

Soul Winning Seminar Worksheets

Verity Baptist Church
Pastor Roger Jimenez

Video lesson: <https://veritybaptist.com/soul-winning-training/>

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A Biblical Overview of VBC's Soul-winning Ministry

By Pastor Roger Jimenez

1. Who?—_____

Mark 16:15 And he said unto them, *Go ye into all the world, and preach the gospel to every creature.*

2. What?—_____ or teach the Gospel, _____ converts and _____ them

Mark 16:15 And he said unto them, *Go ye into all the world, and preach the gospel to every creature.*

Matthew 28:19 *Go ye therefore, and teach all nations, baptizing them in the name of the Father, and of the Son, and of the Holy Ghost:*

Matthew 28:20 *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.*

3. When?—Till the _____ of the world

Matthew 28:20 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.

4. Where?—Till we've _____ the world

Acts 1:8 *But ye shall receive power, after that the Holy Ghost is come upon you: and ye shall be witnesses unto me both in Jerusalem, and in all Judaea, and in Samaria, and unto the uttermost part of the earth.*

5. How?—_____ by _____ from _____ to _____

Mark 6:7 And he called *unto him* the twelve, and began to send them forth by two and two; and gave them power over unclean spirits;

Luke 10:1 After these things the Lord appointed other seventy also, and sent them two and two before his face into every city and place, whither he himself would come.

Acts 5:42 And daily in the temple, and in every house, they ceased not to teach and preach Jesus Christ.

Acts 20:20 And how I kept back nothing that was profitable *unto you*, but have shewed you, and have taught you publickly, and from house to house,

6. Why?—Because people are going to _____!

Luke 16:23 And in hell he lift up his eyes, being in torments, and seeth Abraham afar off, and Lazarus in his bosom.

2nd Corinthians 4:3 *But if our gospel be hid, it is hid to them that are lost:*

Lesson 1: Preparing for Soul-winning

Soul-winning Seminar

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1. The Soul-winner's Goals

Note: Although our primary goal is to have someone saved when we go soul-winning that is not our only goal!

A. When we go out soul-winning and no one gets saved—we may not have done any soul-_____ but we have done some soul _____

Acts 20:31 Therefore watch, and remember, that by the space of three years I ceased not to warn every one night and day with tears.

Colossians 1:28 Whom we preach, warning every man, and teaching every man in all wisdom; that we may present every man perfect in Christ Jesus:

B. When we go out soul-winning and no one gets saved—we were at least obedient to God's command

Matthew 28:19 Go ye therefore, and teach all nations, baptizing them in the name of the Father, and of the Son, and of the Holy Ghost:

Matthew 28:20 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.

C. When we go out soul-winning and no one gets saved—God will still reward us for our _____ or efforts

1st Corinthians 3:7 So then neither is he that planteth any thing, neither he that watereth; but God that giveth the increase.

1st Corinthians 3:8 Now he that planteth and he that watereth are one: and every man shall receive his own reward according to his own labour.

D. When we go out soul-winning and no one gets saved—we at least got the word out about our church

Statistics:

_____ Saved = 1 first time visitor or visiting family

_____ Personal Invitations = 1 first time visitor or visiting family

_____ Flyers handed out = 1 first time visitor or visiting family

2. The Soul-winners Appearance

A. When dressing for soul-winning remember who you represent

2nd Corinthians 5:20 Now then we are ambassadors for Christ, as though God did beseech you by us: we pray you in Christ's stead, be ye reconciled to God.

1) You represent the Lord _____

2) You represent _____ Church

Note:

(a) Men please wear at least a tucked in collared shirt (prefer a shirt and tie)

(b) Ladies please no low cut shirts and skirts or dresses should go below the knee

B. When dressing for soul-winning remember how you will feel

Note: Just dress comfortable—especially your shoes!

3. The Soul-winner's Rules

A. The Silent Partner

1) Do not _____—the key word is silent

2) Pray silently in your head

3) When appropriate minimize distractions

B. The People's Property

1) Don't walk on their _____

2) Don't sit in their furniture

C. "No Soliciting" Signs

Note: If you feel comfortable with knocking on a door with a no soliciting sign go ahead—if you don't then don't!

