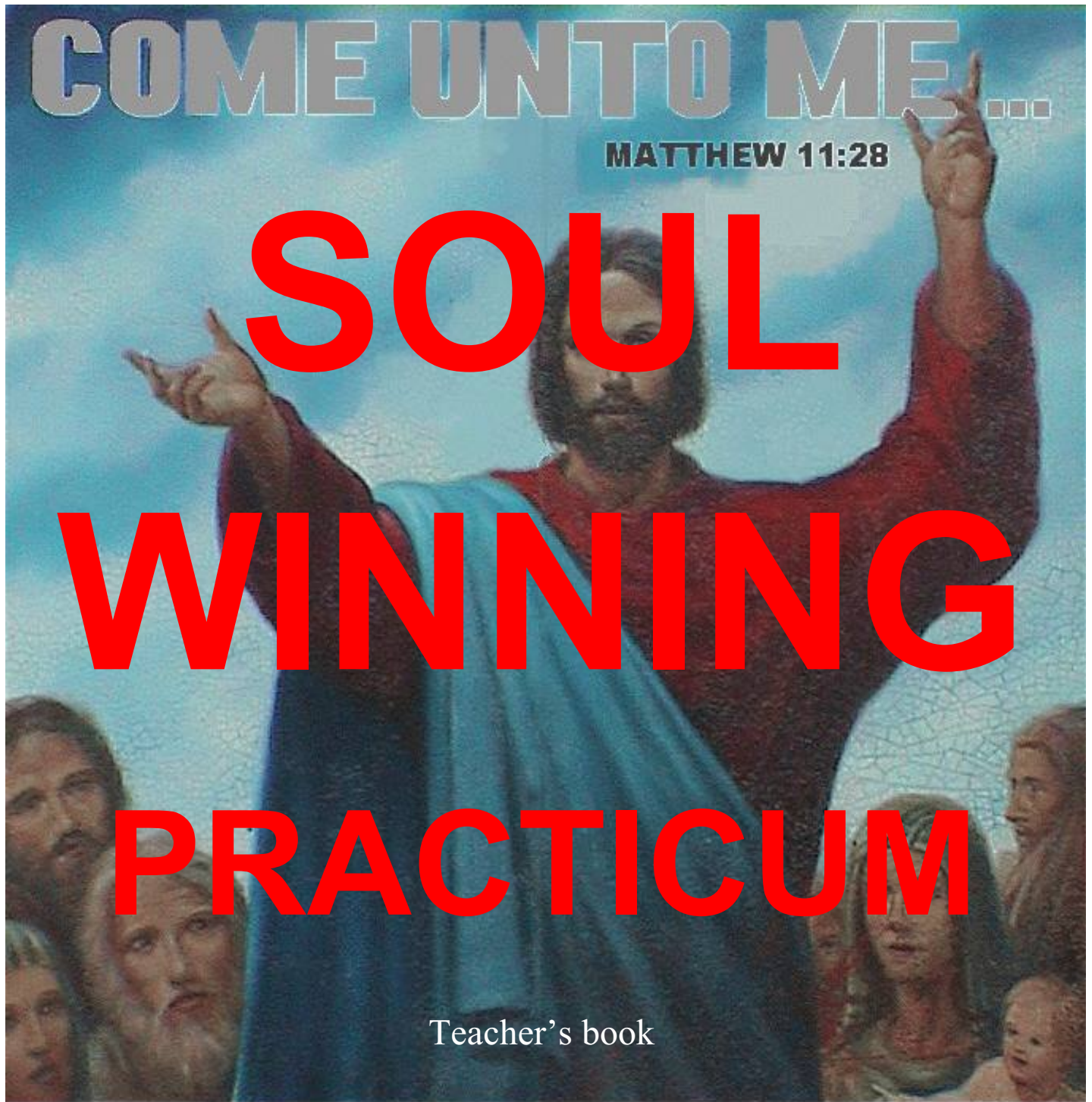


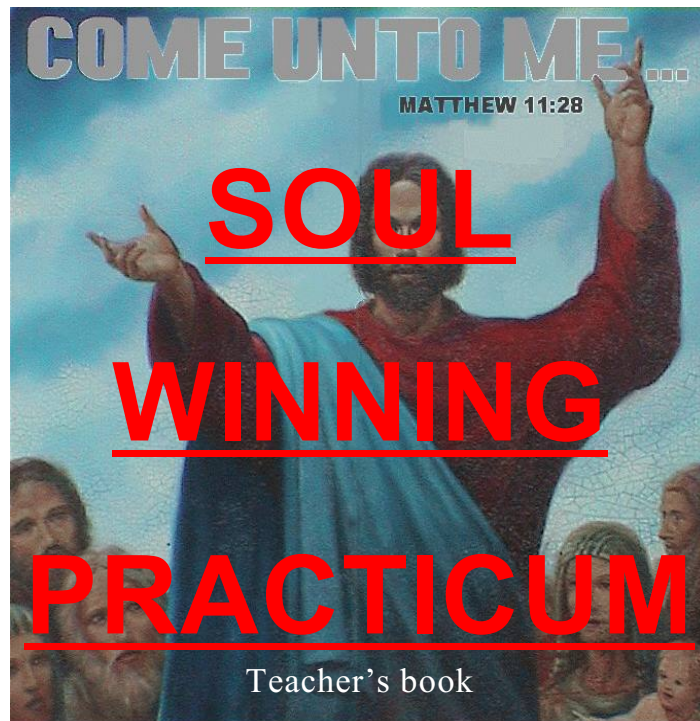
A follow-up course for  
“ESSENTIALS OF SUCCESSFUL SOUL-WINNING”  
by Dr. James Wilkins



