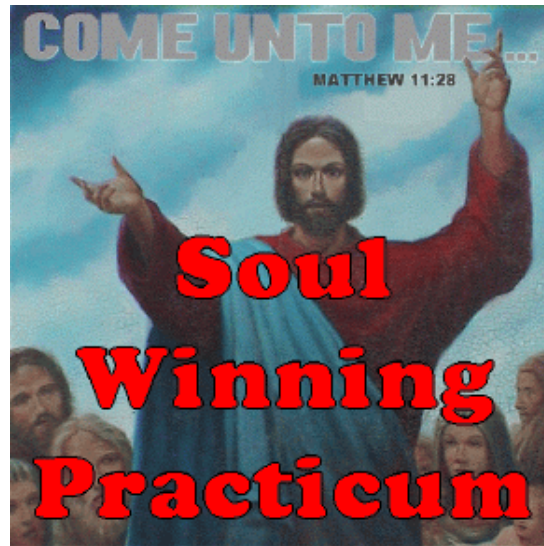


# Soul Winning Practicum



by  
Dr. T.E. VanBuskirk

A follow-up course for

**"ESSENTIALS OF SUCCESSFUL SOUL-WINNING"**

by Dr. James Wilkins

## **Soul Winning Practicum**

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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. T.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.

In the Addendum you will find small cut-outs of the 4 Spiritual Principles that can be printed out and taped on the inside of the soul-winner's Bibles for them to reference whenever needed.

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# LESSON ONE

## 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.

Those on-campus students at SLBC have already had the class on Personal Evangelism 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."

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.

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 the Churches are to win souls.

**Mark 16:15**

Look up the verse in the KJV  
and write it out by hand with  
proper punctuation.

2. You have a personal responsibility to win souls!

**II Timothy 2:2**

Look up the verse in the KJV  
and write it out by hand with  
proper punctuation.

### ***3. You have only two choices:***

## **OBEY GOD or DISOBEY GOD**

### **Luke 6:46**

***Look up the verse in the KJV  
and write it out by hand with  
proper punctuation.***

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**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. For those who don't know how to win a soul to Christ, this class will give them both instruction and encouragement. For those who do know how to win a soul to Christ, this class will give them a refresher course at the least, and at the most, if they have not used this method before, it will give them another weapon in their arsenal as they fight the war with Satan for the souls of men and women, boys and girls.

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

1. You must meet the attendance requirements for this course.
2. You must participate in the class 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.

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**PRE-TEST**

1. Have you accepted Christ as your personal Saviour?
2. Do you now believe that the Bible teaches 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 you answered any of these questions "No," then email the online instructor and let them know what answers you gave to these questions so they can discuss them with you personally.

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

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

I Corinthians 9:20-22

And unto the Jews I became as a Jew, that I might gain the Jews; to them that are under the law, as under the law, that I might gain them that are under the law; To them that are without law, as without law, (being not without law to God, but under the law to Christ,) that I might gain them that are without law.

To the weak became I as weak, that I might gain the weak:

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*(Look up the rest of verse :22 in the KJV and write it out by hand with proper punctuation.)*

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, the Holy Spirit, and the way, Jesus Christ, 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.

*Memory verses:* Memorize these 5 verses:

I Corinthians 2:2

Romans 3:23; 6:23; 5:8; 10:13

The first verse, I Corinthians 2:2 helps remind us to stay to the soul-winning presentation and not be led off into some other subject.

The next four verses, Romans 3:23; 6:23; 5:8; 10:13 are called The Romans Road and are the scriptures used in the soul-winning presentation.

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## END OF LESSON ONE

**STOP HERE and TAKE TEST!**  
Test is "open book."

**TESTING** Make sure you read the [testing instructions](#) if you have not already done so.

## LESSON ONE TEST

Should the test **fail to open** properly, please use F5 to reload or click the refresh symbol on the top of your browser page.

If you **failed** the test, then restudy this section and retake the test.  
Once you have **passed** the test, do not take it again.

If you **missed** any questions on the test, then restudy the section and find all of the correct answers to any questions that you missed. A copy of your test was sent to you with the correct answers on it. You may use that for comparison purposes to make sure you have found the correct answers in the textbook.

