

## SUGGESTIONS ON SOUL WINNING

Now let's look at some things that will make us a successful teacher. I have not tried to list these in order of importance. When we get through talking about the qualifications of a good teacher, we will then talk about where to look for prospects.

(1)-The successful teacher must want to be a soul winner.

We want to be soul winner because Jesus commanded it.

We want to be a soul winner because we don't want people to be lost.

We want to be a soul winner because the first disciples were. They were so excited about their salvation, that even severe persecution could not silence them. Because the scriptures say that they went everywhere teaching the word.

We want to be a soul winner because of their value to Jesus. Jesus said that one soul was worth more than the whole world.

We want to be a soul winner because of all the joy that is will bring to us and also that it brings to those who converted and it also brings joy in heaven.

(2)-Something else that makes for a successful home Bible study teacher is a good personality. Question-What is personality? Personality defines, what we are, how we walk, how we talk, how we dress and how we act.

A friendly personality is extremely important and it will definitely effect how successful we will be in setting up Bible studies and also in teaching Bible studies. When we are walking hand in hand with Jesus everyday, His presence will radiate a divine personality in us.

What we say and how we say it is very important and the tone of our voice speaks volumes. The apostle Paul says it a lot better than I can. In Col. 4:5-6, he says, "Walk in wisdom toward them that are without, redeeming the time. Let your speech be always with grace seasoned with salt that you may know how to answer every man.

The voice is so important that some well known executives hires their secretaries by listening to their voices as they are being interviewed in another room.

The way the teacher dresses for a home Bible study is also very important. (explain to the class).

We must never have a holier than thou attitude or that we are better than someone else. After all the only difference between us and the ones we are teaching is we are a saved sinner and they are a lost sinner.

The teacher must be very careful in the way he conducts himself. He should never use his superior knowledge to purposely put his student in an uncomfortable position, because if we do, we have lost the interest of our student.

Always make a special effort to make a true friend from every Bible study.

(3)-To be a successful home Bible study teacher we must have good qualifications.

(a)-One qualification is a strong faith in God and in His words and not in ours. Our responsibility is to teach God's word in love and God will give the increase (1 Cor. 3:6). Rom. 10:17 tells us that a strong faith comes from the word of God, so we must study, study and study some more. We can never study too much or have too much faith.

(b)-Another qualification is love. We must have a deep love for the souls of everyone. This is also something that we cannot fake.

(c)-Another one is patience. We will become discouraged at times but never give up. Jesus has promised us "Lo, I am with you even to the end of the world". If it takes years and years for us to convert some people, it will be worth all of our time and effort.

(d)-Preparation is another qualification. In 2 Tim. 2:15, **it** says - "for us to study to show ourselves approved unto God". In Josh. 1:8 God told Joshua to meditate upon the word day and night and he would have success. We cannot have all the answers to every question that will be asked in our Bible studies, but we can learn how to find them.

(e)-We must feel a personal responsibility and the urgency to reach out to the lost souls. We must realize fully the love that we have received from God and the eternal suffering that we have been delivered from before we can be a successful soul winner.

(f)- Another qualification is, the teacher must live a life of prayer. We must make out a list of names that we intend to go to work on that we feel that some day we can set up a home Bible study with them and begin to bring these names every day to God in prayer and then we had better get ready to have a Bible study because God will work it out. We must continue to ask God to bless us with more Bible studies. Again, Paul says it very well in Col. 4:2-3 where he says, "continue in prayer and watch in the same with thanksgiving that God will open a door of utterance to speak the mystery of Christ".

(g)-We must possess a personal assurance of salvation that we have already talked about .

(h)-We must speak with conviction.

(i)- We must be enthusiastic - enthusiasm means God in us. Enthusiasm comes from faith and confidence in God. Enthusiasm will break down opposition **and** it will arouse interest. It will hold other people's attention. If we are not excited about the opportunity to study with others, we will have a difficult time in getting others excited enough to say yes. The teacher that possesses these qualifications will be like a tree that is planted by the rivers of water bringing forth fruit in his season, (Ps. 1:1-3).

Question-What must be our number one purpose in becoming a soul winner?

Answer-James 5:20 says, "To save a soul from death".

