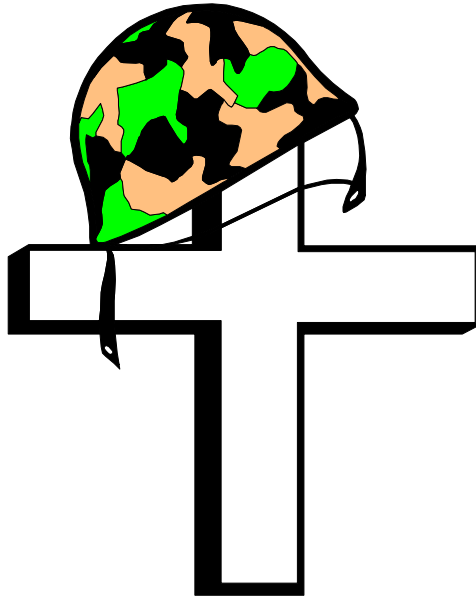


**BOOT
CAMP
FOR**



SOULS



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Acknowledgement

I am grateful to the men and woman who over the years have written books teaching new Christians the art of sharing their faith with others.

There is no greater joy than to lead a person to Christ and then watch them as they mature in Christ and lead others to the Master's table.

Over the years, I have taught many who have experienced the joy of leading others to Jesus. While presenting "Boot Camp for Souls" to a Church in Mississippi we ended the five-day camp by having church members' pair off and take the Gospel to their friends and neighbors. The results were astonishing. We witnessed a congregation that burned with a desire to share the Gospel. Many who had never shared their faith openly led loved ones to Christ. Sunday morning the church buzzed with excitement as person after person shared how God used them to win a soul to Jesus!

A revival took place that lasted many months and many new babes in Christ were added to the Church. The excitement of those individuals that for the very first time witnessed what Christ had done through them sparked a lasting revival.

TABLE OF CONTENTS

INTRODUCTION: PREPARATION

- The importance and advantages of personal work
- Reasons why you should win souls
- Conditions for your successful mission
- Enemy diversions & lies
- God's plan for soul winning
- The weapons of your warfare

PART ONE: Your PERSONAL testimony: A most powerful weapon

- A pattern from the master soul winner; the Apostle Paul
- Engaging the enemy stronghold
- Who are the lost anyway?
- Your sphere of influence

PART TWO: MORE PREPARATION: UNDER - STANDING SOME PRINCIPALS

Helpful Hints and Ideas That Work for Winning Lost Souls

- Sharing with a stranger
- Sharing Jesus with someone you know
- Learning to listen
- Starting right where people are (understanding 8 major levels)
- The approach (critical)
- Understanding stages of the conversion process
- Steps to lead a person to Jesus Christ
- Hints on marking your bible for quick easy Access

PART THREE: Methods That Work:

- **Examples Of Jesus**

PART FOUR: HANDLING OBJECTIONS

INTRODUCTION



1. Business owners teach sales persons how to sell and overcome objections yet Christians are seldom instructed how best to present the Gospel and overcome objections.

- Many Sales trainers teach the "F.A.B." method, (Feature, Advantage, Benefit) when presenting their product or service.
- When given an objection, rather than retreat in defeat, they teach their sales representatives that objections are simply a pathway to the sale. Sales associates are taught to handle objections with AAA, (Agree, Affirm, Ask), or (Feel Felt Found). Many a sales person has answered, "I understand exactly how you feel. Some of my very best customers used to feel the same as you do now, but let me show you what they have found.
- Many techniques used in sales training are actually Biblical principals. For example, two cannot walk together unless they are agreed.

2. Sales Personal are always taught objections are actually opportunities to making the sale.

- Sales training professionals inform us that the average sale is made after the fifteenth rejection! Customers normally do not buy when

you ask them to. They are coaxed along in a selling process. Their objections must be answered to their satisfaction. Each objection is a trial close in and of itself.

For example, a potential customer might explain, "But I saw a cheaper model down the road". The sales team member might reply, "Yes, Mr. Jones I understand how you might think you can get this fine machine cheaper and save a dollar. Some of my best clients have felt that way also. However, let me show you what they have actually found. Mr. Jones those cheaper models are not made for the office use you want and desire. They are throw-a-way type models that wear out quickly and must be replaced often. You do want quality at a fair price don't you Mr. Jones? A yes answer is a positive close and one-step closer to your final sale. All along the way, this trained associate will trial close, asking for the sale after each answered objection. "Would you like me to have this machine delivered Monday or would Tuesday be best"? If the client says Monday, you have made the sale. If they say, hey hold on I am not saying I want the machine then you continue the sales process.

Witnessing for Jesus is similar. Many people become discouraged because they fail. "They don't make the sale", that is the person that they are speaking with does not respond favorable or perhaps gives them an objection they cannot answer. When I first became a Christian, forty some years ago, it seemed I was bombarded daily with questions I could not answer. However, over time I learned most objections would fall into just a few categories. The more I witnessed of my faith the easier it was to answer seemingly hard questions.

3. Sales people are taught to identify “smoke screens” VS the real objection-(Gorilla Dust)

- When a person becomes uncomfortable, they fabricate a reason why they do not want to purchase the product. In the sales process, this is called kicking up “Gorilla Dust”. You see, a small gorilla will often times make a lot of noise and kick up a lot of dust to appear bigger and meaner than the gorilla he is in competition with for a mate or for a ruling position in the community of gorillas. People react much the same way. Over time, one will learn to differentiate between mere “Gorilla dust” and legitimate objections. Learning the methodology of Jesus and men like the Apostle Paul, you will become an expert in disarming folks and causing them to re-think their hopeless position. Remember we are not trying to win an argument but rather win a soul for all eternity to Christ.

4. Sales persons are taught and trained how to ask questions

- Open-ended questions: “Is your family living here in town also? These questions are designed to get the other person talking as you build relationships. We will discuss the use of open-ended questions in a while.
- Closed ended questions: These are questions that require a yes or no answer. A closed ended question would be, “Would you like me to pray with you right now.” The type of question asked will depend where you are in the process.

