

# The Five Basic Steps of Soul Winning

PREPARATION: Soul-winner (Definition) Proverbs 11:30  
Soul--(neh-fesh) Mind - Will - Life (Not spirit or flesh)  
Winner--(law-kakh') One who draws, fetches, brings, takes away  
and enfolds.

God deals directly with the spirits of men to reveal Himself to them (Romans 1: 18-20): and to draw them to Himself.

We are God's tools to "fetch", "draw", and "bring" people to a point of commitment to Jesus Christ as Lord and Savior. We are to "take away" men's souls from the enemy and "infol" them in Jesus Christ.

NOTE: Some Christians STUDY, some PRAY, some WITNESS, some GIVE-- but a soul-winner usually does it ALL.

## **STEP #1.. BE WHERE THE PEOPLE ARE WHO NEED JESUS AND BE ENTHUSIASTICALLY READY. (Soul Conscious)**

There are many examples in Scripture. Everywhere we go, there are souls to be won, if we will realize it. Enthusiasm comes from an ancient word which means literally, "God in us". Being filled with the Spirit of God may result in many things, but one sure indicator of the fullness of the Spirit is the winning of souls.

## **STEP #2.. BUILD A RELATIONSHIP.**

This may be done over a period of hours, days, weeks or in just seconds; depending upon where you are and who you are trying to win. People must believe that they are important to you and must come to trust you even if your time with them is very brief. Find common ground with each person somehow. Real people are won by real people!

## **#3.. FIND OUT WHERE THE PERSON IS WITH JESUS.**

This is done by asking key questions such as: "If you were to die right now, do you have the assurance you would go to heaven?" Have you ever really asked Jesus Christ to come into your life as your Lord? Have you ever felt a need for God in your life? Do you believe God has a plan for your life? **BE SURE TO LISTEN.** A good listener will be able to read the person by the answers given and to know what to say to bring that person to a commitment to Jesus.

**STEP #4.. SHARE CHRIST WITH THE PERSON** (Testimony and Scripture). Be able to give your testimony in a very brief manner:

1. Your life before you met Jesus.
2. How you met Jesus and gave your life to Him.
  - A. When you received Jesus
  - B. Where you were when you received Jesus
  - C. Why you received Jesus
3. How Jesus changed your life then and what He is doing in your life today.

NOTE: If you can relate things that Jesus has done in your life to needs you

perceive in the person's life, share them and say, "Wouldn't you want

Jesus to do the same for you?" or "Isn't that what you really need in

your life too?"

As you share and ask these questions, you are bringing the person to

the point of commitment.

#### SCRIPTURES YOU CAN USE TO LEAD SOMEONE TO JESUS:

NOTE: If you are in the person's home, it is good to use their own Bible or family Bible if they have one.

Romans 3: 23 "For all have sinned and come short of the glory of God."

Friend, do you realize by this statement from God's Word that everyone

Has sinned and that includes you as well?

Romans 6: 23 “The wages of sin is death...” Friend, this means that by sinning

We have all earned a wage--death, not just physical death but death in

Eternity, separated from God.

“... but the gift of God is eternal life in Christ Jesus our Lord.” Friend

this tells us that salvation is a free gift but Jesus Christ, the Son of God, had

to pay for it by dying on the cross. He offers it now as a free gift to anyone

who will receive Him.

Romans 10:9-10 “”...if you confess with your mouth the Lord Jesus and believe

in your heart that God has raised Him from the dead, you will be saved. For

with the heart one believes unto righteousness, and with the mouth

confession is made unto salvation.” Friend, do you believe that God raised

His Son, Jesus from the dead and would you receive Him as Lord of your

life right now?

IF THE PERSON AGREES, lead him in a real, verbal prayer of repentance and commitment of all of his life to Jesus. Have him declare back to you what he just did and what the Lord did for him. Have him share his testimony with someone else right then if possible.

NOTE: Sometimes it may be necessary for you to pray for the person before he prays with you because of his fear. You can ask the Lord to remove any spirit of fear and then proceed on with leading the person in a prayer to receive Jesus.

# OVERCOMING OBJECTIONS

IF THE PERSON WILL NOT AGREE TO ASK JESUS INTO HIS LIFE, then is when the real soul-winning begins. The enemy has implanted an objection in the mind and heart of the person. The objection is usually related to fear because of terrible things that have been done to or by the person; or to a feeling of guilt, doubt and inadequacy inside of the person which again brings fear of failure to “live up” to God’s plan for him.

FEAR IS OVERCOME BY LOVE (I John 4:18). The soul-winner will use two very simple means to find and overcome the person’s objections.

(a). Ease up and begin asking questions that will bring out the objection. (Do not mistake excuses for real objections: i.e. hypocrites in the church, Dad was a preacher, everyone’s going to heaven, God is love, doctrinal questions, etc. Just deal with excuses quickly and without argument. When you get to the real objection, you will usually see an emotional signal if you watch for it.

(b). Overcome real objections with: “Would you if He could”.. Example: “Sir, would you give your life to Jesus, if He would take care of that problem for you?” If you have found the real objection, the person will usually agree that, if God would help him with the problem, he would go ahead and receive Jesus. Some people with a problem are afraid to receive Jesus because they are afraid they will not be able to deal with the problem and be true to Jesus.. To ask the Lord there with the person to strengthen him and help him overcome his problem by the Holy Spirit will usually remove the fear from the person’s heart and allow him to go ahead and pray with you to receive Jesus.

WHEN THE OBJECTIONS HAVE BEEN OVERCOME, THE PERSON WILL BE WILLING TO PRAY WITH THE SOUL-WINNER TO RECEIVE JESUS.

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