In 1 Cor. 10:31, Paul says, "Whatsoever we do, do all to the glory of God". So our purpose must not be so we can have a larger congregation or that our contribution plate might have more money in it, or so that others may praise us. These are all selfish aims and will not make us a successful soul winner. Our purpose in soul winning must be the same as God's. In 2 Pet. 3:9, Peter says, "God is not willing that any should perish, but that all should come to repentance".

Something else that is very important that we never want to forget and that is, to convert the sinners to Christ and not to the teacher or to the preacher. We must tell everyone before they are baptized, be sure **that** you are doing this because Jesus has died for you and it is His blood that cleanses you and He will never let you down. So put all your faith in Him and not in the teacher or the preacher. If we fail to do this, many times when the teacher or the preacher moves, the ones they have taught and baptized will quit coming because their faith was in the teacher.

Something else that we can be guilty of in soul saving **is** if we don't make a special effort not to, and that is we can convert them to set of cold rules and regulations and not to a warm sweet person called Jesus.

The reason that we have a tendency to do this is because of all the false doctrines that are in the world today. We want to teach them what the Bible says so they can recognize what false doctrine is. We can easily convert people to a doctrine and not to Jesus Christ.

When we do this, we have left the grace of God completely out of our teaching, and when we do, that will produce legalism in the heart, and they will spend the rest of their lives trying to do enough good to earn their salvation and never knowing whether they have or not. That is a miserable way to live.

Some teachers can teach faith, repentance, confession and baptism and never mention Jesus and his love for them. **We read in Rom. 2:4**, "Know this that the goodness of God leads people to repentance and the goodness of God is the gift of Jesus Christ and he died on the cross and delivers us from the law of sin and death". We must teach this to every soul that we study with.

We have far too many members today who are serving the church instead of serving Christ. If we are having a problem believing this, all we have to do is listen to what some of us members say about others when they have become unfaithful to Christ. We are also heard to say, "let's go to church". We should say, "let's go to worship God". When we do this, we are instilling in the hearts of new converts that the church is the important thing and the next thing that follows **is that** they are talking more about church than they are about God. When we do this the church becomes an organization which is run by its own rules and regulations. So we need to be careful what we say and be sure it is exalting God instead of the church.

Another purpose of the soul winner is to build Christian character in those whom we teach. This requires the teacher to

become a very close friend to those who obey the gospel. If we fail to do this, we will probably loose them back to the world. This is where the old saying, "use them or loose them" very well. This is another work for the leaders in the church and that is to be sure that the new converts have the opportunity to be used in the services.

They (**the new converts**) must be encouraged to get involved, but we must be very patient with them and we must also be very diligent in this effort.

A great work that we can do **is**, if for some reason we choose not to get involved in conducting home Bible studies, why not take it upon ourselves to help do follow up work by spending some time in their home and having them in our home. Or, take them out for a meal together. This will take time and money, but we could not find a better way to spend our time and money than in service to the Lord. We must make new Christians feel a part of God's family. If we who are here, will convert one soul to Christ this year and work with them until they are well rooted and grounded in the faith, that would be far better than converting 3 or 4 and then loosing them back to the world because of a lack of fellowship.

It is sad to say, but there are many in the church who will never say a word of encouragement to the new convert.

Another way to be more successful, **is**, **for** a home Bible study teacher, for two people to work together. This is taught by Jesus in Luke 10:1, **where** we read Jesus chose the seventy to go teach. **and** he sent them two and two. Two Christians visiting and teaching together has many advantages. I believe that **a** husband and wife **team** is an excellent way to do this. Two men also make for a good team when teaching another man or a whole family. Two women make a good team when the are studying with another woman, or with more than one woman.

Never, should one man go into the home of someone else and teach a woman, even is she is single. He will be seen by someone and that will start rumors in a hurry. And if she has a husband who is not there, he could be in real trouble when the husband comes in and she tells him about the Bible study she has had with some man. It will cause problems in the home and the teacher could come up with teeth gone.

Something else that I would like to add here is for the two people who are going to work together. Before you ever go inside the house to begin your study, decide who is going to lead the discussion and the other one must never disagree with something that the leader has said until you are in the car going home. Because if the two disagree, it will destroy all the confidence that the student has in them and it could destroy the relationship between the two teachers.