5. Sales Trainers also teach different types of closes for types of people.

- Assumption close
- Ben Franklin close
- Colombo close
- Take a way close

While it is true that the Holy Spirit will lead and guide One throughout the witnessing process the above closing techniques are scriptural principals in action and work well when leading someone to accept Christ into their life and through the repentance process.

The assumption close simply assumes the listener is ready to respond. I have often times stopped and said, "Joe, let's pray right now that Jesus will forgive you of your sin ok". I assumed Joe was ready and invited him to pray with me. Many times the individual responded who otherwise might not have.

The Ben Franklin close involves making a list of all the reasons for making a decision for Christ today on one side and all the reason not to on the other. When the list is finished, you ask the person to make a decision based on the pros and cons written on the list.

The Colombo close is names after the seemingly dumb inspector Colombo. This inspector dressed in a wrinkled overcoat would question his suspects in a seemingly clumsy idiotic way causing the suspect to think they were much smarter than Colombo. He would then leave his card and walk away. However just as he grabbed the doorknob to open the door and depart he would turn to the suspect and say, "O by the way.....and then

drop the whammy question or statement that left the client vulnerable and exposed.

The take away close does just what it says. It takes the product away and leaves the person wanting it even more.

6. Many other trial closes: Trial Closes like

“Mr. Jones on a scale of 1-10.....10 being the very best... and 1 not interested ...being you are not at all interested, where are you today concerning investing in this fine product. What would it take for us to get you to a 10 today?”

Isn't it amazing that the business world invests thousands of dollars training one salesperson to sell their productBUT SOME HOW, IN GODS ARMY....WHEN IT COMES TO WINNING SOULS FOR JESUS, WE THINK LEARNING THESE TACTICS are UNSPIRITUAL

Christians say “spiritual things” like God will lead me what to say. The problem is He never seems to lead us....because we really do not want to be led. Moreover, the Holy Spirit can only help you call to your memory what you have studied. Jesus knew people and how they thought. He knew how to break through racial barriers. He was a master soul winner and we can learn from His example.

The number one reason given why the average Christian is AFRAID to speak to someone about JESUS is fear of rejection. AFRAID OF BEING TOLD NO

From a child we are told that “NO” is bad. No you cannot have a cookie right now...rejection. No, you

cannot have the car tonight. ..rejection. No, I do not want to go to the dance with you...rejection

However, Sales people are trained that NO is simply an opportunity for a yes. If you see enough people, you will make enough sales. Just about every sales trainer for any industry will give you the following formula for making a sale:

- Every 10 calls = 1 appointment
- 3 appointments = 1 sale
- That means 30 calls = one sale in the business world
- If you were to ask thirty people each month if they wanted to trust in Jesus one soul would be saved every month....but when the HS is working the numbers are far greater.

MANY PEOPLE JESUS ASKED RESPONDED IMMEDIATELY.

MANY THE DISCIPLES ASKED RESPONDED IMMEDIATELY ALSO.

7. The Business world understands people buy or do not buy for VERY CERTAIN REASONS.

There are certain times in people's life that make them more willing to listen. For example:

- ✓ A death
- ✓ Marriage
- ✓ An accident
- ✓ Receiving an unexpected windfall
- ✓ Broken relationships

- ✓ Loss of a job
- ✓ Natural disaster
- ✓ National disaster such as 9/11
- ✓ Illness

8. Certain words and phrases are more positive than others and have been proven to work

- For example "How do you feel about that."VS what do think about that

9. Feel Felt Found (explain).....AND ON AND ON We can go.

IN BOOT CAMP FOR SOULSYOU WILL LEARN:

- 1. HOW TO OVERCOME JUST ABOUT EVERY OBJECTION KNOWN TO MAN.**
- 2. HOW TO ASK QUESTIONS TO "LEAD A LOST SOUL TO PRAY THE SINNERS PRAYER**
- 3. HOW TO TAKE AWAY SILLY ARGUMENTS**
- 4. WE WILL HAVE A WORK SHOP DISCUSSION GROUP TO HELP YOU SOLVE DIFFICULT OBJECTIONS/ SITUATIONS YOU'VE ENCOUNTERED**
- 5. YOU WILL LEARN HOW TO GIVE A POWERFUL PERSONAL TESTIMONY IN 30 SECONDS OR LESS IF NEEDED.**
- 6. WE WILL LEARN BY DOING**
 - Jesus taught verbally

- He then showed them what He told them
- He allowed his disciples to DO what he showed them in a way they could fail gracefully
- He sent them on their own

7. YOU WILL LEARN HOW TO USE THE WORD OF GOD IN WITNESSING

- Always keep in mind witnessing is not about forcing your views on someone else. It's about carrying out the great commission of God to take the Gospel to others

8. YOUR CALLING AND AUTHORITY to witness to this world is not based on the worlds approval...the world will resist you. The world would love you to be silent.

9. WE GO BECAUSE JESUS SENT US (Matthew 28:18-20)

A Plea for Fishing

Now it came to pass that a group existed who called themselves fishermen. And lo, there were many fish in the waters all around. In fact, the whole area was surrounded by streams and lakes filled with fish. And the fish were hungry.

Week after week, month after month, and year after year, those who called themselves fishermen, met in meetings and talked about their call to fish, the abundance of fish, and how they might go fishing. Year after year they carefully defined what fishing means, defended fishing as an occupation, and declared that fishing is always to be a primary task of fishermen.

Continually, they searched for new and better methods of fishing and for new and better definitions of fishing. Further they said, "The fishing industry exists by fishing as the fire exists by burning." They loved slogans such as, "Fishing is the task of every fisherman." They sponsored special meetings called, "Fishermen's Campaigns" and "The Month of the Fisherman to Fish" They sponsored costly national and world-wide congresses to discuss fishing and to promote fishing and hear all about the ways of fishing such as new fishing equipment, fish calls and whether any new bait had been discovered.

These fisherman built large, beautiful buildings called, "Fishing Headquarters." The plea was that everyone should be a fisherman and every fisherman should fish. One thing they didn't do, however: They didn't fish.