Teacher's book

*A workbook  
by  
Dr. T.E. VanBuskirk*

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## TEACHING INSTRUCTIONS

The following are suggestions for teaching this course as an eight-week class. This schedule can easily be adjusted to accommodate more than eight weeks and also can be adjusted to compensate for the learning abilities of the students. - *Dr. J.E. VanBuskirk*

**I. Have the students go through the book with you- this should take about 4-5 class periods.**

**II. There are three stages of learning-**

- A. Learning the material.
- B. Learning it well enough to use it.
- C. Learning it well enough to teach it.

**III. The following schedule is suggested to properly cover the material in an 8 week period.**

### **Week 1:**

1. Go through the **Introduction** and **PART ONE** with the students and give them their verses to memorize: **I Corinthians 2:2**; and the “Romans Road” - **Romans 3:23; 6:23; 5:8; 10:13**.
2. For homework, have them “road map” their soul-winning, “Romans Road,” verses from the book of **Romans** in their Bibles; i.e., in the front of their bibles have them write the first reference so they will know where to go first, then next to each following memory verse have them write the next reference so they will know where to go next. Have them do this until all of the scriptures are “mapped out” in their Bibles.

### **Week 2:**

1. Go through **PART TWO** with the students.
2. For the remainder of the class, have them all recite their memory verses **with** you.

### **Week 3:**

1. Go through as much of **PART THREE** as you can cover in the class period but make sure you cover **at least** the “**SOS**” and the **5 Approach Questions**.”
2. Let the students know that next week they are going to take turns practicing the “**SOS**” and the **5 Approach Questions** on one another. They will be able to use their books.
3. For the remainder of the period, have them pair off and practice giving their memory verses one to another- from their Bibles.

### **Week 4:**

1. Teach the “**Soul Winning Presentation**” portion of **PART THREE** to the students.
2. Have them pair off and use the rest of the period (at least 10 minutes) practicing the **SOS** and the **5 Approach Questions** on one another.
3. Let them know that next week they will be practicing the “**Four Spiritual Principles**,” on each other during the latter part of the class. They will be able to use their books.
4. Advise them that next week they will have a test on the **SOS** and the **5 Approach Questions**. They will be required to write them out verbatim from memory.
5. Also let them know that next week you will be choosing students at random to take turns “teaching” a segment, “**SOS**,” or the **5 Approach Questions**,” to the class.

By that time they should know the material well enough to at least begin the third level of learning, which is, “Learning it well enough to teach it.”

## **Week 5:**

1. Test on the **SOS** and the **5 Approach Questions**. They must write them from memory.
2. Teach “**The Close**” to the class from **PART THREE**.
3. Have various students “teach” the “**SOS,**” or the **5 Approach Questions,**” to the class.
4. Let the class know that next week they will be required to “teach” various portions, which you will choose individually, to the class.
5. Also, next week they will be required to write out the **SOS,** the **Five Approach Questions,** the **Four Spiritual Principles,** and **The Close,** all from memory, including the scriptures, all of the statements, illustrations, questions, and punchlines.
6. For the last 10 minutes of this week’s class, have them practice in pairs. Have them use different partners than they used last week. They must use the **SOS** and the **5 Approach Questions** as well as the **Four Spiritual Principles** and do it exactly as if the other person were lost. I have seen students actually get saved during this portion of the class, so they must practice as if it were real and let the Holy Spirit do His work.

## **Week 6:**

1. Have the students take turns “teaching” one or more of the portions studied so far.
2. Give the test on the entire soul-winning presentation- the **SOS,** the **Five Approach Questions,** the **Four Spiritual Principles,** and **The Close,** from memory, including the scriptures, all of the statements, illustrations, questions, and punchlines.
3. Spend the rest of the class time practicing one-on-one. Have them vary this week who they pair off with. They need to use a different partner each week.

## **Week 7:**

1. Have the students take turns “teaching” one or more of the portions studied so far.
2. Announce next week will be the Final Test for the course.  
They will be required to write out the entire presentation, including the **SOS,** the **Five Approach Questions,** the **Four Spiritual Principles,** and **The Close,** all from memory, including the scriptures, all of the statements, illustrations, questions, and punchlines.
3. Spend the rest of this week’s class time practicing one-on-one. Have them vary this week who they pair off with. They need to use a different partner each week.