# LESSON TWO

## 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 our 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 and others like 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.

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**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 \_\_\_\_\_ the things of the Spirit of  
 God:  
 for they are foolishness unto him: neither can he \_\_\_\_\_ [them],  
 because they are \_\_\_\_\_ 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 \_\_\_\_\_ not to know any thing among you, save Jesus Christ, and him \_\_\_\_\_.**

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## **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 O S explained and illustrated**

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

**O. Occupation.** (What they do to make a living.)

**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)**



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**Now that you have guided the conversation into the spiritual realm with the SOS, now you can easily slide into the soul-winning presentation.**

### **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-laborer 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 honored 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>

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**END OF LESSON TWO**

**STOP HERE and TAKE TEST!**  
**Test is "open book."**

**TESTING** Make sure you read the [testing instructions](#) if you have not already done so.

## **LESSON TWO TEST**

Should the test **fail to open** properly, please use F5 to reload or click the refresh symbol on the top of your browser page.

If you **failed** the test, then restudy this section and retake the test. Once you have **passed** the test, do not take it again.

If you **missed** any questions on the test, then restudy the section and find all of the correct answers to any questions that you missed. A copy of your test was sent to you with the correct answers on it. You may use that for comparison purposes to make sure you have found the correct answers in the textbook.

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# **LESSON THREE**

## **THE SOUL-WINNING MESSAGE**

**Memorize this portion for a test.**  
**The test will be "closed book"**  
**with a time limit.**

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 10 Commandments..."  
(Honour thy father and mother... false witness... Lord's name in vain...)  
**How many of those commandments have we broken?**
3. **Bank robber**- "How many banks would I have to rob to be considered a bank robber? (hold up 1 finger) Likewise, how many sins do I have to commit to be considered a sinner? (hold up 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 and take you to Heaven."  
(Reach down 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- God wants to take you there when you die  
but the wages of our sin is death- eternal separation from God in Hell."

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

"How can I be in Heaven, which is what God wants, and still be in Hell, which is what I earned as wages for my sin?"

**Punchline:** "That's what Jesus was doing on the cross- He was dying in your place!"

**Illustration:** Traffic ticket.

If I got a traffic ticket and the judge said, "\$100 fine or 10 days in jail," and I had no money, then I'd have to go to jail because I couldn't pay the fine. But suppose we were good friends and you offered to pay the fine for me, would the judge let me go? Sure he would, as long as the fine was paid, I could go free; and it wouldn't matter who had paid the fine- me or someone else. That's what Jesus did on the cross- He paid our debt to God so we could go free.

**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?

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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)."

**Whosoever** means **anyone**; and **saved** means **saved from Hell**.

**Statement:** "call upon the name of the Lord" 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."

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## END OF LESSON THREE

**STOP HERE and TAKE TEST!**  
Test is "closed book."

**TESTING** Make sure you read the [testing instructions](#) if you have not already done so.

This test is "closed book" and you must submit a [Closed Book Test Contract Form](#) before taking this test. Click [here](#) to go to the form.

After submitting your Closed Book Test Contract Form you will be sent the password. Then you may proceed to the Test.

There is a time limit on the test.

## LESSON THREE TEST

Should the test **fail to open** properly, please use F5 to reload or click the refresh symbol on the top of your browser page.

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# LESSON FOUR

## HOMework

1. Practice the 5 approach questions and the Four Spiritual Principles with someone at least twice each day throughout this week.
2. Try to encourage the person you are practicing with to also learn them. If they agree to learn them, then have them practice the Principles on

you at least once each day for this week.

## THE CLOSE

**Memorize this portion for a test.  
The test will be "closed book"  
with a time limit.**

Now ask the person:

1. MAY I HAVE A WORD OF PRAYER?
2. Ask the sinner to bow his head in prayer.
3. Pray for him (make the prayer simple- repeat the 4 spiritual principles, then pause without saying Amen.)
4. Ask him to demonstrate his willingness to accept Christ as his Saviour by putting his hand on the Bible or some other way of affirming his willingness.
5. 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.")
6. (Say) "You really meant that didn't you?"  
Wait for an answer.
7. (Say) "According to the Bible- if you should die right now, where would you go?"  
Wait for an answer.
8. Rejoice with him on his salvation.
9. Have him tell someone right then of his salvation. (Reinforcement.)  
Maybe have him tell someone on the phone if no other way. (If appropriate.)
10. Show him I John 5:10-13.
  - a. Warn him of the devil's attacks.
  - b. Make an appointment to pick him up Sunday morning.
  - c. Have a final prayer with him in which he thanks God for salvation and promises to be in church Sunday morning.