Another advantage in going by two's is sometimes we have a Bible study going on, the leader in the study may be sick or on vacation. So instead of postponing the study, the helper can continue on with the lesson. Because we sure don't was the one who we are studying with to loose interest.

**Herb, consider adding this to the above paragraph. “If the above situation ever develops, try to get someone to go with the remaining teacher so that there is always two. Also it should be similar to what you said earlier about two men, or two women or a man and woman team.**

Now lets talk about prospects and where to find them.

The successful soul winner must have his mind trained by God, to recognize every opportunity that he or she has to share God’s love. The person who has not let God train their minds do not see these opportunities because they manifest no desire toward soul saving, so they are not even looking for prospects. Jesus says in John 4:35 “there are prospects everywhere”. Jesus challenges everyone of us when He said “Go into all the world and sow the seed of the gospel in every nation”. So if we will just sow the seed, God said that He will give the increase”. We do not have to be concerned about running out of prospects. Jesus says, “Yes, there are plenty of prospects” but the problem is that He does not have enough workers. So we are to pray about it.

Question-How many of us have ever done what Jesus told us to? In Matt. 9:38 it says, “Pray ye therefore that the Lord of harvest will send forth laborers into His harvest”.

I would like to say here before I forget it about how important it is for the **for both** the husband and wife to be soul saving minded because when the husband invites another family into the home to have a Bible study the wife will want to have the home in order and that means a lot of extra work for her. It doesn’t make any difference how many times that you tell her that the house looks just fine like it is, she won’t believe a word of it. And then it is always nice to have some refreshments afterwards and visit for awhile. So it really causes the wife a lot of extra work.

Mary could teach this class just as easily as I can because she has been by my side all the way. We have always worked as a team and always know that Jesus was walking hand in hand with us supplying our needs.

We set up Bible studies together. We work on lessons together. This is really an advantage. While Mary is making friends with the wife, I am visiting with the husband and always try to spend enough time with them to gain their respect before we ever try to set up a Bible study. This must be our soul purpose in life.

Now lets go back to where do we look for prospects. These are not given in order of importance. I have written them down as if looked back to where we found our prospects.

(1)-Visitors-those who attend our services are usually the best prospects, because they would not be present if they were not interested saving their soul. We must be willing to inconvenient ourselves in order to meet our visitors and make them feel welcome. This will have a great effect upon them and will make it much easier for us, or someone else, to set up a home Bible study with them. If we are in the habit of leaving the service as soon as they are over, we are missing a great opportunity in getting our visitors to come back. We need people in our foyers at every service especially looking for visitors so they can greet them and get them to sign the guest register. The first impression that our visitors have of our congregation is so very important. It is a terrible thing to have our visitors leave and be heard to say “that is most unfriendly church that I have ever

attended. We must wake up to the fact that Jesus is present at every service and He is seeing everything that is going on in each one of our hearts.

Question-Which is the most important in our lives, saving souls or seeing how fast we can get home to eat and watch our favorite TV program? We do not have to answer to one another, we will have to answer to God.

(2)-Spouses of the members of the church who are not members, are good prospects. Some times, those outside of the family can reach these souls when members cannot. Be sure and consult with the Christian spouse before we make any effort to study with their mate and get their input and see what they think about it. This will take a lot of time in home get togetheres without letting him have any idea of what is going on. Usually the Christian spouse is very excited about any effort to reach their mate and will help in any way that they can. Just remember to be very patient in this kind of situation. If it takes a year to lay the ground work, our time will be will spent and God will say well done because He too is very interested in this soul. Any questions or comments?

(3)- Unfaithful members of the church abound every where. The best way that I know of to get a list of unfaithful members is put a sheet of paper on the bulletin board and have the members to write the names of everyone that they know who have completely quit coming. You will be surprised how many names will be on that list. Unfaithful members are not easy to get back, but they still good prospects. I do not know when the right time is to approach them but there is one thing that I know for sure, there is a right time because there are many or them who have come back when someone has spoken a right word at the right time.

The best approach that I know of is to go visit with them and when you get ready to leave, let them know that you love them and miss them, the congregation misses them, above all tell them that God still loves them and He is waiting with His arms opened wide for his or hers' return. Be patient.