In addition to meeting regularly, they organized a board to send out fisherman to other places where there were many fish. The board hired staffs and appointed committees

and held many meetings to define fishing, to defend fishing, and to decide what new streams should be thought about. But the staff and committee members did not fish.

Large elaborate, and expensive training centers were built whose original and primary purpose was to teach fisherman how to fish. Over the years courses were developed and offered on the needs of fish, the nature of fish, and where to find fish, the psychological reactions of fish, and how to approach and feed fish. Those who taught had doctrines in Fishology, but the teachers did not fish. Year after year, after tedious training many were graduated and were giving fishing licenses. They were sent to do full time fishing, to some distant waters which were filled with fish.

Many who felt the call to be fisherman responded. They were commissioned and sent to fish. But like the fisherman back home, they never fished. Like the fisherman back home they engaged in all kinds of other occupations. They built power plants to pump water to the fish and tractors to plow new waterways. They built all kinds of equipment to travel here and there to look for fish hatcheries. Some also said that they wanted to part of the fishing party, but they felt called to furnish fishing equipment. Others felt their job was to relate to the fish in a good way so the fish would know the difference between good and bad fishermen. Others felt that by simply letting the fish know they were nice, land-loving neighbors and how loving and kind they were was enough.

After one stirring meeting on "The Necessity for Fishing" one young fellow left the meeting and went fishing. The next day he reported that he had caught two outstanding fish. He was honored for his excellent catch and scheduled to visit all the big meetings possible to tell how he did it. So he quit his fishing in order to have time to tell about the experience to other fisherman. He was also placed on the Fisherman's General Board as a person having considerable experience.

Now it is true that many of the fisherman sacrificed and put up with all kinds of difficulties. Some lived near the water and bore the smell of dead fish every day. They received the ridicule of some who made fun of their fisherman's clubs and the fact they claimed to be fisherman yet never fished. They wondered about those who felt it was of little use to attend the weekly meetings to talk about fishing. After all, were they not following the Master who said, Follow me, and I will make you fishers of men"?

Imagine how hurt some were when one day a person suggested that those who didn't catch fish were really not fisherman, no matter how much they claimed to be. Yet it did sound correct. Is a person a fisherman if , year after year, he never catches a fish? Is one following if he isn't fishing?

The Importance of Personal Work



EVERY ONE CAN DO PERSONAL WORK

1. A preacher can only use the “shot gun” approach
 A preaching service is designed to reach the entire congregation. The preacher can’t ask individuals questions and take the time to interact one on one with each person in the crowd.
2. You will meet people the pastor will never reach.
 You will work with individuals who may never enter a church building. You will see people every day and have opportunities to talk with them and interact with him or her in a way no other person can. You have a unique opportunity to minister daily.
3. A Pastors preaching is much like a fog horn, warning ships along a rocky coast line weekly. However, individual Christians are like the coast guard vessel that rescues the individual , throwing out a life line to whom would otherwise drown in the waves of the sea.
4. You may be thinking, “But I cant speak eloquently.” Hmm sounds like Moses.

Exodus 4:10

“And Moses said unto the LORD, O my LORD, I am not eloquent, neither heretofore, nor since thou hast spoken unto thy servant: but I am slow of speech, and of a slow tongue. And the LORD said unto him, Who hath made man's mouth? or who maketh the dumb, or deaf, or the seeing, or the blind? have not I the LORD? Now therefore go, and I will be with thy mouth, and teach thee what thou shalt say”.

5. You may think but I will surely make a mistake. Better to tell others about Jesus and make mistakes than not to tell at all.

John 1:45

“Phillip findeth Nathaniel and said unto him, we have found him of whom Moses in the law and the Prophets did write, Jesus of Nazareth the son of Joseph.....

- Notice that Phillip missed the virgin birth, but Jesus didn't rebuke him



IT CAN BE DONE ANY PLACE

1. You can't get up and preach at meetings where crowds gather but you can witness while pursuing hobbies.....having fun.....anywhere any place.



IT CAN BE DONE ANY TIME

1. Day or night
2. Just when a person is vulnerable



IT WILL REACH EVERY CLASS OF PEOPLE

1. Rich or poor.....old or young.....educated or illiterate
2. Jesus talked to the Samaritan woman, ruler of the Jews, Nicodemus, Matthew a despised tax collector, Nathaniel, Andrew, a man kicked out of the synagogue, tax collector, thief, governor etc.



IT HITS THE TARGET EVERY TIME

1. Preaching at its best must be general in nature

2. One on one personal work can zero in exactly to the need



IT MEETS THE EXACT NEED

1. Meets the need of a Muslim.....Buddhist.....sinner
2. A workman in the ditch or a professional behind the desk
3. Some are afraid of the UPPER CLASS and EDUCATED. (Stick to Jesus and you will never be Out- classed or out- educated... EVER



IT WORKS WHEN OTHER METHODS FAIL

1. All through the New Testament we see one person leading another person to Jesus



IT PRODUCES LARGE RESULTS

1. I like to read about the Civil War. I was amazed to learn that more men were killed by sharpshooters than cannon fire.
2. Its a numbers game, this game of life...

D. L. Moody spoke often to thousands of people in large crowds yet he saw 100's of individuals every week. He tells of how one night after preaching to a large crowd he was nestled comfortably in bed and ready to fall asleep when he realized he had not spoken to an individual even though he spoke to thousands earlier. He quickly arose, dressed himself and spoke with the elevator operator, leading him to Christ as they rode the elevator downstairs. When finished he then went back to bed.

3. Mr. Kimbel a simple Sunday school teacher was moved upon by the Holy Spirit to speak with a student in his class named D.L. Moody. Reluctantly he did so and Mr. Moody received Jesus as lord and Savior. Mr. Moody won thousands to Christ.
4. DO YOU WANT REVIVAL IN YOUR CITY?
If you seek to win 25 souls this year Revival will Come, (you cant do what must be done to win 25 souls without a revival springing up within your soul.



IT HELPS THE CHURCH, COMMUNITY, YOURSELF, AND OTHERS

I. Helps the Christian

- Fulfilling your destiny
- Obeying Jesus.....(God will not bless disobedience or Rebellion)
- If your busy for God and staying in his word, Praying, Investing your time in eternal thingsyou wont get side tracked and in as much trouble.