D. Our attitude

- 1) Always be polite and pleasant no matter how people treat you
- 2) Remember we are _____ guests

4. The Soul-winners Introduction

A. Knock on the door firmly

- 1) How to knock
 - a. Not too soft
 - b. Not too loud
- 2) Procedure in knocking
 - a. Knock
 - b. Wait a minute or two and then ring the doorbell or knock again

B. When someone answers the door

- 1) When the door begins to open end all _____ between soul-winning partners
- 2) Take the initiative in the conversation—don't allow for awkward _____
- 3) Start with a well planned introduction

Script:

“Hi, we’re coming from Verity Baptist Church and we wanted to give you an invitation to church.”

C. If no one answers the door

- 1) Leave a church invitation on the front door or screen door
- 2) Leave the invitation so that it will be readily seen
- 3) Leave the invitation right side up and facing forward
- 4) Put the invitation on the door knob side away from the hinges

Action Step: Work on your “introduction” at the door

Lesson 2: The Questions

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1. Ask Questions

A. Ask questions to get their salvation _____

Psalms 107:2 *Let the redeemed of the LORD say so, whom he hath redeemed from the hand of the enemy;*

- 1) We cannot see a person's heart (*whether they are saved or not*)
- 2) We can only base their salvation by their testimony (*what they say*)

B. Do not answer the questions for them or put words in their mouth

Example: *"Are you sure of your salvation because of your faith in Jesus Christ?" or "Why are you sure you're on your way to Heaven because you accepted Christ as your saviour?"*

2. Ask _____ Questions

A. Don't ask vague questions

- 1) "Are you a Christian?"
- 2) "Are you a believer?"
- 3) "Are you born-again?"
- 4) "Have you accepted Jesus in your heart?"
- 5) "Do you know if you have a home in heaven?"

B. Don't be satisfied with vague _____

Examples: *"Because of my faith" or "Because of Jesus"* (These are examples of vague answers you may get after you've asked someone about where they are going when they die)

C. If they give you a vague answer—give a follow-up question

3. Ask a Sequence of Questions

A. Introduction

Script: *“Hi, we’re coming from Verity Baptist Church and we just wanted to give you an invitation to church.”*

B. “Do you go to church anywhere?”—This tells us about their _____

C. “More important than going to church”—This tells them we’re not interested in their religion but we are more interested in their salvation

D. “If you died today do you know if you would go to Heaven?”—Our questions need to be directed towards what they _____

1) If they respond as not knowing where they are going than present the final question:

Question:

“If I could show you from the Bible how you could know for sure (or be 100%) you are on your way to heaven, would you be interested in seeing it?”

2) If they respond with a vague salvation testimony

a. Seek more details:

Question:

“What gives you that assurance?” or “What are you trusting in to get you to heaven?”

b. Ask about Eternal Security:

Question:

“Is there anything you can do that would cause you to lose your salvation?”

Action Step: Think through how you would ask these questions to someone

The Questions Flow Chart

You Say:

"Hi, we're coming from Verity Baptist Church and we just wanted to give you an invitation to church."

If their answer does not allow the conversation to continue

You Say:
"Have a good day!"
End

If their answer allows the conversation to continue

You Say:
"Do you go to church anywhere?"

You Say:
"More important than going to church, do you know if you were to die today, if you would go to heaven?"

If they respond:
"I don't know" or "I'm not sure"

You say:
"Where would you like to go when you die?"

Most people respond: *"Heaven"*

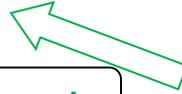
You Say
"If I could show you from the Bible, how you could know for sure (or be 100%) you are on your way to heaven, would you be interested in seeing it?"

If they respond:
"Yes I know I'm on my way to heaven"

You Say
"What gives you that assurance" or "What are you trusting in to get you to heaven?"

If their response is still vague

You Say
"Is there anything you can do that would cause you to lose your salvation?"