(4)-Our friends that are outside of the church **are an** excellent source of prospects.

If the church does not have the finances to but the filmstrips, and filmstrip projectors and a small screen, then I would like to say to you, please buy your own set. I will guarantee you, it will be the best investment that you ever made, if you will use them. It is so handy to have one in your home so you can use it at every opportunity. If you don't own your own, there will be a lot of times that you will say "if I had the film strips from the church house, I would ask so and so to come over and show them a film, but by the time I go get them it will too late. Also there is the chance of someone else having them, so I will just forget it". Now this is bad because, after we go through this a time or two, our enthusiasm might leave us lukewarm toward this great work.

You will never regret getting your own filmstrips, projector and screen and dedicating yourself to using them. This will mean far more to you than your TV because showing these filmstrips along with an open Bible will covert more souls than you ever thought possible if you will train yourself to use them.

If you will start out showing these to your family first, not only will it be a great way to teach your family, but is will also start building your confidence in showing them.

**Another way to learn and build your confidence would be to get a brother and sister in Christ to come and take part in your learning to use this program. They could offer suggestions for making a your presentation more appealing, and, you just might get another soul winner.**

I would encourage you to show them over and over to yourself until you become very comfortable doing it.

There are five film strips and five manuals in a set. I am going to share with you **how** I use these manuals. I carry with me in a small case that I use to put the film strips and projector in, a **small electric light** with a flexible cable on it and it also has a glare protector on it so it won't shine in anyone's face and I just band it right down on my manual so I can read it real easy.

I write some things at certain pictures that I would like to stress. I have known people who would try to show these films, trusting their memory to say the right things at the right time about each picture. I think sometimes we can be guilty of trying to impress our viewers on our knowledge of the Bible more that we are trying to show them the love of God. Needless to say, this is a tragic mistake. It does not bother me in the least to tell the viewers that I will be reading from the manual because I believe that the man who wrote this has done a super job in putting these lessons together and I have no doubt in my mind that God helped this person to do this. It will sure help us if we train ourselves to be a good reader. That is one of the reasons that we need until to read these manuals until we become very comfortable in reading them so **that** we can be a better reader.

I encourage the students to ask questions anytime that want to. Sometimes I will ask them if they agree with what has been said. Make these studies just as informal as we can and more learning will take place. Never act like we are better than our viewers are. Always remember that we are dealing with the most precious thing in the world and that is souls and conduct ourselves accordingly. All we have to do is treat others like we would like for them to treat us if we were in their place and we will do all right.

Jule Miller has the manuals recorded on tapes for those who do not want to read them or maybe those who do not feel comfortable reading them. So it is your choice whether to read them or to play them on a tape recorder **and they use to have them on records**. Whichever way that you choose to use them, please use them.

I would also like to say this and it will save you a lot of money on bulbs. Never shake the table when the projector is on because many times it will ruin the bulb. Usually we learn this by experience , but it will not us long to learn. If we will also be careful and leave the fan on so the bulb will cool before we turn it off, it will last and last.

Something else I would like to say, you never have to worry about reading something that is not true. **You will find** the things that are **to be read** are listed right below the picture in the manual.

Don't every loose your excitement about teaching and showing the Bible stories over and over again.

Question-How are we going to accomplish this?

God will help us to accomplish this. We have probably showed this series of films to over 100 families and I don't have any idea of how many times to different classes and in different congregations and I have never lost my excitement about showing them. It helps build up my faith every time I go through them. It is the most rewarding work that we can ever get involved in. If you will just get involved in showing these filmstrips to others, you will never be the same. The Lord will give you strength and wisdom and knowledge and feelings for the lost that will totally amaze you.

Any questions?

I guess it is time to get back to our lesson. We were talking about our friends being good prospects. We can also get our friends to give us a list of their friends who they think might be interested in seeing the filmstrips and go with us to meet them and also invite them to attend with us, if we have a study. It takes time to get acquainted with people. (Don't let our time) get in the way with God's time. Because we are not our own, we have been bought with a price and that price was Jesus blood, so we must spend our time in bringing glory to God, not because we have to, but because we want to. So again I say, we must be patient when it comes to setting up Bible studies.