II Helps the Church

- New growth keeps the church from stagnation
- EVANGELIZE or FOSSILIZE
- Lighted torches (spiritually) give life and comfort - John 1:9

III. Helps the community

- Breaks strongholds of sin
- Lowers crime

- Raises quality of life
- Libraries & hospitals are built by churches & Christians.
- How many robbers and murdered gave to the local food pantry last month or helped build a school....or a library.....or helped a needy family
- Think about if everyone was saved in your city. There would be less need for Police. Jails would be empty. With violent crime gone hospital use would decrease. Prices would be lowered.....no insurance fraud. Child abuse would stop, wife abuse would be gone, the pornography business would be illuminated, booze, drugs, sex trafficking etc. would not be in demand.
- Less fear and stress

REASONS WHY YOU SHOULD WIN SOULS

**And he that wins souls is wise.
Proverbs 11:30**



CONSIDER THE WORTH OF A SOUL
1. Mark 8:36



CONSIDER HELL (A real place of eternal torment for lost souls)



CONSIDER PEOPLE ARE LOST, IN NEED OF A SAVIOUR

1. LUKE 19:10
2. Acts 4:12

3. John 14:6
4. I Timothy 2:5



CONSIDER THE SUFFERINGS OF JESUS



CONSIDER SATAN HATES SOUL WINNING



CONSIDER THE GLORIES OF HEAVEN



CONSIDER THE COMMAND OF JESUS TO WIN SOULS

1. Matthew 28:19



**CONSIDER YOUR AMBASSADORS CALL
(Matthew 28:18-20)**

**YOUR COMMISSION TO DO THE WORKS OF
JESUS YOUR EMPOWERMENT TO USE THE
NAME OF JESUS YOUR GREAT HELPER THE
HOLY SPIRIT**

**THE RESULTS SHOULD YOU CHOSE TO OBEY
(Ezekiel 3:17-19)**



CONSIDER THE PROMISED VICTORY

REASONS WE NEED TO SHARE JESUS WITH OTHERS

1. Matthew 4:19 " Come follow me, Jesus said , and I will

(Significance)

2. Luke 19:10 For the Son of Man came to

(Significance)

3. Mark 10:43-45 Not so with you, Instead whosoever wants to become great among you must be your servant and whoever wants to be first must be a slave of all. For even the Son of Man

(Significance)

4. I Peter 3:15 "But in your hearts set apart Christ as Lord. Always be _____ but do this with gentleness and respect.

(Significance)

5. Matthew 28: 19-20

(Significance)

6. Romans 10:13-15 _____

(Significance)

7. Ezekiel 33:6 _____

(Significance)

MORE REASONS FOR WINNING THE LOST

1. Lost souls are your BROTHERS and SISTERS held in captivity by Satan's forces waiting for you to deliver them.

Numbers 32:12 (DOPHKAH) The Holy Spirit led the Children of Israel to Dophkah upon being delivered from Egypt to set their brothers and sister free, We have a responsibility to go and tell others- to share the good news of the Gospel. We can't keep the blessing of knowing Jesus to ourselves!

2. Remember the consequences of being lost

- **Under sin- Rom.3:23; Rom. 3:10-18; Rom. 5:12**
- **Spiritually dead - Rom. 6;23;Ephesians 2:1-2**
- **Children of wrath- Eph 2:3**
- **Separated from Jesus- Eph. 2:12/**
 - Without God
 - Without hope
 - Condemned already- Jn. 3:18; (Judged and condemned already)
 - Against Jesus - Matthew 12:30
 - Children of the devil- John 8:44
 - Enemies of God- Romans 5:10

- No peace- Rom 3:17; Isaiah 57:20 (Rom. 5:1= peace to believer)
- Spiritually blind - 2 Cor. 4:3-4; 1 Cor. 2:14

CONDITIONS OF YOUR SUCCESS



1. PERSONAL SALVATION

1 Tim 1:15

"This is a faithful saying, and worthy of all acceptation, that Christ Jesus came into the world to save sinners; of whom I am chief.



2. A CLEAN LIFE INSIDE & OUTWARD

2 Tim 2:21

If a man cleanses himself from the latter, he will be an instrument for noble purposes, made holy, useful to the Master and prepared to do any good work.



3. A COMPLETELY SURRENDERED LIFE

Acts 17:28

"For to me to live is Christ" " In Him we live and move and have our being."



4. UNDERSTAND THOSE OUTSIDE OF CHRIST ARE LOST

Luke 19:10

"For the Son of Man is come to seek and to save that which was lost."

**5. LOVE****I John 4:19**

"We love him, because he first loved us also-Gal.
2:20; 5:22

**6. TENACITY (Elijah picking Elisha)****1 Kings 19:19****7. KNOWLEDGE OF THE BIBLE****2 Tim 3:16**

All scripture is given by inspiration of God, and is profitable for doctrine, for reproof, for correction, for instruction in righteousness:

Now when they heard this, they were pricked in their heart, and said unto Peter and to the rest of the apostles, Men and brethren, what shall we do? (KJV) Acts 2:37

Being born again, not of corruptible seed, but of incorruptible, by the word of God, which liveth and abideth for ever.

(KJV) 1 Pet 1:23

So then faith cometh by hearing, and hearing by the word of God.

Rom 10:17

**8. PRAYER****9. BAPTISM WITH THE HOLY GHOST**

"But ye shall receive power, after that the Holy Ghost is come upon you."

Acts1:8

**UNDERSTANDING THE ENEMIES
DIVERSIONARY TACTICS AND LIES**

- 1. LAZINESS**
- 2. COMPLACENCY**
- 3. YOU'LL HURT THE CAUSE OF CHRIST**
- 4. YOU'LL GET THEM MAD**
- 5. FOLKS WILL THINK YOU'RE FANATICAL**
- 6. YOU ARE A HYPOCRITE**
- 7. YOU ARE NOT KNOWLEDGEABLE ENOUGH**
- 8. IT'S THE PREACHERS JOB**
- 9. YOU MUST PROVIDE FOR YOUR FAMILY FIRST**
- 10. EXCUSES, EXCUSES, EXCUSES**
- 11. _____**
- 12. _____**
- 13. _____**

**“Resist the devil and he shall flee from you”
James 4:7**

GOD'S PLAN FOR SOUL-WINNING

FOR SOUL WINNING

PSALM 126:6

He that goeth forth and weepeth, bearing precious seed, shall doubtless come again with rejoicing, bringing his sheaves with him.