**END OF LESSON FOUR**

The test for this section will be over the material in this section as well as some review of previous sections.

**STOP HERE and TAKE TEST!**  
Test is "closed book."

**TESTING** Make sure you read the [testing instructions](#) if you have not already done so.

This test is "closed book" and you must submit a [Closed Book Test Contract Form](#) before taking this test. Click [here](#) to go to the form.

After submitting your Closed Book Test Contract Form you will be sent the password. Then you may proceed to the Test.

There is a time limit on the test.

## **LESSON FOUR TEST**

Should the test fail to open properly, please use F5 to reload or click the refresh symbol on the top of your browser page.

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# **LESSON FIVE**

## **HOMEWORK**

- 1.** Practice the 5 Approach Questions, the Four Spiritual Principles, and the Close with someone at least twice each day throughout this week.
- 2.** Try to encourage the person you are practicing with to also learn them. If they agree then have them practice the entire presentation on you at least once each day for this week.
- 3.** Share the entire presentation with at least two lost people this week. Try to lead them to the Lord using this method.

# FOLLOW-UP SCRIPTURES

**Memorize the scripture references in this section.**

**Memorize I John 5:13.**

**You will be tested on them.**

**The test will be "closed book"  
with a time limit.**

The purpose for showing this portion of scripture to them after they have accepted Jesus Christ as their Saviour is to reassure them that they truly are saved and to arm them against the attacks of the devil- either directly from him and his devils as they attack the mind of the new convert or through others that he may send around to attack them spiritually.

## **I. Reassure them of their Salvation.**

One of the things that is common in humanity is that we think that things are important must be complicated. This includes getting to Heaven.

Most people think that to get to Heaven you must be some kind of a sinless saint or belong to a particular church or practice a certain kind of religion or do some wonderful work of charity or any one of a hundred other things like being baptized or giving your life as a martyr. Some churches even teach that "There is no way you can know you are saved."

Because of that prevalent kind of thinking, much of which is taught by many of the mainline "Christian" churches, many people will, right after praying and accepting Jesus as their Saviour, immediately begin to doubt their Salvation. They will think, and maybe even say, "Just believe that Christ died for me? That's too easy. There has to be more to it than that!"

This passage of scripture will allay those fears.

## **II. Warn them of the devil's attacks.**

One of the first things that will happen after they have accepted Jesus as Saviour is that the devil will immediately start casting those same doubts into their minds. He will remind them of what some well known "Priest" or "Preacher" said that they heard on TV or that came through their town and taught their neighbors or their parents or friends that Salvation comes through a church or its baptism or following a particular religion or any of the hundred other things that supposedly help them work their way to Heaven. And then those neighbors, friends, or family,

taught it to them. And these doubts that Satan casts into their minds or brings to their remembrance cause them to doubt that their Salvation is real, or that it really can be as simple as the Bible says it is.

And if that doesn't work, then the devil will immediately send someone from one of the cults, including some of the cultic mainline churches, or someone from one of the false religions to their door to spout heresies and convince them that they really didn't get saved.

Now we know that if they truly did accept Jesus Christ as their Saviour, then no amount of foolishness and heresy brought by the devil and his crowd can ever undo their salvation. But, if the devil can convince them that they really didn't get saved, then he can tie them up in confusion, fear, or apathy, and then they will never let themselves be used of God to further the gospel from them out to others. In other words, he can't get them unsaved, but he sure can tie them up and make them useless to God.

Why do people fall for this heresy and confusion that the devil brings to them?