We must be lay the ground work with several people all the time because it will take longer with some people than it will with others. But if we will work with enough people, we will soon begin having one to two Bible studies per week and it won't be long until we will be baptizing at least one a month. The most Bible studies we ever had were 29 in one month. Some of you may be saying, "You probably wasn't having to work for a living".

We were contract oil well pumpers working 7 days a week and working long hours. Mary would ride with me a lot and we would work on lessons all day between checking wells. When you have the Lord riding with you, lots can be accomplished because He does dwell in every Christian, John 14:23. We must be aware of that every awaking hour. The same verse says, "God also takes up His abode within us". In 1 Cor. 3:16 we read that the Holy Spirit also dwells in us.

All we have to do is commit ourselves to Jesus, then we can say like Paul says, "it is no longer I that lives but is Jesus who lives within me". Isaiah says it very well in Isaiah 40:31, "But they that wait upon the Lord shall renew their strength and they shall mount up with wings as eagles, they shall run and not be weary, and they shall walk and not faint".

Another one of my favorite verses is found in 1 Cor.15:18 where Paul says, "Therefore, my beloved brethren be ye steadfast, unmovable, always abounding in the work of the Lord, forasmuch as you know, that your labor is not in vain in the Lord?"

Any questions or comments

(6)-Another good prospect is our neighbors.

Sometimes we can be guilty of not knowing our neighbors well enough. If we want to be a soul winner, our neighbors should be one of our first contacts. It is by far the easiest contact that we have. We can invite them over for an evening meal and show a filmstrip after we have eaten. This is the best way I know of to set up a Bible study. The next best way is to take them out for a meal.

I need to mention something here. It will take more time with some people than it does with others for the time to be right to ask about a Bible study. Sometimes we may need to get together 4 or 5 times over a period of time before we feel comfortable about asking them to see the film strips. God will nudge us at the right time.

Mary and I, for years **have** a fish fry to get people over to our house for a Bible study. I have no idea how many Bible studies we have set up this way. Most people love good fried fish. Most people who say they don't like fish will eat several pieces of my fins and if there is any left, they are glad to take it home with them. I guess you can see what I am saying, and that is, I think I am a good fish fryer because after the first fish fry, there is no problem in getting them back for the second film strip.



It sure does make it much easier to set up a study when we say to someone, “If you all can come over on a certain night I will fry all the fish you can eat, and if you don’t say, “that it is the best fish that you ever ate, I will be very much disappointed. I have no doubts that God has played a great part in the last 25 years helping us to live very close to lakes when we had made no special effort to do so. We spend very little time fishing. In two or three hours we could catch enough fish to have several Bible studies. You see, God not only knows where the prospects are, He also knows where the fish are. Let’s give God the glory in everything we do.

Question-

(7)-New residents are good prospects.

The first religious group that visits new residents will make the greatest impression. I have had people say to me that a certain church came to visit them first after they had moved in and that is where we are going. The church needs someone to check with the water department or the electrical department each week or each month and get a list of names who have had their water turned on or their **electricity** turned on. Sometimes the Chamber of Commerce will mail out a list of these names, if the church will request it, and sometime we might get the names we want, by going to the city hall and tell them that we represent the church and would like to welcome all the newcomers to our city and if they would help us our with a list of names.

(8)-Courting couples are good prospects.

There are a lot of courting couples, that when they start talking about marriage, going to church services enters their minds. They associate church as something that will help them get along better and to help keep the joy in their life. It takes Jesus in our lives to keep us happy.

It seems to me that after marriage they become so involved in their jobs and trying to accumulate things that they become a lot harder to reach.

(9)-Young people are good prospects.

We who are older can have a lot of influence upon the life of young people They are looking for older people who will show them that they are somebody and we do that by treating them with respect. If we will speak to them with a friendly smile on our face and converse with them a moment or two, they will usually see in us someone they can trust and enjoy to be around. And they are looking for someone just like that. When you present yourself to them as their friend, you will have a friend for life.

Any questions or comments.

(10)-Those who ask questions related to the Bible are good prospects.