If they respond, "Yes." **Proceed to give them the gospel.**

If they respond: "Yes"

Lesson 3: We're all Sinners

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1. Why someone must admit that they are a sinner

A. *The first thing we must do in order to get someone saved is to get them to realize that they are sinner*

B. *Because if someone is not a _____ then they will not need a _____*

2. No one is _____—“There is none righteous”

A. *It is easier for someone to first agree that they are not perfect before they agree that they are a _____*

B. *How this conversation may go:*

#1. Read the passage:

Romans 3:10: *As it is written, There is none righteous, no, not one:*

#2. Reveal the truth:

Explanation: Do you see how the first part of the word “righteous” says “right”? Someone who is “righteous” is someone who always does right or never does wrong. A word we would use would be perfect. “There is none righteous” means no one is perfect!

#3. Review the concept:

Question: Would you agree that no one is perfect? (You didn’t think you were perfect...did you?)

3. We are all _____—“For all have sinned”

A. *We do not want people to feel as if we are _____ them or pointing them specifically out as sinners*

- 1.) This is why we start out by pointing out that no one is perfect
- 2.) When you talk about sin make sure you include yourself—we're all sinners!

B. *How this conversation may go:*

#1. Read the passage:

Romans 3:23: *For all have sinned, and come short of the glory of God;*

#2. Reveal the truth:

Explanation: “For all have sinned” means everyone has sinned. The Bible defines sin as “the transgression of the law” (1 John 3:4). When we transgress (or break) God’s law we have sinned. So, according to the Bible we are all sinners.

#3. Review the concept:

Question: Would you agree that you’re a sinner...have you ever sinned before?

4. How the questions should be used throughout the conversation

A. *The questions should be used for the purpose of bringing attention to _____ words in the verse*

Note: You could explain everything and have them listen to you for 15 minutes or you could involve them and keep their attention by allowing them to be part of the conversation

B. *Use questions to see if the person is agreeing with you or not*

Example: Use phrases like “*Would you agree that...?*”

C. *The questions should be _____ so that people do not feel as if they are being tested or judged*

Example: Use phrases like “*Are you familiar with...?*” vs. “*Do you know the definition of...?*”

Action Step: Highlight Romans 3:10 and Romans 3:23 in your Bible

Homework: Memorize Romans 3:10 and Romans 3:23 at home

Lesson 4: The Result of our Sin

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1. What is the Payment for our Sin?

A. Sin brings _____ —“for the wages of sin is death”

Romans 5:12 *Wherefore, as by one man sin entered into the world, and death by sin; and so death passed upon all men, for that all have sinned:*

Note: I don't normally use this verse in my presentation (only if additional support is needed)

B. How this conversation may go:

#1. Read the passage:

Romans 6:23: *For the wages of sin is death; but the gift of God is eternal life through Jesus Christ our Lord.*

Note: At this point we are only focusing on the first part of this verse, later we will focus on the second part

#2. Reveal the truth:

Explanation: The Bible teaches that there are “wages” (that is something we earn) for our sin. When I go to work I earn money but when I sin I earn death.

#3. Review the concept:

Question: So according to this verse the “wages” (or the payment) we must make for our sins is...what?—death (Let them answer)

2. What is Death?

A. There are two parts to death—“this is the second death”

1) *The first death is a _____ death*

2) *The _____ death is the lake of fire*

B. How this conversation may go:

#1. Read the passage:

Revelation 20:14-15: And death and hell were cast into the lake of fire. This is the second death. And whosoever was not found written in the book of life was cast into the lake of fire.

#2. Reveal the truth:

Explanation: When the Bible talks about “death” it is not only a physical death it also includes “the second death.” This is the death that comes after the physical death which is “the lake of fire” (Hell).

#3. Review the concept:

Question: What is the second death? The Bible says about “the lake of fire” that “This is the second death.” So, Hell or the Lake of Fire is the second death!

3. Understanding Death and Hell

A. Once we have showed them they are _____ we need to show them the result of their sin

B. Sin _____ us to hell because sin brings death (and death = hell)

Action Step: Highlight Romans 6:23 and Revelation 20:14-15

Homework: Memorize Romans 6:23 and Revelation 20:14-15 at home

Lesson 5: We're all Condemned to Hell

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1. A person must understand that they are personally condemned to Hell before they can be saved

A. *Up to this point we have explained _____ and the _____ for sin*

B. *Now we will personalize it and make sure that they understand that they _____ are condemned because of their sin*

2. It does not matter how _____ of a person you have been

A. *People like to think that they are not too _____—so we need to show them that they are*

B. *How this conversation may go*

#1. Read the passage:

Revelation 21:8: *But the fearful, and unbelieving, and the abominable, and murderers, and whoremongers, and sorcerers, and idolaters, and all liars, (emphasize “liars”) *shall have their part in the lake which burneth with fire and brimstone: which is the second death.**

#2. Reveal the truth:

Explanation: That’s a pretty bad list, right? But, notice at the end of the list it said “all liars.” The Bible says, “let God be true, but every man a liar” (Romans 3:4). The point that God is trying to make is that we’re all sinners and we’re all condemned to hell—even if the only thing you have ever done wrong is tell a lie.

#3. Review the concept:

Question: Have you ever told a lie before?

3. _____ sin is enough to condemn you to Hell

A. *It doesn't matter which sin you have or haven't performed—even _____ sin will send you to hell*

B. *How this conversation may go:*

#1. Read the passage:

James 2:10: *For whosoever shall keep the whole law, and yet offend in one point, he is guilty of all.*

#2. Reveal the truth:

Explanation: If you keep the whole law and only break it one time, the Bible says that you are guilty as if you broke every law.

#3. Review concept:

Question: Do you see how no matter how good of a person you are—if you have sinned once (which we all have since no one is perfect) then we are all condemned to hell?

4. Review of the bad news

A. *We pay our sin through _____*

B. *Not just a _____ death but the "second death" which is being cast into the "lake of fire"*

C. *According to the Bible _____ person is condemned to hell because of their sin*

Action Step: Highlight Revelation 21:8 and James 2:10

Homework: Memorize Revelation 21:8 and James 2:10 at home

Lesson 6: The Gift

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1. Transition to the Good news

A. At this point we have thoroughly explained to the person that they are a sinner and their sin has condemned them to hell

B. Now we can give them the _____ which is the gospel

Note: The word “gospel” means “good tidings” or good news

2. God illustrates salvation as a _____

A. _____ (or Salvation) is a gift

B. The gift is _____; it doesn't cost us anything

C. The gift is not something we earn or _____ for either

3. How this conversation may go:

A. God has a gift he wants to give you

#1. Read the passage:

Romans 6:23: *For the wages of sin is death; but the gift of God is eternal life through Jesus Christ our Lord.*

Note: Before we focused on the 1st part of this verse (or the bad news)—now we will focus on the 2nd part of this verse (or the good news)

#2. Reveal the truth:

Explanation: God has a “gift” he wants to give you and that “gift” is “eternal life” and it is through “Jesus Christ”

#3. Review the concept:

Question: Can you remember these words “gift,” “eternal life,” and “Jesus Christ”?

B. *You don't have to work for the gift*

#1. Read the passage:

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.*

#2. Reveal the truth:

Illustration: The Birthday Gift

Explanation: If I gave you a birthday gift but asked you to pay me for it; is that a gift?—no because you don't pay for a gift. What if I gave you a birthday gift but asked you to do something for it; is that a gift?—no because you don't work for a gift! The gift of God is the exact same way—God does not expect you to “work” or earn it.

Thoughts on the “Birthday Gift” Illustrations:

- (1) Start off with, “what if I asked you to pay me for the gift”—because it is very easy to grasp that you don't pay for a gift*
- (2) Then I transition into, “what if I asked you to do something for it”—this is how we apply the illustration to salvation*
- (3) An illustration is worthless if you don't apply it*
- (4) An additional verse you could use for someone who is really struggling with this concept is Romans 4:5*

#3. Review the concept:

Question: So, if I have to do something for a birthday gift is it a gift?—No (let them answer). So, if God wants to give you a gift (“*the gift of eternal life*”) but you have to go to church, get baptized, repent of your sins, live a good life; is it a gift?—No (let them answer).

