

Soul Winning / Door Knocking / Visitation - FBC Pinch Handout - 10/10/18

Have you ever tried to lead someone to Christ? For those of you who have, what a powerful time! For those who have not, how would you handle it if someone asked you to show them in God's Word how to be saved? Could you handle it? Tonight, we are going to go over one of many ways on how to lead someone to Christ. This is not the only way, but it is a simple and time effective way when door knocking, as time is precious, and the message is important. But before we get started, let's look at a couple of scriptures that explain why we should be ready to lead someone to Christ.

Matthew 28:18-20

"And Jesus came and spake unto them, saying, All power is given unto me in heaven and in earth. **Go ye therefore, and teach all nations**, baptizing them in the name of the Father, and of the Son, and of the Holy Ghost: Teaching them to observe all things whatsoever I have commanded you: and, lo, I am with you always, even unto the end of the world. Amen."

This is the Great Commission! Are we fulfilling it? Since Jesus Christ has all the power, we are able to "go ye therefore" in His Name, and teach people about Jesus!

Acts 5:46

"And daily in the temple, and **in every house**, they ceased not to teach and preach Jesus Christ." The two methods that God has ordained to get the Gospel out is by calling preachers to "preach the Word", and by ALL CHRISTIANS teaching "in every house". Are we accomplishing this?

1 Peter 3:15

"But sanctify the Lord God in your hearts: and **be ready always** to give an answer to every man that asketh you a reason of the hope that is in you with meekness and fear:"

This verse commands us to "be ready always to give an answer". We must always be ready to answer questions from the unsaved world. Do we, or will we ever, have ALL the answers? NO! But we should read and study daily so that we may be better equipped with MORE answers every time that we spread the Gospel! AMEN?!

The Scriptures we are going to use in delivering the message is what is commonly referred to as the Romans Road. These can be found in **Romans 3:23, Romans 6:23, Romans 5:8, and Romans 10:9-13**. These are not the only Scriptures you can use, but it is a pretty easy way to lead someone from the Bible to explain the steps. First, we all have to realize we are sinners (through the Fall of Man). Then we need to realize there is a penalty for sin (death), but there is also a remedy for sin in Jesus (through His shed blood and death on the cross). And it is free to whosoever shall call upon the name of the Lord. BUT wait! One of the hardest parts of Soul Winning is getting to deliver the message. A lot of times we do not know how to start the conversation to get to the important question as to whether they are ready to meet Christ. Not only that, but most of the time we will not be invited into someone's home, and as I said before, time is precious, as we want to be as effective as possible, but yet not rushing someone either. So how can we, in a short period of time, find a way to start a conversation, get to asking the ultimate question, and deliver the message of salvation in a matter of minutes?

Some things to help us go soul winning are the customized tracts that we have. If a person answers the door, regardless of how far you get into the presentation, hand them a church tract before you leave. If no one answers the door, leave one inside the door, or wherever possible to be visible when

they return home (not in the mailbox). Note that the Romans Road can be found on the back of our church tracts, which may assist you at any time during the presentation as the Lord leads you. The ultimate question that we want to ask EVERY person is this: **Are you 100% sure that you would go to heaven if you died right now?** But how do we get to this ultimate question? What is the first thing that we even say when someone opens their door?

Plan of Approach:

Knock, knock. [door opens] **“Hello, my name is Michael Smith, and this is my wife Brittany. I’m the Pastor of the First Baptist Church of Pinch, and we are out today to invite you to our church. [hand them a large church tract; sometimes people will say “I already go to church somewhere else” or something along those lines, but if they remain silent after you say “church”, then proceed with the next question] Do you have a church that you currently attend? From asking this question, you proceed differently based on their response. If they say No, then you should proceed with saying, “Well, we are located just one-mile up Upper Pinch Road from New Hope Road [you can modify this, as if you knocking on someone’s door who lives very close to the church, you can simply say “we are located just around the curve on the left” etc...], and we would love to have you and your family come and worship with us! [most people will try to hurry and get rid of you after you have given them an invitation to church, but you must proceed to the ultimate question; if they seem interested in attending, you can proceed to say a quick compliment about our church] At the First Baptist Church of Pinch, we are a family, where everybody knows and loves everybody, and Pastor Michael is a man of God who preaches the Word of God! We look forward to seeing you attend one of our services soon, but the truth is, we aren’t even promised tomorrow! Having that said, ARE YOU 100% SURE THAT YOU WOULD GO TO HEAVEN IF YOU DIED RIGHT NOW?”** [proceed to response from the ultimate question]