## **Week 8:**

1. Have them practice on each other for the first half of the class. They may use their books for this practice so that the entire presentation will be fresh in their minds for the test.
2. Final test for the last half hour of the class- they are required to write out the entire presentation, including the **SOS,** the **Five Approach Questions,** the **Four Spiritual Principles,** and **The Close,** all from memory, including the scriptures, all of the statements, illustrations, questions, and punchlines.

**Enclosed you will find small cut-outs of the 4 Spiritual Principles that can be taped on the inside of the soul-winner’s bibles for them to reference whenever needed.**

## FOUR SPIRITUAL PRINCIPLES

### I. THE FACT OF SIN (Ro 3:23)

3 Illustrations.

1. Boat
2. 10 Commandments - (honour - false witness  
Lord's name in vain)
3. Bank robber - how many? (1 finger)

### II. THE CONSEQUENCES OF SIN (Ro 6:23)

2 key words - wages & death (death means separation)

Question - funeral?

Gesture - When you die (reach)

Two eternal places

Punchline- Wages of sin- eternal separation from God  
& Heaven in Hell - a real place

### III. THE REMEDY FOR SIN (Ro 5:8)

Statement - "problem in Heaven" (God=Heaven but Sin=Hell)

Statement - "How can I be in 2 places at once?"

Punchline - "That's what Jesus was doing on the cross  
He was taking your place & dying for you."

Illustration - Traffic ticket.

REVIEW - Do you understand you are a sinner.

And if you died and paid for your sins, according to  
the Bible where would you go?

You understand that God so loved you that He gave Jesus to  
die in your place? That He paid for your sins?

### IV. THE INDIVIDUAL RESPONSE. (Ro 10:13)

Two key words - "whosoever" and "call."

Statement - "call means to pray or ask."

Punchline - If a person really understands he is a sinner - that he will  
go to hell - that God loves him and gave His Son on the cross to  
pay for his sins - and ask God to save him - really means it - God  
promises He will save him from Hell.

Illustration - Jesus before His Father.

BEFORE I GO MAY I HAVE A WORD OF PRAYER?

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BEFORE I GO MAY I HAVE A WORD OF PRAYER?

## INTRODUCTION

Dr. Wilkins' book "The Essentials of Successful Soul-Winning" is the well from which this workbook flows and that well is fed by the ever-springing Word of God which fills it. The bucket used to draw from that well was the 3 years I spent in class at Texas Baptist Bible College under the tutelage of Dr. Wilkins. He taught the Personal Evangelism Class and we dipped our buckets into the well time after time after time while in that class. He passed on to us the personal commission that was passed on to him from faithful men who traced their personal commission back through generation after generation of other faithful men who received it first from Timothy who had received it from Paul and the men who witnessed to Timothy of Paul and his teachings. Those teachings, in turn, Paul had received from Jesus Christ himself. Now I, in turn, am passing this personal commission on to you.

Most of you have already had the class on Personal Evangelism here at SLBC which used Dr. Wilkins' text book. This class is the natural follow-up to that class. You have had the textbook course on "driving" the soul-winning "car," now you are going to actually get into the drivers seat and "drive it" for yourself. You will be refreshed from time to time on the textbook part, the classroom instruction, but the main thrust of the class will be to actually put you in "the driver's seat." And for those of you who have not taken the previous class, don't fear, you will receive ample instruction here to enable you to drive the "car." We will not delve deeply into the biblical commands concerning "why" you should win souls, although we will touch on that briefly, but the thrust of this class will center more around the instruction and practice that will teach you "how" you can win souls. To learn the why and the answers to the other questions concerning the what, where, and when, read the textbook mentioned. It is required that you read the text if you have not done so yet, and it is required that you reread it if you have read it already one or more times before now. You need the information taught in it and you need it fresh in your mind in order to be prepared to fully participate in this class.

Once you have learned, or been refreshed in the classroom instruction, not only will you then drive on the mapped out and protected course here at the driving school, practicing in the classroom, but you will also go out on the streets and actually drive in the traffic. You will be required to use what you learn and have practiced in here, out there where there will be traffic hazards. The devil will try to stop you, but you have a green light from God. The devil and his bunch will try to block you in so you can't properly drive the lost sinner to the destination of salvation in Jesus Christ; but you have the power of the Holy Spirit like a high performance engine that will help you accelerate away from them or around them. And you have the ability to step on the gas pedal, prayer and giving out the Gospel, any time you need your high performance Holy Spirit engine to kick in to accelerate you away from the danger the devil and his bunch may put around you to try and slow you down or cause you to crash and burn. Remember though, if something happens and you do crash and burn, God will be there to fix you up and put you right back on the road.