Action Step: Highlight Ephesians 2:8-9 in your Bible

Homework: Memorize Ephesians 2:8-9 at home

Lesson 7: The Gospel

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1. The Gospel is the most important part of the presentation

- A. *At this point we have showed the person that we are _____ sinners*
- B. *That our sin has a payment which is “the second death” or hell*
- C. *That salvation is the _____ of eternal life and as a gift it is free—we cannot earn it or work for it*
- D. *Now we’ll show them how this gift was _____ for us*

2. What is the Gospel?

A. *What the word “_____” means*

Isaiah 61:1 The Spirit of the Lord GOD *is* upon me; because the LORD hath anointed me to preach good tidings unto the meek; he hath sent me to bind up the brokenhearted, to proclaim liberty to the captives, and the opening of the prison to *them that are bound*;

Luke 4:18 The Spirit of the Lord *is* upon me, because he hath anointed me to preach the gospel to the poor; he hath sent me to heal the brokenhearted, to preach deliverance to the captives, and recovering of sight to the blind, to set at liberty them that are bruised,

Note: The Gospel = Good Tidings (or Good News)

B. *What the “Gospel” is*

1st Corinthians 15:1 Moreover, brethren, I declare unto you the gospel which I preached unto you, which also ye have received, and wherein ye stand;

1st Corinthians 15:2 By which also ye are saved, if ye keep in memory what I preached unto you, unless ye have believed in vain.

1st Corinthians 15:3 For I delivered unto you first of all that which I also received, how that **(#1)** Christ died for our sins according to the scriptures;

1st Corinthians 15:4 And that (#2) he was buried, and that (#3) he rose again the third day according to the scriptures:

- 1) The _____
- 2) *Burial*
- 3) _____ of Jesus Christ

C. The “Gospel” is how our salvation was _____

Acts 20:28 Take heed therefore unto yourselves, and to all the flock, over the which the Holy Ghost hath made you overseers, to feed the church of God, which he hath purchased with his own blood.

Galatians 3:13 Christ hath redeemed us from the curse of the law, being made a curse for us: for it is written, Cursed *is* every one that hangeth on a tree:

Redeemed: To buy back; to purchase by payment of ransom

Revelation 5:9 And they sung a new song, saying, Thou art worthy to take the book, and to open the seals thereof: for thou wast slain, and hast redeemed us to God by thy blood out of every kindred, and tongue, and people, and nation;

3. How this conversation may go:

A. How to explain the Gospel

#1. Read the passage:

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

John 3:16 *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.*

#2. Reveal the truth:

Explanation: Just because the gift is free doesn’t mean someone did not pay for it. Since God wants to give you a gift, He’s the giver and you’re the receiver, so He paid for the gift. Jesus paid for the gift by His death, burial and resurrection.

Note: Take your time here, to thoroughly explain the Gospel: the death, burial, and resurrection of Jesus Christ.

Explaining the Gospel even further (if needed):

- (1) *The Bible says that Jesus died for our sins* (Colossians 1:14)
- (2) *That he was born of a virgin* (Matthew 1:23-25)
- (3) *That he was God in the flesh* (Philippians 2:6-8)
- (4) *That he did not deserve to die—because Jesus never sinned* (2 Corinthians 5:20-21)
- (5) *He died to pay for our sins* (1 John 3:5)
- (6) *Jesus went to Hell for three days and three nights* (Acts 2:31)

#3. Review the concept:

Question: Do you believe that Jesus died, was buried, spent three days and three nights in hell and was resurrected to pay for your sins?

B. *Let's review the importance of the Gospel*

- 1) The Gospel is the death, burial and _____ of Jesus Christ
- 2) The Gospel is how we were _____ (purchased or ransomed) from our sins
- 3) Salvation _____ comes through the preaching and understanding of the Gospel
- 4) The message of the _____ truly is the Good Tidings (Good News) for mankind

Action Step: Highlight Romans 5:8 and John 3:16 in your Bible

Homework: Memorize Romans 5:8 and John 3:16 this week

Lesson 8: Eternal Security

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1. “Eternal” or “_____” Life

A. God _____ to give us eternal or everlasting life

John 3:15 That whosoever believeth in him should not perish, but have eternal life.

John 3:16 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.

B. The definitions of the words

- 1) _____ = Last forever
- 2) _____ = Without End (or Never Ending)
- 3) So, “eternal life” or “everlasting life” means we will have life that will last _____ or life that will never _____

C. Eternal life begins the moment you “_____” or get saved

John 3:36 He that believeth on the Son hath everlasting life: and he that believeth not the Son shall not see life; but the wrath of God abideth on him.