If they say **Yes** to having a church that they currently attend, and don’t mention what church it is, then proceed with asking, **“Well, if you don’t mind me asking, what church do you attend? [if they give you the name of a church that you know is a good King James Bible believing church, then proceed with the following] Wonderful! Is there a time and a place you know for sure, where you have repented of your sins and asked Jesus to forgive you and to save you?”** [you can modify the ultimate question in cases such as these, or as you feel led of the Holy Ghost; asking about the time and the place will help you know if they have been born again; proceed to response from the ultimate question]... [if they give you the name of a church that you know is the “wrong” type of church (such as a Catholic church), then proceed with the following] **“Well, I understand that you attend church somewhere else, but the most important question that I want to ask you is ARE YOU 100% SURE THAT YOU WOULD GO TO HEAVEN IF YOU DIED RIGHT NOW?”**

Response to the ultimate question:

If the answer they give to the ultimate question is **No**, then ask them, **“Well, wouldn’t you like to know how you can know for sure that you’d go to Heaven when you die?”** If they answer **No**, then dismiss the conversation with something positive such as, **“Well, we will be praying for you, and hope you come and visit us soon at the First Baptist Church of Pinch. If you have any questions, please give Pastor Michael a call (at the number on the back of the tract). God bless you!”** If they answer **Yes**, then proceed with presenting the Gospel thru the Romans Road. [It is best when door knocking that you have a compact Bible (or New Testament) with you, and not carry a big Bible with

you; people may not answer the door if they see a big Bible in your hand; also, those of you who know me know that I believe in dressing right in God's house, and I'm all for "putting on your best for Jesus", but if you are in a shirt and tie, they may think you are a salesmen, or a Jehovah Witness, and may not answer the door; I believe it is best to wear casual clothes as long as it is still modest and you can represent Christ well] It is most effective to have them read the Scriptures in the Romans Road, as they will see God's plan of salvation in the written Word of God! After you (or they) read Romans 10:13, invite them to trust the Lord Jesus Christ as their personal Saviour, and **let the Holy Ghost led on from here!** [and don't forget before you leave to say something like "we look forward to seeing you at our next service" to encourage them to start coming to church; don't forget to have them fill out a Decision Card and leave them with a New Beginnings booklet].

If the answer they give to the ultimate question is **Yes**, then proceed with **"That's great news! When you stand before God, suppose He would ask you, 'Why should I let you into heaven?' What would you say?"** [just because they answer "yes" to the ultimate question, doesn't mean we should just accept that and move on; but if you discern their attitude is changing and they aren't interested in listening to you, you can simply respond with "God bless you, have a wonderful day!"] We are looking for "I've been redeemed by the blood of Jesus," or "I've been born again." If they answer in a way that you are confident that they are saved, then dismiss the conversation with something positive such as, **"I'm so glad to know that you are prepared to meet God. Please pray for us as we continue to spread the Gospel of Jesus Christ, and you are more than welcome to visit us at the First Baptist Church of Pinch anytime, and to visit our church website that is printed on this tract to listen to sermons that were recently preached at our church, and also for revival announcements, etc. God bless you!"**