Today people somehow have developed the belief that simple means easy. Nothing could be further from the truth. It was simple for our sins to be paid so that we could be reconciled to God and be gathered to Heaven when we die. Christ had to simply come and die in our place. Now that was simple, but it definitely was not easy. Christ, who is God, had to take on a tabernacle of flesh and come to earth by way of being born of a virgin. Then He had to live a perfect, sinless, life and humble himself to the death of the cross. He was beaten beyond recognition and suffered the agony of crucifixion. Then He had to be buried and then raise from the dead. These things are miraculous things. Hard things. Cruel things to suffer on the way to and at the cross. And yet, the fact remains that for our sins to be forgiven and for our place in Heaven to be guaranteed to us upon our acceptance of Christ as Saviour, was brought about by the simple act of Christ taking our place and dying for us. See what I mean? It was "simple" but it was not "easy." In fact it was so difficult that only one person in the history of the entire human race could accomplish the task. And that one sole human being was, of course, Jesus Christ. And yet, it was still so very simple.

So to prevent the devil from tormenting the new convert in the way that he always tries to do, we give them the following scripture. Notice how it allays their fears, arms them against the attacks of the devil and even arms them against the attacks that will come from their own minds and their preconceived ideas about God and Heaven and Salvation. Also notice that if they will receive what this passage teaches, then they will gain the assurance that they "have" Salvation and that they "know" that they do.

# I John 5:10-13

:10

He that believeth on the Son of God hath the witness in himself: **he that believeth not God hath made him a liar**; because he believeth not the record that God gave of his Son.

:11

And **this is the record**, that **God hath given to us eternal life**, and this life is in his Son.

:12

He that **hath the Son hath life**; *and* he that hath not the Son of God hath not life.

:13

**These things have I written unto you** that believe on the name of the Son of God; **that ye may know that ye have eternal life**, and that ye may believe on the name of the Son of God.

Point out the key parts to them, the key parts are in purple or red, and warn them of the attacks of the devil, because the attacks will come almost immediately after they are saved! But, if they will believe God, and remember this passage says that to not believe Him is to call Him a liar, then they will have assurance of their Salvation. They will "know" that they are truly saved- not because of what any person says, but because of what God says. And what God says is the only thing that counts.

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**END OF LESSON FIVE**

**STOP HERE and TAKE TEST!**

**Test is "closed book."**

**TESTING** Make sure you read the [testing instructions](#) if you have not already done so.

**This test is "closed book" and you must submit a [Closed Book Test Contract Form](#) before taking this test. Click [here](#) to go to the form.**

**After submitting your Closed Book Test Contract Form you will be sent the password. Then you may proceed to the Test.**

**There is a time limit on the test.**

**The test will be over this section and will also include review questions from previous sections.**

## **LESSON FIVE TEST**

Should the test **fail to open** properly, please use F5 to reload or click the refresh symbol on the top of your browser page.

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# **LESSON SIX**

## **HOMEWORK**

- 1. Practice the entire presentation with someone at least twice each day throughout this week. Include the SOS (if possible), the 5 Approach Questions, and the Close.**
- 2. Try to encourage the person you are practicing with to also learn the presentation. If they agree to learn it, then have them practice on you at least once each day for this entire week.**
- 3. Share the presentation with at least two lost people this week. Try to lead them to the Lord using**

this biblical method.

4. Follow-up by showing them I John 5:10-13 to assure them that they can "know that ye have eternal life." And that if they have the Son, Jesus Christ, then God promises that they can know they have Eternal Life.

## FOUR SPIRITUAL PRINCIPLES

### 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?

## END OF LESSON SIX

**STOP HERE and TAKE TEST!**  
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After submitting your Closed Book Test Contract Form you will be sent the password. Then you may proceed to the Test.

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## LESSON SIX TEST

Should the test **fail to open** properly, please use F5 to reload or click the refresh symbol on the top of your browser page.

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This section is for use when you teach the course to a group of students.

### 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 30 minutes.)

#### REST OF CLASS PERIOD:

Take turns giving the presentation one to another.