You will not only possess the knowledge of what the gospel is and how to properly present it to the lost, but you will learn how to use it, and then you will go out and actually put it into practice. The power of God goes with you and the only thing that can hold you back- IS YOU!

I am much indebted to Dr. Wilkins. And he is, in turn, indebted to God who used him to pass on what was delivered to him in His Word so that he would have something to deliver in like manner to me so that I would have something to deliver to you. And if you are true to Christ, then you will continue the cycle and pass it on to someone else in such a way as to encourage them to also continue the cycle and pass it on to others; and then souls will be saved down through the coming years until Christ once again returns to this earth in glory. God invented this whole business of how to win souls and then He gave it to the world in His Word; and Dr. Wilkins gleaned it from God's Word and then passed it on to me and encouraged me to pass it on to others so now I will pass it on to you. God started it all so give Him the glory!!

# **PART ONE**

*1. Members of Baptist Churches are to win souls.*

**Mark 16:15**

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

*2. You have a personal responsibility to win souls!*

**II Tim 2:2**

**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.**

*3. You have only two choices:*

**OBEY GOD or DISOBEY GOD**

**Lk 6:46**

**And why call ye me, Lord, Lord,  
and do not the things which I say?**

**STATEMENT ONE: “I don’t know how to win souls.”**

**Purpose of the class:** This class is designed to give instruction and practical experience to those who have decided to obey God in the matter of soul-winning.

**Requirements of the class:** To pass this class you must do four things.

1. You must be here for every class. (Excused absences excepted.)
  2. You must participate in the class whenever asked and do whatever is asked of you.
  3. You must go soul-winning.
  4. You must win a soul to Christ before the end of the quarter.
- 

**TEST #1**

1. Have you accepted Christ as your personal Saviour? \_\_\_\_\_
2. Do you believe that you have a personal responsibility to win souls? \_\_\_\_\_
3. Will you obey God in the matter of winning souls? \_\_\_\_\_
4. Do you agree to meet the requirements of the class? \_\_\_\_\_

**Scoring of the test:** If any of the above answers are “No,” then after class excuse yourself from further attendance in the class and set up an appointment to meet privately with the instructor.

---

**STATEMENT TWO: “Only the Holy Spirit can win souls.”**

**Answer:** You will find the answer to that in **I Cor 9:22b** where Paul is speaking.

**I Cor 9:22b I am made all things to all [men], that I might by all means save some.**

You were half right in your statement that “Only the Holy Spirit can win souls.” I say half right because it is true that it is only by the convicting power of the Holy Spirit that people are saved; but, you are half wrong because it is through human instrumentality that the Holy Spirit does His work. If you were to say that “Only the Holy Spirit can SAVE souls” you would be completely right. However when you say “WIN souls” then you have mixed up saving and winning. We are “**labourers together with God**” according to **I Cor 3:9**; and when we labour “**together with God**” in the winning of souls then souls are won. When we willingly yield to God in the matter of soul-winning, or any other work, then the Holy Spirit flows through us and out of our “**belly shall flow rivers of living water... this spake he of the Spirit...**” (**Jn 7:38-39**) When we allow God to use us, then we, by the power of the Holy Spirit flowing through us, are partners together with God in the winning of souls to the Lord Jesus Christ!

God supplies the power and the way and together we win souls. That is why Paul could say “**I might by all means save some.**” (**I Cor 9:22b**) If you were on board a ship and someone fell overboard, what would you do? You’d grab a life preserver and throw it to the drowning man. People would say you “saved his life.” Well you did; but, the means you used was a life preserver and when you come right down to it, it was the life preserver that saved the man’s life. You just delivered it to him. That’s soul winning. When someone is going to hell, Christ is the life preserver but God gave us the job of throwing it out to where they can reach it. Working together with Him, God can effect the rescue of the one who is lost.

# PART TWO

## How do I prepare for God to use me?

Man is spirit, soul, and body (**I Thess 5:23**) and, therefore, we have to prepare all of ourselves for God's service.

### 1. Spiritually.

Stay close to God. This would include prayer, Bible reading and study, attending church to hear the preaching of His Word, etc.

### 2. Physically.

Keep yourself clean from sin. This would include sins of omission as well as sins of commission.

### 3. Mentally.

a. We must truly believe that God has called all New Testament Church members to this ministry.

b. We must truly believe that God will empower us and labour with us to the saving of souls.

c. We must somehow find a way to deal with the fear that the devil will attack us with. The way to do that is to study a method that we can follow to guide us step by step through the process. This method will allow us to deal with our own fears by eliminating the number one fear of every human being- the unknown.

In this class we will concentrate on the 3<sup>rd</sup> area of preparedness and specifically "3. c." dealing with the fear of the unknown by learning a method of soul-winning.