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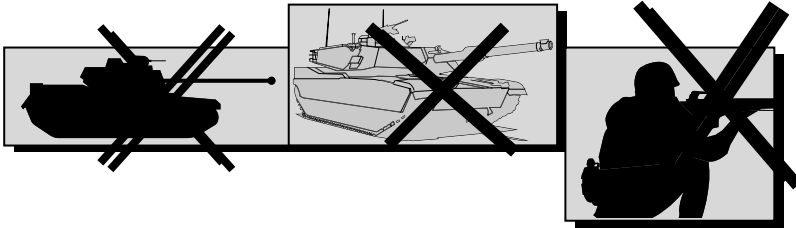
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**BROKEN
HEART**

**CERTAINTY
OF
RESULTS**

JOY OF THE REAPERS

THE WEAPONS OF YOUR WARFARE



2 Cor. 10:4-6

“(For the weapons of our warfare are not carnal, but mighty through God to the pulling down of strong holds;) Casting down imaginations, and every high thing that exalteth itself against the knowledge of God, and bringing into captivity every thought to the obedience of Christ; And having in a readiness to revenge all disobedience, when your obedience is fulfilled.”

**YOUR
TESTIMONY**
REV
12:11

**THE ARMOR
OF GOD**
EPH 6

PRAYER

LUKE 11:9,10
1 Thes 5:17

**THE MIND
OF CHRIST**
1 PETER
4:1,2

**ANGELS
UNAWARE**
HEB 13:2

**POWER OF THE
HOLY SPIRIT**

**THE
PROMISES
OF GOD**

**ANOINTING
OF GOD**

**WORD OF
GOD**
HEB 4:12

**PROMISES
OF GOD**

**THE NAME OF
JESUS**
ACTS 4:12
PHIL 2:10

**THE BLOOD
OF JESUS**
REV 12:11

**No weapon
that is formed against thee
shall prosper;
and every tongue
that shall rise against thee
in judgement
thou shall condemn.
This is the heritage
of the servants
of the Lord...”**

ISAIAH 54:17

UNDERSTANDING YOUR WEAPONS

I. THE WORD OF GOD



1. GODS WORD STANDS FOREVER

I Peter 1:23-25

2. GODS WORD NEVER RETURNS VOID

Isaiah 55:11 - (enables you to reap GREAT return for time invested).

3. GODS WORD IS THE SWORD OF THE SPIRIT

Eph 6:17; Hebrews 4:12-13

4. GODS WORD MELTS THE TOUGHEST HEARTS

Jer. 23:29

5. GODS WORD BUILDS FAITH

Romans 10:17

Build Character -Luke 6:45

Gives Victory in the Spirit Psalm 119:11

6. GODS WORD IS POWERFUL TO SAVE

Rom 1:16

7. GODS WORD GIVES DIRECTION TO LIVE BY

2 Timothy 3:16, 17

8. GODS WORD WILL CORRECT & INSTRUCT IN RIGHT LIVING - Doctrinal foundations

9. GODS WORD IS A DISCERNER OF THE HEART

HEB 4:12

10. Gives GUIDANCE IN PRAYER & WORSHIP

Psalm 32:8; 1 Chron. 29:11-13; John 15:7

UNDERSTANDING YOUR WEAPONS

II THE HOLY SPIRIT



- 1. CONVICTS LOST SINNERS** – John 16:7,8-15
- 2. INSPIRES CHRISTIANS TO WITNESS OF CHRIST**
- 3. EMPOWERS THE CHURCH**
Acts 1:8
- 4. LEADS CHRISTIANS**
Acts 8:30; Acts 8:4-8; Luke 12: 11-12;
Matthew 10:10-18
- 5. DIRECTS CHRISTIANS**
- 6. GUIDES CHRISTIANS**
Acts 8:29. (Phillip guided to the Eunuch)
- 7. ENABLES BELIEVERS TO LIVE VICTORIOUSLY**
- 8. COMFORTS (CALLED THE PARACLETE –**
(Gr. Παράκλητος COMFORTER
- 9. HELPS US IN OUR WEAKNESS**
- 10. LIVES IN US**
- 11. MAKES OUR ADOPTION AS A CHILD OF GOD
REALIZED**
- 12. Teaches and Guides us** (John 14:26)

UNDERSTAND THAT CIRCUMSTANCES OF LIFE ARE GREAT OPPORTUNITIES TO REACH INDIVIDUAL WHO OTHERWISE WOULD NOT LISTEN TO YOU

1. The Holy Spirit convicts through disappointments

- John 4: 1-42 (Woman at the Well)

This woman had given up on marriage, been with a number of men, and was living with a man when Jesus approached her. She needed a new start and was ready to listen to Jesus.

Notice Jesus didn't skirt the issue. He went right to the source of this woman's problem in love which enabled her to receive all he had for her. Also notice Jesus never rebuked her for not telling all when he asked her to go get her husband. He said she answered well. Amazingly the bottom line in this encounter was this woman was responsible for an entire town being saved

2. The Holy Spirit works through sickness

- Mark 5:25-34 (This woman has spent all her money on doctors and was still in a sorry condition). She was ready to receive.

3. The Holy Spirit works through death of a friend, or family member

- 2 Cor. 1:3,4
- Jairus' daughter – Mark 5:22
- Rich man & Lazarus

4. The Holy Spirit works through the birth of a child.

- A great time to talk to a mother & father about their influence on their child. Doing right. Loving God. Do you know about God yourself so you can teach your child

UNDERSTANDING YOUR WEAPONS: III PRAYER

HOW SHOULD I PRAY FOR THE LOST?