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**You will have one final section after the Epilogue.**

## 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 by God 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

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# **LESSON SEVEN**

## **HOMEWORK**

- 1. Practice the entire presentation with someone at least twice each day throughout this week. Include the Assurance scriptures from I John 5:10-13.**
- 2. Try to encourage the person you are practicing with to also learn the presentation. If they agree to learn it, then have them practice on you at least once each day for this entire week.**
- 3. Share the presentation with at least two lost people this week. Try to lead them to the Lord using this biblical method.**
- 4. If they believe and accept Jesus as their Saviour, then follow-up with I John 5:10-13 to assure them**

that they can "know that ye have eternal life."  
And that if they have the Son, Jesus Christ, then  
God promises that they can know they truly do  
have Eternal Life.

---

## The SOS and the Entire Presentation Including I John 5:10-13

There will be a Final Test over the  
SOS and the Entire Presentation,  
including I John 5:10-13.

The test will be "closed book"  
with a time limit.

### SOS

- S. Self Interest. (Family, hobbies, recreation, vacation, etc.) (Prov 18:24)
- O. Occupation. (What they do to make a living.)
- S. Soul-winning Message. (Spiritual background lead-in.)

### 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?

## 4 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.

## THE CLOSE

1. BEFORE I GO MAY I HAVE A WORD OF PRAYER?

2. Ask the sinner to bow his head in prayer.

3. Pray for him (make the prayer simple- repeat the 4 spiritual principles, then pause without saying Amen.)
4. Ask him to demonstrate his willingness to accept Christ as his Saviour by putting his hand on the Bible or some other way of affirming his willingness.
5. 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.)
6. (Say) "You really meant that didn't you?"  
Wait for an answer.
7. (Say) "According to the Bible- if you should die right now, where would you go?"  
Wait for an answer.
8. Rejoice with him on his salvation.
9. Have him tell someone right then of his salvation. (Reinforcement.)  
Maybe have him tell someone on the phone if no other way. (If appropriate.)
10. Show him I John 5:10-13.
  - a. Warn him of the devil's attacks.
  - b. Make an appointment to pick him up Sunday morning.
  - c. Have a final prayer with him in which he thanks God for salvation and promises to be in church Sunday morning.

## **I John 5:10-13**

**:10**

**He that believeth on the Son of God hath the witness in himself: he that believeth not God hath made him a liar; because he believeth not the record that God gave of his Son.**

**:11**

**And this is the record, that God hath given to us eternal life, and this life is in his Son.**

**:12**

**He that hath the Son hath life; *and* he that hath not the Son of God hath not life.**

**:13**

**These things have I written unto you that believe on the name of the Son of God; that ye may know that ye have eternal life, and that ye may believe on the name of the Son of God.**

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**END OF LESSON SEVEN**

**STOP HERE and TAKE TEST!  
Test is "closed book."**

**TESTING** Make sure you read the [testing instructions](#) if you have not already done so.

**This test is "closed book" and you must submit a [Closed Book Test Contract Form](#) before taking this test. Click [here](#) to go to the form.**

**After submitting your Closed Book Test Contract Form you will be sent the password. Then you may proceed to the Test.**

**There is a time limit on the test.**

## **LESSON SEVEN TEST**

Should the test **fail to open** properly, please use F5 to reload or click the refresh symbol on the top of your browser page.

**Study the entire presentation:**

**SOS**

**5 Approach Questions**

**4 Spiritual Principles**

**The Close**

**Reassurance scriptures, I John 5:10-13**

**Find the answers in each section to every question that you have missed on every test and study those answers to make sure you have them correct now.**

## **NOW PROCEED TO THE FINAL TEST**

**TESTING** Make sure you read and submit the [testing instructions](#) form if you have not already done so.

**FINAL TEST** This test is closed book! There will be a time limit on the test.

- You may NOT use your text nor any other type of material to help you while taking this test. You may NOT have someone else help you with this test.

- You must turn in a [Closed Book Test Contract](#) form. (Click the words

"Closed Book Test Contract" to go to the form.)

- **Once you have completed** all sections of the textbook and passed all of the corresponding tests, and found the correct answers to any questions missed on any test, and submitted a sign in form marked "Finish," then you may submit your Closed Book Test Contract Form and you will be sent the password. Then you may proceed to the Final Test for the course.

You must have the password to gain **access** to the Final Test.

## **FINAL TEST**

**RETURN TO CLASSES PAGE**

# ADDENDUM

[Link to pdf of presentation.](#)