The following method is not the only one; but, it is one that will work if you follow it. We cannot study many different methods because of time constraints. Therefore, we will study the one that I learned in Bible College in Texas. It was taught to me by Dr. James Wilkins and it works for me; therefore, I will teach it to you so that it can work for you. It went a long way toward helping me overcome my fear of the unknown and if you learn it well, it will help you overcome your fear also. I have seen thousands led to the Lord through this method (and derivatives from it since all effective methods are derived from the Bible as this one is) and I know you will see the same results if you follow it.

### **CAUTION:** DON'T BECOME MECHANICAL!

In order to not become mechanical you must let the Holy Spirit lead. Sometimes you will not go through every step of the *soul-winning presentation*. It may not be necessary. Be ready to let the Holy Spirit lead you through the delivery of only those parts that the one you are trying to win (the "prospect") needs.

## ***THE PRESENTATION IS A DIALOGUE NOT A MONOLOGUE:***

A dialogue is a conversation between two people. It is not one person talking and one person listening. It is two people conversing. There is a very simple way that you can control the conversation so that you will be able to present the plan of salvation. That simple way is ASK QUESTIONS! You ask a question and then wait for their answer. They will answer your question and then you can share some information with them. Then ask another question, wait for an answer; then share some more information then - - - well, you get the idea.



## ***HE WHO DOES NOT PLAN SOMETHING WILL ACCOMPLISH NOTHING:***

In order to accomplish anything in this world you must first plan on doing it and then you plan on how you can accomplish that task. The plan can be simple or it can be detailed; but, the more thought out the plan the more chance of success. It is the same way in soul-winning. You plan what you are going to do- win someone to the Lord Jesus Christ- and then you plan how you are going to do that. You have an overall plan and then you work out the details. Here's a broad overall plan for soul-winning:

1. Plan to obey God and go soul-winning.
2. Plan a specific time to go.
3. Plan and prepare exactly what you are going to do and say when you get there.  
(These are the details. We will work on them in the next section.)

4. Then GET UP AND GO DO IT!

There is an old saying that tells you how to increase your chances of success.

**PLAN YOUR WORK and then WORK YOUR PLAN!**

## ***PRAYER AND WORK:***

I have a motto on the wall of my study that I have followed for many years:

**PRAYER IS THE KEY TO SUCCESS**  
**but**  
**WORK IS THE TOOL OF PROGRESS**

This motto will work no matter what ministry God has called you to, including soul-winning. In the area of soul-winning, you can pray for someone's salvation and God will supply the power for the salvation of their soul; but, someone will have to go and take them the Gospel in order for their salvation to come about. That someone that goes can be you or it can be someone else; but, someone has to do the work. The work can be by going with their mouth or it can be through a tract or a Bible; regardless, someone has to work to get the Word of God to them so that they can receive saving faith (**Ro 10:17**) and be saved according to the will of God (**II Pet 3:9**).

## ***STICK TO THE SUBJECT:***

The lost person will try to get you to wander off into areas that have nothing to do with the subject at hand. The subject is salvation- SO STICK TO IT! Do NOT try to wow them with your knowledge of the Bible- stick to the Gospel. Do not try to explain anything to them even if you know the answer frontwards and backwards. To do so is as futile as trying to get directions from a man who is both deaf and blind. He cannot hear you when you ask your question nor can he give you directions because he has never seen how to get to where you want to go. He cannot perceive your need nor can he perceive of what it means to give directions. So for you to try to get directions from him is futile and if you should try and fail, which you will, then for you to become frustrated and get mad at him is totally insensitive at the least and stupid at the most. You may ask, "what has that got to do with sticking to the subject?" Everything. The lost are both deaf and blind when it comes to understanding the Bible. So to try to explain any part of it to him is as futile as the scenario with the blind man.

**I Cor 2:14 But the natural man receiveth not the things of the Spirit of God: for they are foolishness unto him: neither can he know [them], because they are spiritually discerned.**

Paul knew this, and he made it a determined practice that he would talk to the lost about nothing but salvation through Christ. That is the only thing they can understand and to wander from that point is to guarantee frustration and failure. They will try to get you off of the point because the devil's bunch will be shooting thoughts into their mind and those thoughts will fall right out of their mouth because there is no spiritual brain to prevent them from doing so. So stick to the subject.

There are ways to get around having to answer them. The best is to just postpone the question until the end of the soul-winning effort. If you do so they will probably forget all about it. If they get saved they will be so happy or so overwhelmed by it that they will forget the question; and, if they don't get saved they will be in such a hurry to get you on your way that they won't ask you again because that would keep you there. In fact, if they don't get saved then remind them of the question and tell them that the Pastor (or someone else on staff at the church) will come and answer it for them. That will allow a second chance at getting them saved. If they do get saved and then still want the answer to the question, use that as a way to get them to church or to have a bible-study with them in their home. Go to the pastor or other staff member and have them get a little study together on the subject and take it to them. That way if they don't come to church the following Sunday we will have an invitation from them to come visit another time in their home.

It will take a purposeful effort to follow this precept. So purpose in you heart, as Paul did, that you will take ONLY THE GOSPEL to the lost.