- 1. Pray that their hearts will be open to the word of God.** (Mark 4:20; Luke 8:15)
- 2. Pray the Holy Spirit will convict them of Sin.** (Jn. 16:7-9)
- 3. Pray the Holy Spirit will draw them to God.** (Jn:6:44)
- 4. Pray God will send workers to the Harvest field.** (Luke 10:2)
- 5. Thank the Lord that he has heard your prayer** (John 11:41)
- 6. Pray God give you great favor with the one you pray for.**

**YOUR PERSONAL TESTIMONY
A MOST POWERFUL WEAPON**

Acts 26

1. Paul gives us the outline for giving our personal testimony in his address to king Agrippa

- ✓ My life before I knew Jesus Christ.
- ✓ The events that lead up to my meeting Jesus Christ.
- ✓ How I came to accept Jesus Christ as my Lord and Savior.
- ✓ My life after meeting Jesus. (How it has been changed).
- ✓ Asking the Question: Would you like to Know Jesus too? Or would like your life to be changed right now?

2 . We should be able to give our personal testimony in 1 minute if need by using the simple outline that Paul used in testifying before Agrippa.

3. Write your testimony in its simplest form below using the outline above.

MY PERSONAL TESTIMONY
WORK SHEET

(write out your testimony)

1. MY LIFE BEFORE I KNEW JESUS CHRIST

2. EVENTS LEADING UP TO MY MEETING CHRIST

3. HOW I MEET JESUS

4. MY LIFE SINCE I HAVE MEET JESUS CHRIST

5. THE CLOSING QUESTION

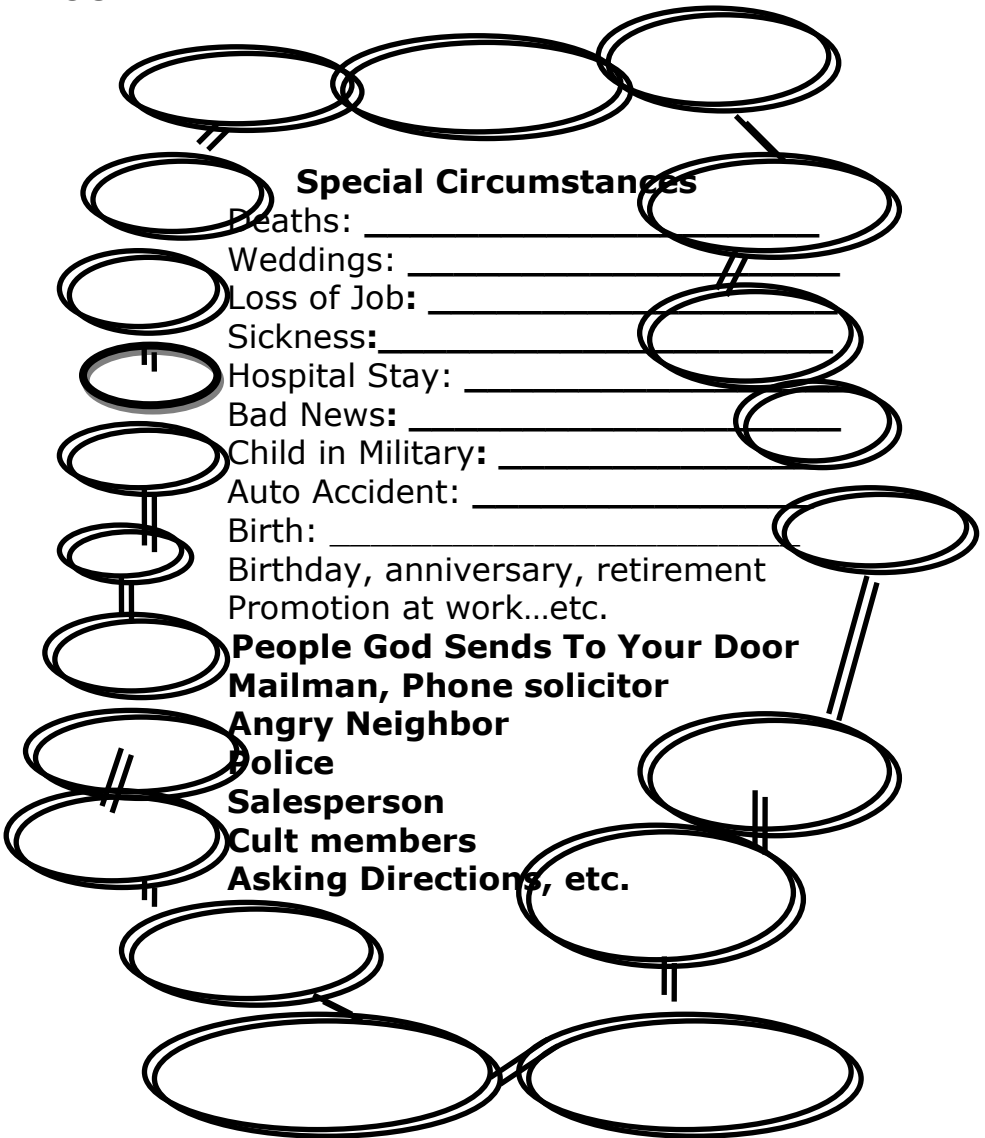
- ✓ MAY I SHOW YOU HOW THIS CAN HAPPEN TO YOU ALSO?

- ✓ WOULD YOU LIKE TO KNOW JESUS CHRIST AS YOUR SAVIOR

- ✓ HAS THIS KIND OF EXPERIENCE EVER HAPPENED TO YOU?

- ✓

YOUR CENTER OF INFLUENCE IS GREATER THAN YOU THINK



WHO ARE THE LOST ANYWAY

1. EVERYBODY! GUILTY UNTIL PROVEN SAVED!

D. L. Moody said "I see every person I meet as though they had a huge "L" in the middle of their forehead. I consider them lost until I know they are saved."

You can NEVER share Jesus with the wrong person. Opportunities are everywhere!

2. CONTACTS YOU MEET OUT & ABOUT DAILY

Teachers

Grocery store clerks- school- hospital- garage

Changes with circumstances (For example accident = Conversation with insurance agent, body shop, car rental, police department, towing company, storage lot personal etc.

