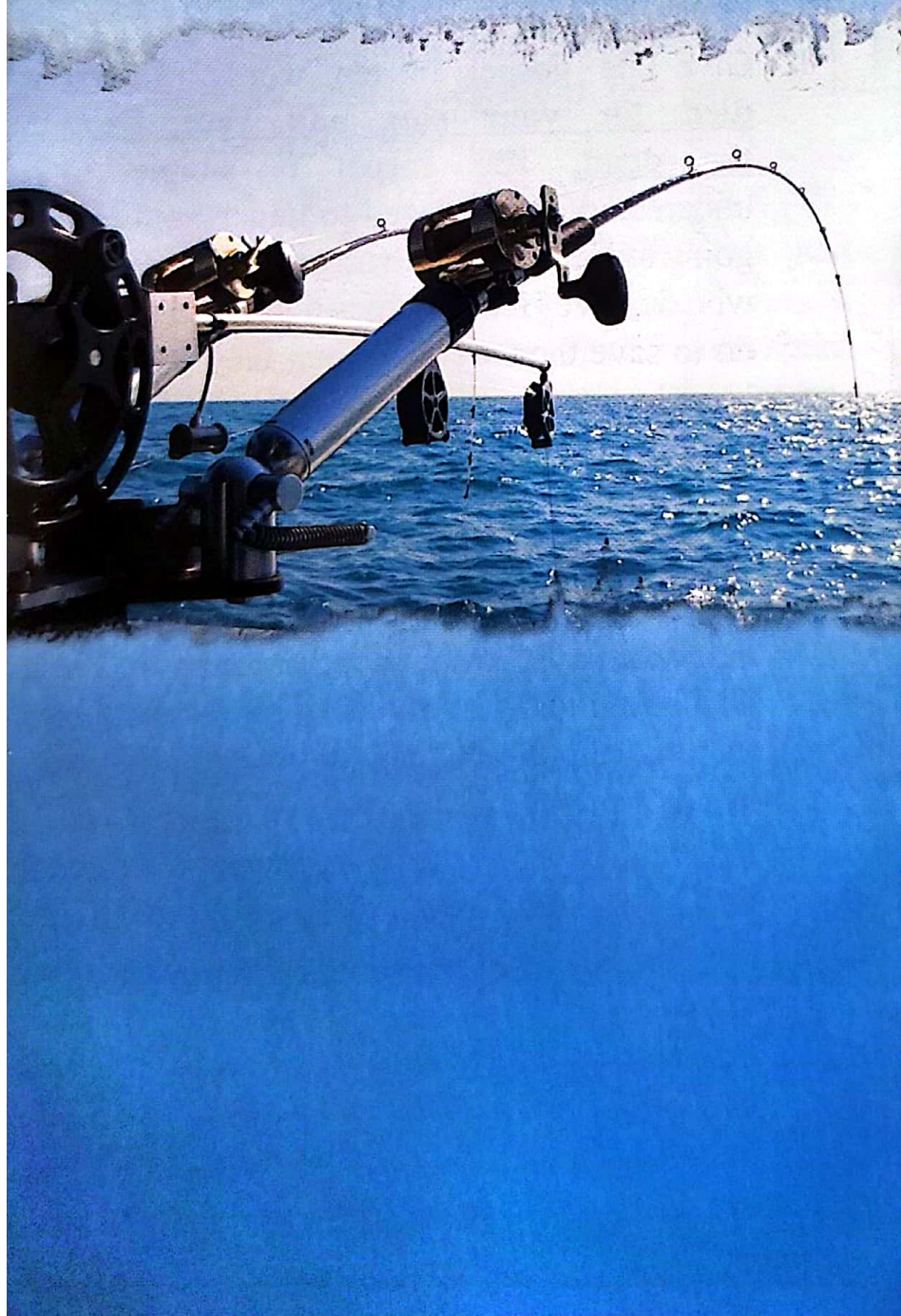


# SOUL WINNING MANUAL





As you observe people going to work, riding their bicycles, or drinking coffee, does your heart ache as you wonder where they are going to spend eternity? Whether you share your faith with one person or one thousand people, keep in mind that each soul is unique and loved by God. These helpful tips have been compiled by master soul winners and pastors who have devoted their lives to sharing the gospel.

1. Give the gospel in ten words. **Christ died for your sins and rose from the dead.** The gospel is simple to understand. People need to understand that going to Heaven is realizing they are sinners who deserve Hell. There is nothing they can do to save themselves. When they put their complete trust in Jesus Christ, Who died on the cross, shed His blood, paid for all of their sins, and rose from the dead, they receive eternal life.
2. Memorize the gospel and the supporting verses. Go over them in your mind in different situations and locations. When those verses are needed, they will come to your mind. The following verses are great to use:  
*For by grace are ye saved through faith; and that not of yourselves: it is the gift of God: Not of works, lest any man should boast. Ephesians 2:8-9*  
*For God so loved the world, that he gave his only begotten Son, that whosoever believeth in him should not perish, but have everlasting life. John 3:16*