2. How this conversation may go:

A. Explaining “eternal” and “everlasting” life

#1. Read the passage:

John 3:15-16: That whosoever believeth in him should not perish, but have eternal life. 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.

#2. Reveal the truth:

Explanation: God says he wants to give you “eternal life” that is life that will never end or “everlasting life” that is life that will last forever. This means that when you die the initial

physical death, you will not die the second death of being cast into the lake of fire but instead you will go live with God for eternity.

Note: You get eternal life the moment you believe (John 3:36)

#3. Review the concept:

Question: Do you see how God wants to give you life that will last forever (everlasting life); life that will never end (eternal life)?

B. *Explaining why “eternal” or “everlasting” life cannot be taken away*

#1. Read the passage:

Titus 1:2: In hope of eternal life, which God, that cannot lie, promised before the world began;

#2. Reveal the truth:

Explanation: Our hope for eternal life is that God cannot lie. So if God promises you life that will never end, then He will give you life that will never end. See, salvation had nothing to do with you, remember it's 'not of yourselves' (Ephesians 2:8). When God forgives you of your sins; He forgives you of all you sins—past, present, future. That is how he can guarantee us eternal life.

Illustration: The Length of Eternal Life

Explaining the Length of eternal life Illustration:

If God gives you life that will last forever (everlasting life); life that will never end (eternal life) and then he takes it away...did it last forever? (Let them answer.) If God takes it away; that would make God a liar!

#3. Review the concept:

Question: Do you believe that God will take away your “eternal life” even though it's supposed to last forever?

3. Some last thoughts on eternal security

A. *Eternal Security teaches:*

- 1) Our salvation is _____ because God promised it would last forever
- 2) This means _____ saved _____ saved

B. *Believing in eternal security does not mean we teach people it's okay to live in sin*

C. *If someone doesn't believe in eternal security they are not _____*

1) Someone who believes they can lose their salvation based on how they live their life (things they do or don't do) also believes they keep their salvation based on how they live their life (things they do or don't do)

2) Someone who does not believe in eternal security is still _____ on themselves for their salvation—this is still a works salvation

Example: "I'm saved by Jesus Christ as long as I don't kill someone"

Action Step: Highlight John 3:15-16 and Titus 1:2 in your Bible

Homework: Memorize John 3:15-16 and Titus 1:2 this week

Lesson 9: The Sinner's Prayer

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1. Why someone must _____ in order to be saved

A. The Bible is very clear that part of salvation is _____ calling upon the Lord

Romans 10:9 *That if thou shalt confess with thy mouth the Lord Jesus, and shalt believe in thine heart that God hath raised him from the dead, thou shalt be saved.*

Romans 10:13 For whosoever shall call upon the name of the Lord shall be saved.

B. This is seen all throughout _____

Genesis 4:26 And to Seth, to him also there was born a son; and he called his name Enos: then began men to call upon the name of the LORD.

Genesis 12:7 And the LORD appeared unto Abram, and said, Unto thy seed will I give this land: and there builded he an altar unto the LORD, who appeared unto him.

Genesis 12:8 And he removed from thence unto a mountain on the east of Bethel, and pitched his tent, *having* Bethel on the west, and Hai on the east: and there he builded an altar unto the LORD, and called upon the name of the LORD.

Psalms 116:13 I will take the cup of salvation, and call upon the name of the LORD.

Psalms 116:17 I will offer to thee the sacrifice of thanksgiving, and will call upon the name of the LORD.

Zephaniah 3:9 For then will I turn to the people a pure language, that they may all call upon the name of the LORD, to serve him with one consent.

2. Understanding “the _____ Prayer”

A. There is nothing _____ about the prayer itself

B. The _____ words will not save you

C. It is the _____ in your heart that will save you

Romans 10:9 That if thou shalt confess with thy mouth the Lord Jesus, and shalt believe in thine heart that God hath raised him from the dead, thou shalt be saved.