3. PEOPLE GOD SENDS TO YOUR DOOR SALES PEOPLE, mailman, angry neighbor, electric company meter readers

5. PEOPLE BEHIND LOCKED DOORS

Apartments, houses, business, hurting, isolated lonely, etc.

6. PEOPLE HIDING BEHIND LABELS AT CHURCH

7. PEOPLE BEHIND FALSE MASKS OF EVERY KIND

8. PEOPLE BEHIND BARRIERS of every kind

Social, racial, ethnic, financial status

ENGAGING THE ENEMY'S STRONGHOLD

I. PREPARATION

- Prayer
- Filled with the Holy Spirit
- Armed with the Word of God (Know your scriptures) When we get to handling objections we will use a plentitude of scriptures
- Most people feel uncomfortable talking to others because they know little about the word of GOD.

YOU WILL SOON LEARN HOW TO MARK YOUR BIBLE SO YOU CAN LEAD A PERSON THROUGH ANY MAJOR DOCTRINE, LEAD A SOUL TO SALVATION, AND OVERCOME ANY OBJECTION SOMEONE MAY GIVE YOU.

- Be clean inside and out

II. UNDERSTANDING THE STAGES PEOPLE ARE IN

1. The Soil Preparation Stage : Jer. 4:3 2 Chron. 7:14-15

- Most conversions do not just happen.
- Someone has been praying....witnessing....planting seeds
(A crop of corn doesn't just happen....someone prepared the soil & planted a seed.

The law of sowing and reaping applies to soul winning. Many times God will use you to sow a thought...but another will reap the final stage of the harvest.

2. The Sowing Stage

Question: Why does a farmer sow seed?

Answer: The farmer expects a harvest

We must SOW seed into the ground or else we will have no delicious fruit, (Gal. 6:9) (Psalms 126:6).

We must focus on the harvest during the harvest season!!! Some of my best friend are farmers. When the harvest season begins they are focused on bringing in the harvest. They do not paint the house or fix the car. That is done in another season. They stay focused on one thing- Bringing in the harvest until every last bit of the crop is in safely. We must continually be a witness for our Lord and Savior Jesus while it is yet day time (harvest time).

Another interesting thing about the harvest... The farmer never focus' on the **bugs...the toil.....the rotten fruit even though that is all part of the harvest. The farmer stays focused on the good harvest only!**)

3. The Cultivation Stage

John 4:36-38

Unlike the sower of seed who plants seed in the physical ground and has to wait, you may have immediate results with a spiritual harvest. Gal 6:7; Rom. 10:17

4. The Harvest Stage

GUESS WHAT: The harvest stage is usually directly in proportion to the sowing Stage Hmmm.

Paul's encouragement to young Timothy
2 Timothy 4:2

Notes

III. ENGAGING THE ENEMY'S STRONGHOLD

(Hand to hand combat)

1. Find the right person to deal with:

The Word of God plainly states God himself directs the paths of the righteous. God will lead lost sinners to you often. It is your responsibility to be sensitive to his leading

- Look for members of the same sex (wisdom)
- Look for a time & place where you won't be disturbed
- Always be courteous
- Watch for "over-familiarity"
- Do not pray with your hand on a stranger
- Be careful about visiting alone (abstain from the appearance of evil)

2.A Get Acquainted (Evaluate where they stand in relation to God)

You wouldn't expect a doctor to start surgery on a patient before he examined the patient and knew exactly the problem.

Often times we are so anxious to see someone saved we just empty all our knowledge on them and NEVER take the time to find out where they are spiritually.

Shortly after I was saved I led a team from our church to the local Jail facilities where we ministered for five years. One day I spoke with a prisoner at the request of a guard. I read scripture, talked and prayed over the space of ten minutes. All through our time together, the man smiled shook his head in approval and let me pray with him. I felt really good about the visit. As I was leaving the chapel room the guard who asked me to speak to the man said to me, "Steve, I didn't know you spoke Spanish." Wham, I was never so embarrassed. In my zeal to share the Gospel with this man, I had never asked the man his name or given him a chance to speak. I did all the talking while he nodded his head and acted as if he really understood me. However he didn't. He did not speak English. I learned a great lesson that day. I have since learned to ask questions and LISTEN CAREFULLY.

Ask questions such as "Are you Saved" If the response is YES, say, "Tell me about it, How did it happen?" You will quickly learn if they are indeed saved.

Ask "If you were to die today do you know where you would go" So many times I have received the answer, "No one can ever know for sure". This is a golden opportunity to share the Word of God and lead a person to Christ

"Have you ever thought much about spiritual things?" After they answer, ask them "How do you feel about that." "Have you ever experienced that?" When you ask someone how they FEEL about a certain issue they will respond without fear because everyone has been programmed, "Your feelings are OK to share." When you ask, "What do you think about that", folks are less likely to be open and honest.

2.B Watch their face and body language **(EXPLAIN)**

1. Folded arms
2. Tapping fingers
3. Rubbing nose
4. Rocking leg
5. Steeple fingers...or clasped hands
6. Hands over mouth
7. Nail biting
8. Clicking pen
9. Looking out the window
10. leaning forward
11. lighting cigarette

2.C Observe the tone of the person you are talking
With.

2.D Look to the Holy Spirit. He will reveal what
you can't see naturally, and give you the
scriptures you need.

2E. Evaluate What Level They Are

1. Ignorance Level

The ignorance level in America is rapidly rising. Trying to talk about salvation to someone ignorant of the Bible and spiritual things is like talking about the Theory of relativity to a first - grader.

YOU MUST TALK ABOUT THE EXISTENCE OF GOD

Other things to watch for that will determine the best approach and give you insight to how the person you are speaking with thinks.

Observe carefully:

1. Body language,
2. How they are dressed
3. Their vocabulary
4. Listen carefully how they answer: how do they reason....listening & watching will uncover their thought process, giving you insight as to how best reason with them, as well as what illustrations to use when making your point.
 - Jesus used fishing illustrations to make his point when talking to fisherman and seed and harvest illustrations when talking to farmers.
 - Also Jesus asked questions that seemed obvious for a reason. For example, He asked the blind man what it was that he wanted Jesus to do for him. Jesus wanted the man to understand he had a need he could not meet. The blind man could have answered Jesus, "I stubbed my toe and need you to take the pain away". Jesus wanted this man to understand fully his problem, and then seek Jesus for the solution to his problem.