**I Cor 2:1 And I, brethren, when I came to you, came not with excellency of speech or of wisdom, declaring unto you the testimony of God.**

*Memorize the following verse:*

**I Cor 2:2 For I DETERMINED not to know any thing among you, save Jesus Christ, and him crucified.**

# PART THREE

## **The soul-winning presentation.**

Now we come to the actual plan for how you are going to present the gospel to the lost person that God has prepared beforehand and brought you to him to hear His Word at your lips. This is where you prepare the tools that you are going to present to God for His use.

The presentation consists of 4 parts:

**I. SOS.**

**II. Five Approach Questions.**

**III. Four Spiritual Principles.**

**IV. The Close.**

### **S O S**

Old-time Morse code used SOS as a plea for help because of impending danger. When you are about to approach the door to knock while out soul-winning you may be attacked by the devil with a wave of dread or fear. He does that to try to defeat you at the door. When faced with those feelings of danger or fear think “**SOS.**” Use this to put your mind on the one you are about to confront with the gospel of Jesus Christ. It is not you that is in danger, that’s just a lie of the devil, it is they who are in danger. They are in imminent danger of hell-fire and God has put you there to throw them a life line. You do not have the problem, they do- you have the solution! So think SOS and you will be ready with the first part of the soul-winning presentation.

**NOTE:** It is impossible to carry two emotions at the same time. So replace those feelings of dread with a happy thought. Think of some way God has blessed you or some humorous thing that has happened recently in your life. Or maybe some time when God has showed you His immense power in some incident in your life. Replace the negative thought with a positive one; and then think SOS concerning the one to whom you are about to witness.

When guiding them through the SOS it is easy to be interested in what they are saying. They are a soul for whom Christ died. If they are worth that much to Him then we should be interested in them also.

**S. Self Interest. (Family, hobbies, recreation, vacation, etc.) (Prov 18:24)**

**O. Occupation.**

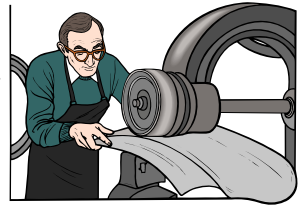
**S. Soul-winning message. (Spiritual background lead-in.)**

**S. Self Interest:** You control the conversation. Ask questions. Point out some beautiful object in their home and comment on it. Compliment them on the beautiful baby or youngster. Ask about the bowling or baseball trophy or maybe the whole glass case full of trophies. How about the new camper in the driveway or the new car? Or maybe a picture on the wall of the large fish they caught the last time they went on vacation. There is always



something that you can use to steer them into some area they are interested in. And let them talk about themselves and their personal interests for a short time.

**O. Occupation:** Everybody wants to talk about their job. They either want to brag about it or they want to complain about it; but, either way they want to talk about their job.



**NOTE:** Never be dumb enough to ask a housewife if she has a job. Of course she does! She is the chief cook and bottle washer; the maid, the laundress; the baby sitter and chauffeur for the kids; she cooks, cleans, washes, dries the tears and fixes the hurts for both the kids and her husband.

Then in her spare time she mends the clothes and fixes the sink and sundry other chores. Don't show your ignorance. Ask her "Do you work ANOTHER job outside of the home? I know being a homemaker is a full-time job in itself." With a statement like that you have already won her over as a friend!

**S. Soul-winning Message:** Lead into this with some type of leading question or a comment on something spiritual from your previous conversation or something you have seen in the home. They may have mentioned that their grandpa was a preacher or a deacon. Or maybe you spotted an old dusty bible laying on a shelf in plain site. How about a picture of Jesus on the wall or a fancy candle-glass with Jesus or Mary on it? You will find the latter two in the majority of Hispanic Catholic homes. Find something spiritual in the home. Even if it is something questionable, if it is spiritual, use it. They are spiritually blind so they have no conception of what is godly or ungodly; so don't call them down about something concerning which they are blindly ignorant. Once they are saved they can be taught what is proper and what is not proper. That is not the purpose of this soul-winning visit. (Remember **I Cor 2:2.**) For our purposes, if it is spiritual, use it. It is only a convenient springboard to get into the soul-winning message.

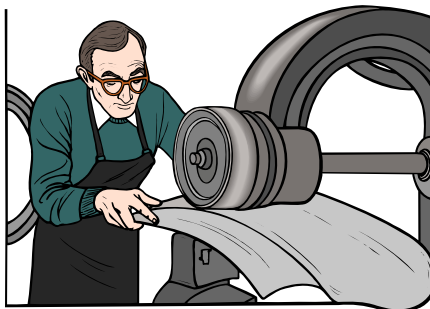


**S. - Self Interest**

**O. - Occupation**

**S. - Soul-winning  
Message**

**(Spiritual Background)**



## 5 APPROACH QUESTIONS

- 1. I can see you're interested in spiritual things.**
- 2. Have you considered your need for eternal life?**
- 3. If you should die today, do you know for sure that you would go to Heaven?**
- 4. You would like to know wouldn't you?**
- 5. If I could take God's Bible and show you how you could know, would you consider doing something about it?**

The first one is a statement. The last four are questions and are to be the lead-in to the soul-winning message. Ask them and wait for an answer for each one of them before going on to the next one.