D. We must make sure that we are not going around just praying with people that do not _____ salvation

3. How this conversation may go

#1. Read the passage:

Romans 10:9: *That if thou shalt confess with thy mouth the Lord Jesus, and shalt believe in thine heart that God hath raised him from the dead, thou shalt be saved.*

#2. Reveal the truth:

Illustration: Receiving a Gift

Explanation: If someone were to buy a gift, wrap it and write your name on it, it would not become yours until you accepted it. The gift of God is the exact same way. It's already been paid for by Jesus Christ and God offers it to all but you need to accept it. You accept the gift of eternal life by confessing with your mouth while believing in your heart.

#3. Review the concept:

Question:

- (1) Do you believe that Jesus Christ died on the cross, was buried and rose from the grave as a payment of your sin?***
- (2) Do you believe that salvation is a gift that you don't have to work for by doing good things?***
- (3) Do you believe that the gift of God is eternal life and will last forever no matter what you do?***
- (4) Do you believe that God wants to save you and will give you salvation if you simply ask him by faith?***

Note: Make sure you explain to the people that the mere words do not save them. We pray because God told us to confess with our mouth but the faith in your heart is equally needed!

Script:

"Dear Jesus, I know I'm a sinner and deserve to go to Hell; but I believe that you died on the cross, were buried, and rose again to pay for

my sin. I ask you to save me, forgive me of my sin, and take me to Heaven when I die. Thank you for giving me eternal life, Amen.”

4. Some last thoughts on presenting the Gospel

- A. *We show people their _____—“For all have sinned” (Romans 3:23)*
- B. *We show them the _____ for their sin—“For the wages of sin is death” (Romans 6:23)*
- C. *We show them that the Lord Jesus Christ _____ for their sin—“while we were yet sinners, Christ died for us” (Romans 5:8)*
- D. *We show them about _____—“He that believeth on the Son hath everlasting life” (John 3:36)*
- E. *We finish with having them _____ the Lord Jesus Christ as savior through prayer—“For whosoever shall call upon the name of the Lord shall be saved” (Romans 10:13)*

Action Step: Highlight Romans 10:9 in your Bible

Homework: Memorize Romans 10:9 this week

Lesson 10: Conserving the Results

Soul-winning Seminar

By Pastor Roger Jimenez

1. Conserving the results means following up on our converts

- A. Once somebody has been _____ we do not want to just leave them at the door**
- B. We want to do everything in our power to follow up with that person after salvation**

2. Why Follow Up

- A. Because they are our Spiritual _____**

1st Peter 2:2 As newborn babes, desire the sincere milk of the word, that ye may grow thereby:

- B. To fulfill the _____ of the Great Commission**

Matthew 28:19 Go ye therefore, and **(#1)** teach all nations, **(#2)** baptizing them in the name of the Father, and of the Son, and of the Holy Ghost:

Matthew 28:20 **(#3)** 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.

#1. Salvation—“teach all nations”

#2. Baptism—“baptizing them”

#3. Discipleship—“Teaching them to observe all things”

C. When to Follow Up

- 1) Generally we only follow up with people after they have been _____**
- 2) Generally we do not follow up with people who have not been saved**
- 3) The exception is if you really feel like someone who did not get saved is likely to come to church (Be very careful because people have a tendency to waste time here)**

3. How to Follow Up

A. Invite them to _____

Example: “Would you be interested in coming to church on Sunday?” or if they need a ride “If we came by and picked you up for church on Sunday morning would you come?”

- 1) The best time to invite them to church is immediately after they got saved
- 2) The best time to get their information is immediately after they agreed to come to church
- 3) The best _____ to get their information is the person that got them saved

B. Get their _____ information

- 1) First and last name
- 2) Full address (including apartment number and zip code)
- 3) Phone Number (preferably the person’s cell phone number)

Note: Use the “New Believers Follow-Up Card” that we provide for you

- 4) Tell them why you are asking for their information

Example: “I would like to pray for you and mail you some information from our church—would you mind if I write down your information?”

Note: Mail them a “New Believers Packet” that we provide for you

- 5) Do not be afraid to _____—the worst they can do is say “No”

4. When to stop following up

A. If they did not get saved

B. If they got saved but do not seem interested in coming to church

C. If they said they would come to church and after a few attempts have never actually made it

Note: Remember that when we’re out soul-winning we want to get the gospel to anyone and everyone who is willing to listen—when we’re

following-up we want to ONLY follow-up on people who are likely to come to church!