ONE NEEDS TO START RIGHT WHERE THE PERSON THEY ARE SPEAKING WITH IS AND TELL THEM ABOUT HOW GOD CREATED MAN.....MAN SINNED.....GODS PLAN for SINFUL MAN HOW TO BE REDEEMED....THE BIBLE IS GODS MEANS TO TALK TO MAN ABOUT REDEMPTION OR WHATEVER MUST BE SAID TO TAKE THE INDIVIDUAL FROM THE MINDSET WHERE THEY ARE TO JESUS.

2. Indifference Level

- They "JUST DON'T CARE"

Or they care but are entangled with the cares of this world Matt 13:22 (the seed that fell among thorns and was choked).

- These folks never produced anything. The cares of this world will choke them out.
- Much prayer is needed for this level.
- Confront their indifference with God's word and ask the Holy Spirit to convict their hearts.

2. Hostility Level

- These people are angry & Angry people are HURTING PEOPLE.
- If one throws a rock into a pen of dogs, the one hit will yelp.
- The person who yelps has been hit.....they hurt....they build up defenses.
- Many times they are mad at God and they are disappointed in people.

Always look for common ground.....build trust.....plant seeds.....THEY NEED TO BE LOVED.....THEY WANT SOMEONE TO LISTEN & CARE

Be patience...do not be run off by "smoke screens" or "Gorilla Dust"

4. Interested Level

NEEDS A LOT OF THE WORD OF GOD FOR CONVICTION

Present the simple plan of salvation, trusting the Holy Spirit to bring conviction.

Ask this individual to commit to Christ.

5 Conviction Level

- RESTLESS AND MISERABLE...sometimes defiant.
- Love breaks their hardness...BUT LOVE WITH FIRMNESS.
- Do not condemn them no matter what life style they are living (Be a friend to them....hate the sin but love the sinner).
- There may come a time when you must be firm and you will surely offend them, but you can do it in love.
- Ask them to commit to Jesus now.

6. Conversion Level

- Simply need to be asked.
- Some of the most unlikely characters fall into this category.
- Some one else has planted and cultivated....you will reap bountifully.
- Instruct them how to follow Christ.

- Give them printed material follow up and commit to follow up with them.

7. Growing Level - Heb 10:24

- Invite them to fellowship & encourage them to testify daily for Jesus.
- Pray together with them for lost family members.

8. Spiritually Declining Level (Backsliding)

- Listen & point them to Jesus as the opportunity arises.
- The Apostle Paul listened and redirected Philemon back to his master.
- Be a sounding board.
Your life and stand for Jesus will help them and convict them.

9. Break Down Barriers (Build Rapport)

- Always look for the good in someone.
- When you honestly and sincerely commend someone they immediately respond in a favorable way.
- The F.I.R.M. method is helpful (Family, Interests, Religion, Message).

10. Present the Plan of Salvation

Roman Road (how to mark your Bible).

Romans 3:23; Romans 6:23; Romans 10:9,10;

Rev. 3:20; or John 3:16

When you have time and the opportunity is ripe you can share over coffee or breakfast much more detail such as:

- 1 Show them Jesus as the one who bore their sins.
(Isa.53:3;Gal:3:13; 2 Cor. 5:21)
2. Show them Jesus as a Risen Savior, Able to Save to the uttermost. Heb. 7:25; Jude 24
3. Show them Jesus as Lord. Acts 2:36
4. Show them how they can make Jesus their own.
John 1:2; John 3:16; Acts 10:43
5. Show them they must confess Jesus with their mouth. Romans 10:9,10
6. Lead them to assurance of salvation. John 3:36

Ask The Person To Receive Jesus Christ as Their Lord & Savior

Remember the objective is not to have a person join the church, stop sinning, or change their ways. All these are by products of our main objective. That is it see the one were dealing with surrender their life to Jesus Christ, who died for them.

Today is the day of salvation

If they refuse then leave something to make them Think.

- Light Bulb
"Joe, I am going to pray that every time you turn on a light switch the Holy Spirit will convict you that you need the Light of Jesus to lead you to salvation."

- Washing their hands
Joe, every time you wash your hands I pray the Holy Spirit speak to your heart letting you know that without Jesus you are dirty and need to be washed.”
- Auto starting
“Joe every time you start your automobile I pray God will show you need to start following Jesus.”
- Phone Ringing
“Joe, every time you hear a phone ring remember Jesus is call you to come to Him. He wants you to answer Him.”

The idea is to give the person something to think about long after you are gone from their presence. You are planting a seed that will one day bear fruit.

Lead in Prayer

When finished ask them to pray in their own words Often times this is where God really moves with in their heart and you will often experience tears and of repentance followed by words of commitment to follow Jesus fully.

Use Gods Word to Give New Believer Assurance

Acts 10:43; 13:39 and John 3:36;5;24 will work well here.

11. Instruct (Type out and put in your Bible)

1. STUDY THE BIBLE (Psalm 119:11) (I Peter 2:2)
(memorize scripture)

2. PRAY OFTEN (EVERY DAY) (Phil. 4:6).
3. WIN OTHERS FOR CHRIST (Mark 16:15) (Ezek. 3:18)
4. FORSAKE EVIL COMPANIONS (2 Cor. 6:14-17)
5. JOIN A BIBLE BELIEVING CHURCH (Heb. 10:25)
6. GIVE TO THE SUPPORT OF GODS WORK (I Cor. 16:2)
(I Cor. 9:7)
7. DO NOT BECOME DISCOURAGED (II Tim. 3:12;
Rom 8:18; James 1:12; I Cor. 10:13)

10. ALWAYS FOLLOW UP

NOTES

**BOOT CAMP FOR SOULS II
MARKING YOUR BIBLE FOR EASY, QUICK
REFERENCE GUIDE &
HOW TO HANDLE OBJECTIONS**