You have been polite while they talked about themselves during the SOS for the last 10 minutes or so. They appreciate the fact that you listened attentively while they talked; so more than likely they will now listen politely to you as you lead the conversation into this new direction.

Its not necessary for us to expand on the **5 approach questions** here in class; just **memorize them** and use however many of them are appropriate in any given situation.

## 4 SPIRITUAL PRINCIPLES

There are four spiritual principles found in the Bible. If you inform the lost person of these principles, let the Holy Spirit convict his heart, then allow that person the opportunity to respond, then you will be a good messenger for Christ. As a co-labourer with Him, He will allow you the unimaginable blessing of being involved while He does His work and saves their soul. There is no blessing on earth like it. To think that God has honoured you by allowing you to be involved in something of such eternal import is a blessing that ought to have you shouting! Not to even mention the rewards that He promises you if you will be a faithful messenger for Christ! If you are ever feeling down- go out and lead someone to Christ. Your blues will dissipate, the devil will get mad and leave, and you will be once again on shoutin' ground in communion with your God through your Saviour Jesus Christ. Some of the power of the Holy Spirit doing His job while flowing through your belly will rub off on you and revive you once again. Everybody wins! God wins; you win; and the lost person who gets saved really wins!

### **The 4 Spiritual Principles:**

- |                                     |                   |
|-------------------------------------|-------------------|
| <b>I. The Fact of Sin.</b>          | <b>(Ro 3:23)</b>  |
| <b>II. The Consequences of Sin.</b> | <b>(Ro 6:23a)</b> |
| <b>III. The Remedy for Sin.</b>     | <b>(Ro 5:8)</b>   |
| <b>IV. The Individual Response.</b> | <b>(Ro 10:13)</b> |

**THE SOUL-WINNING MESSAGE**

**I. The first spiritual principle is:**

**THE FACT OF SIN (Ro 3:23)**

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

***Three Illustrations***

- 1. Boat-** We’re all in the same boat...
- 2. 10 Commandments-** “You have heard of the...”  
(Honour thy father and mother... false witness... Lord’s name in vain...)
- 3. Bank robber-** “How many...? (1 finger)

**II. The second spiritual principle is:**

**THE CONSEQUENCES OF SIN (Ro 6:23a)**

**Ro 6:23a “For the wages of sin is death...”**

***Two key words:*** “Wages” and “death.” (Death means separation.)

***Question:*** “Have you ever been to a funeral? (No one there- soul separated from body...)

***Gesture:*** “When you die God wants to reach right down....” (Reach with hand.)

***Statement:*** “But there are two eternal places...”

***Punch line:*** “Wages of sin is death- eternal separation from God in Hell- a real place.”

**III. The third spiritual principle is:**

**THE REMEDY FOR SIN (Ro 5:8)**

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

***Statement:*** “There was a problem in Heaven...”

***Statement:*** “How can I be in two places at once?”

***Punchline:*** “That’s what Jesus was doing on the cross- He was dying for you!”

***Illustration:*** Traffic ticket.

***REVIEW:***

- 1. You understand you are a sinner?**
- 2. If you died and paid for your sins, according to the Bible where would you go?**
- 3. You understand that God so loved you that He gave Jesus to die in your place? That He paid for your sins?**

## IV. The fourth spiritual principle is:

### THE INDIVIDUAL RESPONSE (Ro 10:13)

Ro 10:13 “For whosoever shall call upon the name of the Lord shall be saved.”

*Two key words:* “Whosoever” and “saved (from Hell).”

*Statement:* “Call” means to ask.

*Punchline:* If a person really understands he is a sinner- that he will go to Hell- that God loves him and gave His Son on the cross to pay for his sins- and asks God to save him- and really means it- God promises He will save him from Hell!

*Illustration:* Jesus before His Father... “I paid for this one and he accepted me as Saviour, now take him to Heaven because you promised.”

## MAY I HAVE A WORD OF PRAYER?

### THE CLOSE

1. Ask the sinner to bow his head in prayer.
2. Pray for him (make the prayer simple- repeat the 4 spiritual principles, then pause without saying Amen.)
3. Ask him to demonstrate his willingness to accept Christ as his Saviour by putting his hand on the Bible.
4. Ask him to repeat a simple prayer. (Jesus come into my heart and save me from Hell, I accept you as my Saviour and I'll live for you from this time on.)
5. (Say) “You really meant that didn't you?”
6. (Say) “According to the Bible- if you should die right now, where would you go?”
7. Rejoice with him on his salvation.
8. Have him tell someone right then of his salvation. (Reinforcement.)
9. Show him I John 5:10-13.
10. Warn him of the devil's attacks.
11. Make an appointment to pick him up Sunday morning.
12. Have a final prayer with him in which he thanks God for salvation and promises to be in church Sunday morning.