If they answer with a statement such as "I'm a good moral person," then proceed with quoting Scriptures in love such as Eph. 2:8-9, by saying something like, **"Well, that's wonderful that you have good works in your life, but the Bible says in Ephesians 2:8-9, '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.'** If they answer with a statement such as "I've been baptized," then proceed with quoting Scriptures in love such as John 3:3, by saying something like, **"Well, did you know that Jesus said YE MUST BE BORN AGAIN? The Bible teaches that baptism isn't essential to salvation, but that we are saved BY GRACE THROUGH FAITH alone in The Lord Jesus Christ!"** [it is good to study and memorize Scriptures for common replies to how someone knows they are saved; keep in mind that we aren't door knocking to have biblical arguments with anyone, we just want to see them saved; if at any time you feel that you aren't progressing towards leading someone toward the Lord, and you don't feel as if your words are well received, then close the conversation as soon as possible on a positive (non-sarcastic) note; remember, we are not only representing The Lord Jesus Christ as being His ambassadors, but we are representing the First Baptist Church of Pinch, and we don't want to leave a negative impression upon the church in any way!]

If the answer they give to the ultimate question is **"I hope so"** or anything along those lines, proceed with saying, **"Well, did you know that the Bible teaches that you can know for sure that you have eternal life?"** And then reach for your Bible or New Testament and turn to 1 John 5:13, and read aloud, **"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."**

It is important to remember that we must pray and ask God to allow His Holy Spirit to direct our words! We are dealing with a matter of life and death! But at the same time, the more of a plan we have, and the more Scriptures that we have memorized, it is so much easier to allow the Holy Spirit to let the conversation flow. Another thing to keep in mind and on your heart is your personal testimony! If a certain person responds with "I'm a good moral person," maybe you have a testimony in your past of being a good moral person before you were BORN AGAIN! Depending on what someone may say during any part of your presentation, the Holy Ghost may lead you to your personal testimony to illustrate to them what God has done for you, and how He saved you from religion, etc. **Some things to remember concerning your personal testimony are: Where you were in Sin, When you first began to think on Jesus, When you got saved, What the Lord has done for you since you have been saved. You never know when your past experiences will help you lead someone to The Lord!**

Every team (preferably two people) needs to have with them church tracts, New Beginnings Booklets with Decision Cards, and a compact Bible or New Testament. Remember to always get a large church tract in the hands very shortly after they open the door! This way if someone doesn't get saved, they have the Gospel with them, directions to our church, the Pastor's phone number, our church website, etc... If you sense that someone was close to accepting the Lord, but they don't, you should leave on a positive note such as, **"Well, I will be praying that you accept Jesus before it is too late. If you have any questions, or would like to talk to our Pastor, please feel free to call him at any time! God bless!"**

The most important thing that we can do is to pray for the right words, in the right spirit, at the right time, to the right person, with the right approach. I don't want anyone to feel bound by these examples that I have listed, but I do believe that it is good to have a structured plan and then allow the Holy Ghost to lead us, as each encounter will be unique. Also, it is important to keep in mind that this structure is specifically geared towards door knocking, or when you are talking to a stranger that you may never see again. If you're wanting to witness to a lost co-worker, or someone that you will have multiple encounters with, it is a good idea to spend more time building up to the ultimate question. A good acronym to remember is **FORM** for these scenarios: **F**amily - **O**ccupation - **R**eligion - **M**essage. This simple acronym will cause you to keep good form in your conversation. First, ask them about their **family**. "Are you married? Do you have children?" You can proceed to talk about your family. Next, ask them about their **occupation**. "Where do you work?" You can proceed to talk about your job. Then, ask them about church (**religion**). "Do you currently attend church anywhere?" You can proceed to talk about your church and use spiritual language. Finally, deliver the **message**, using one of the examples above, or as the Lord lays the words on your heart to say. This "form" can sometimes be used in door to door, depending on how well the conversation is going. This method could also be used when someone is seated at the Flea Market if you feel they aren't in a hurry, and you have a couple of minutes to get to know them before you show them the Romans Road.

The only way to start Soul Winning is to start. Don't feel that you aren't equipped enough to do it. The only way to do Soul Winning wrong is not to do it at all. Even if you don't think you have enough Scripture memorized, or that you will be blind sided by people's responses and questions, don't let that prevent you from witnessing! The Holy Ghost lives inside of you, and you know the change that He has made in you since you've been saved, and that is enough to witness even if you don't know how to quote any Scripture at all. Remember, **Proverbs 11:30** says, "... **he that winneth souls is wise.**"