3. Dr. Scudder says, "We are all sinners saved by grace." When this is our attitude, we will have a much stronger witness. Don't be self-righteous or angry, but instead be a kind and loving person. Don't argue to prove your point or act like you are smarter than the other person.
4. The word "gospel" means good news. Ask, "Do you want to hear the greatest news in the world?" People want to hear good news.
5. Respectfully probe what the person believes about going to Heaven. Maybe their only basis for their beliefs was that they were brought up that way. Explain that you are not trying to make the person change their religion, but you just want him or her to see the truth of Scripture.
6. Use prophecy and current events to start a conversation. The Bible is current, interesting, and exciting. Show this in your tone of voice.
7. No matter how the person reacts to your gospel presentation, think about **what** the person said. Search for a Bible verse that would have addressed their point of view. Memorize the verse so that the next time this type of situation occurs, it will come back to you.
8. The power of God is in the gospel (Romans 1:16). God's power is not in a belligerent attitude or demanding words. Showing love toward people, no matter how strange their ideas, will force you to do the best you can to share the gospel with them.

9. Stick to the gospel. A million distractions will fight to take you in another direction. Don't go to another subject, because then you are leaving the spiritual battle.
10. The biggest enemy of the gospel is Christians thinking they are too busy to witness. We are on the earth to share the gospel, not for our own comfort, convenience, self-satisfaction, and peace.



11. At the end of your conversation, ask the person to make a decision: "Will you believe God's promise?" As the Holy Spirit leads you, invite them to make a decision now and not wait.
12. As Christians, we sometimes use terms that can sound like another language to those who don't know Christ. For example, when quoting Ephesians 2:8-9, we use the word 'grace.' Break the verse down into segments and define each term. Maybe your first question could be, "What is grace?" Many people don't know the definition, and if they think they do, they are usually wrong. Explain, "Grace is receiving something you don't deserve and can't pay for. This is why Jesus came to die on the cross. We don't deserve to go to Heaven because we are sinners. That is how much God loves us. This is what grace is."

***Victory In Grace* operators use the following questions to help the thousands who call our radio and television programs to stop and think about the gospel.**

- “If you died today, do you know if you would go to Heaven?”
  - ❖ If they say no, ask them what they think is necessary to enter Heaven.
  - ❖ If they say yes—most will—ask them what they are relying upon to enter Heaven.
- “When Christ shed His blood on the cross, how many of your sins did He pay for?”
  - ❖ Most people will tell you Christ paid for all their sins. If they affirm this fact, go on to the next question.
- “One last question—I’m not saying you would ever do this, but just to help you stop and think for a minute—If you went out and committed a horrible sin (suppose you shot someone) and died before you could confess it, would Jesus still let you into Heaven?”
  - ❖ If the person thinks they can lose their salvation, bring them back to the previous question about Christ’s shed blood.
  - ❖ Share John 3:16 and ask the person, “How long is everlasting? If you were to walk out on your father and say that you were no longer part of his family, would you no longer be his son/daughter? Of course not. In the same way, when you are born into God’s family, you can’t be unborn.”



# HOW TO GIVE OUT GOSPEL TRACTS

- Pray for opportunities to give out tracts.
- Leave tracts at truck stops and rest areas. If you are a business owner, leave a stack by the register. Leave one on an empty train seat. Give them to drive-thru attendants, toll booth operators, and people who help you find something at a store. Always tip well and give one to your waiter or waitress. You can also include one with a bill when you pay it.
- Write a personal note on the tract like, “We really appreciated your wonderful service.” If you make it personal, the person will be more likely to read it.
- Include a tract in a Christmas card or hand out with a generous amount of candy at Halloween. (*Victory In Grace* has special Christmas and Halloween tracts.)
- For the Quiz Tract or Which Religion Tract (both available through *Victory In Grace*), say, “Someone once gave me a quiz like this. The first time I took it, I totally flunked it, so good luck.” Or “Has anyone ever given you one of these before?” Almost everyone says no. Answer, “You’re kidding me, let me show you this.” Then give the person the gospel tract.
- Find a high-traffic area, such as downtown in a city (especially at Christmastime) and hand out tracts. Smile and say something like, “Here you go,” or “This is for you.” Most people will take one.
- Don’t give a tract to a service worker when the person is super busy, or if a manager or group of people are around the person. You

are putting the person on the spot and he or she might feel uncomfortable.

- Don't necessarily go through the entire tract with the person, but use the tract as a way to get the person to open up and start talking to you.
- Use tracts that are clean and unwrinkled. If you are passing out God's Word, make sure the tract itself is a testimony.

## SHARE YOUR FAITH RIGHT NOW

**Knowledge**—If you know Christ as Savior, then you are already equipped to give the gospel.



**Power**—Remember you are going out to share your faith in God's power and you can be fearless (Acts 1:8 and 2 Timothy 1:7). Remember that God is with you.

**Love**—God loves every soul dearly. Let your speech and presentation be with grace and love. Get personal—Jesus is a personal Savior. He loves the sinner. Quote John 3:16 and insert the person's name, *For God so loved name of person, that he gave his only begotten Son, that name believeth in him should not perish, but have everlasting life.*

Dear friend, I'd like to challenge you to use these helps to go out and share your faith. Seven billion people in this world need to hear the clear, simple gospel. You are God's messenger. Now go and communicate the gospel of grace to the world.

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

Mark 16:15

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