***HOMEWORK & TEST QUESTIONS:*** You need to memorize the following:

1. SOS.
2. 5 approach questions.
3. 4 spiritual principles.
4. The close.



***NEXT WEEK:*** You will be required to write out the SOS and the 5 approach question.

**FOUR SPIRITUAL PRINCIPLES**

**I. THE FACT OF SIN (Ro 3:23)**

**3 Illustrations.**

- 1. Boat**
- 2. 10 Commandments - (honour - false witness  
Lord's name in vain)**
- 3. Bank robber - how many? (1 finger)**

**II. THE CONSEQUENCES OF SIN (Ro 6:23)**

**2 key words - wages & death (death means separation)**

**Question - funeral?**

**Gesture - When you die (reach)**

**Two eternal places**

**Punchline- Wages of sin- eternal separation from God  
& Heaven in Hell - a real place**

**III. THE REMEDY FOR SIN (Ro 5:8)**

**Statement - "problem in Heaven" (God=Heaven but Sin=Hell)**

**Statement - "How can I be in 2 places at once?"**

**Punchline - "That's what Jesus was doing on the cross  
He was taking your place & dying for you."**

**Illustration - Traffic ticket.**

**REVIEW - Do you understand you are a sinner.**

**And if you died and paid for your sins, according to  
the Bible where would you go?**

**You understand that God so loved you that He gave Jesus to  
die in your place? That He paid for your sins?**

**IV. THE INDIVIDUAL RESPONSE. (Ro 10:13)**

**Two key words - "whosoever" and "call."**

**Statement - "call means to pray or ask."**

**Punchline - If a person really understands he is a sinner - that he will  
go to hell - that God loves him and gave His Son on the cross to  
pay for his sins - and ask God to save him - really means it - God  
promises He will save him from Hell.**

**Illustration - Jesus before His Father.**

**BEFORE I GO MAY I HAVE A WORD OF PRAYER?**

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***NEXT WEEK'S HOMEWORK & TEST***

Next week you will have a test in which you will write out the **SOS** and the **5 Approach Questions** and **The 4 Spiritual Principles** in it's entirety. For the **4 Spiritual Principles**, this will include the scriptures and all of the statements, illustrations, questions, and punchlines; i.e., **EVERYTHING ON THIS PAGE** between the horizontal lines.

**FINAL TEST**

**SOUL-WINNING PRACTICUM Class # \_\_\_\_**

- 1. How many have led at least one soul to Christ during the weeks of this class so far?**
- 2. You must keep trying until you lead one soul to Christ before the term is over.**
- 3. Homework- This next week and every week following you must deliver the complete plan, as taught in this class, to at least one person outside of this class.**

**TEST:**

**Write out the complete SOS, 5 Approach Questions, 4 Spiritual Principles, and The Close, exactly as you have learned them in this class. (You have 15 minutes.)**

**REST OF CLASS PERIOD:**

**Take turns giving the presentation one to another.**

**EPILOGUE**

May God bless as you use the material learned in this class. May you use it and teach it to others as has been commanded to you personally so that the commission can be handed from generation to generation. May souls be added to God's family through my and your efforts as they have been through the efforts of all those who have gone before us who have personally obeyed the commission given to them, and through them, to us, to deliver the gospel **"to every creature"** and to teach others who follow us - 'till the Lord come.

**II Tim 2:2**

**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.**

*Dr. T.E. VanBuskirk*

**Dr. T.E. VanBuskirk - Salt Lake City, UT  
Nov. 3, 2005-2008**

#### FOUR SPIRITUAL PRINCIPLES

##### I. THE FACT OF SIN (Ro 3:23)

###### 3 Illustrations.

###### 1. Boat

2. 10 Commandments - (honour - false witness  
Lord's name in vain)

###### 3. Bank robber - how many? (1 finger)

##### II. THE CONSEQUENCES OF SIN (Ro 6:23)

2 key words - wages & death (death means separation)

Question - funeral?

Gesture - When you die (reach)

Two eternal places

Punchline- Wages of sin- eternal separation from God  
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##### III. THE REMEDY FOR SIN (Ro 5:8)

Statement - "problem in Heaven" (God=Heaven but Sin=Hell)

Statement - "How can I be in 2 places at once?"

Punchline - "That's what Jesus was doing on the cross  
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Illustration - Traffic ticket.

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the Bible where would you go?

You understand that God so loved you that He gave Jesus to  
die in your place? That He paid for your sins?

##### IV. THE INDIVIDUAL RESPONSE. (Ro 10:13)

Two key words - "whosoever" and "call."

Statement - "call means to pray or ask."

Punchline - If a person really understands he is a sinner - that he will  
go to hell - that God loves him and gave His Son on the cross to  
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