When someone ask us a question about the church, or the Bible or any religious question we need to pickup on that immediately and invite them to come over to our house so we can study more about what they want to know. Sometimes, when people say something like this to us, it can be a very urgent situation. I have learned this by experience. But before I learned better, I have had that same person come up me a week later and have a big smile on their face and say I was saved on a certain night and name some denominational name. And you can imagine just how I felt. Now you know what I meant when I said , “sometimes when sometimes when people ask us a question, it could be urgent”. That bothered my conscience for a long time because I had the first opportunity to teach him and I did not. I repented of that mistake and **have not made** that mistake again.

It is very important in being a soul winner to put on the character of Jesus Christ and never take it off. Amen? Jesus said, "I came to seek and save those who are lost". This to should be on our minds everyday of every week. We need to pray to God everyday as the song says, "Lead me to some soul today, O teach me Lord just what to say, friends of mine are lost in sin and cannot find their way".

Let each one of us make a special effort to let soul saving dominate our thoughts. This can be achieved through prayer and by having a willing heart to change what we have been in the past. This will take all the boredom out of life. The Christian life will become very exciting, because we will be on the alert for prospects wherever we are. Don't be afraid to start a conversation with strangers. Most of them would love to visit if someone else will say the first word.

(11)-Hospitals **are** a good place to find prospects.

Respect can be gained for us from friends and kinfolks of sick people when we show our concern by visiting them and saying a prayer for them. No one will ever forget this act of kindness. This could provide us with an opportunity at some future date for a Bible study.

As I have said before, every one that we come in contact with in our daily activities, **we should** always have in mind, **that** someday I just may be able to study with them.

If we will practice this I will assure you that you will be very busy having home Bible studies.

(12)-Jails **are** another place to find prospects.

I have never been to a jail but one time to talk to a person about their soul. I was asked by the mother of this young man to go.

I will never forget the sound of the lock when the jailer shut that door behind me. I was feeling some discomfort in my stomach. My conscience always bothers me that I have never been involved in that work as much as I should have been. We have, for the most of our lives, lived out in the country several miles from town and always very busy in the Lord's work and some way we just never got started in the area of work.

(13)-Rest homes is another place where prospects can be found.

Not only can people who live in rest homes be converted but when we visit there, it gives us a great opportunity to meet other good prospects. Always have a friendly smile for every one that we meet. A smile can penetrate the solemnest faces.

(14)-Trailer parks and municipal housing projects provides good prospects.

We have **had** some good success in these kinds of places in teaching and baptizing people. It is also an excellent place to fill up a church bus with young children and sometimes the parents will also get on the bus and ride with their children.

(15)-Taking a church census will also produce good prospects.

It is a good way to knock doors and not feel so much like you are intruding. This provides **a** wonderful opportunity to find out if they have children that would ride a church bus to classes and **that** they would delivered back to the house at a certain time. Also tell them that we have adult bus drivers and all passengers are fully insured on the church property and also while they are in the bus. Tell the parents about the correspondent courses that the church provides and ask if they would like to take the course **and** that it is all free and that no pressure will be put on you to obey it. Also tell them about the

Jule Miller filmstrips and find out their church preference. This can provide us with the opportunity to make new friends.

(16)-Vacation Bible school is a good place for prospects.

Visiting parents are always impressed with the knowledge that their children have gained through their VBS classes.

Always make sure the kids feel loved and that their teachers do care about them. Most kids are in need of love by adults. They will never forget where they received this love and attention. Sometimes through their constant asking their parents to take them back to class, the parents will give in and bring them. Now that is exactly what we were hoping for.

I hope we are beginning to see that there are many ways to get involved in soul saving. We must continually be asking our selves, "Are we working for God or are we working for ourselves"? If we will do this, it will help us to keep our priorities straight.

(17)-I am going to list several things together this time **where we can look for prospects**. Grocery stores, carryout stores, dentist's office, eye doctor's office, medical doctor's office and so on and so on we could go **and** all are good places for prospects.

Give example for eye doctor's office.

Give example for McDonald's.

(18)-Benevolent work provides a wonderful opportunity for prospects.

Everyone who receives food or clothing from our benevolent supply room should be given a form to fill out with questions that can be answered with a yes or no like, would you like to take a Bible correspondence course, would you like to see the Jule Miller filmstrips on the entire Bible, or do you have children that would like to ride our church bus. We must not miss a single opportunity, because if we don't teach them, somebody else may teach them something that is not the truth.

(19)-Gospel meetings and so on and on we could **go**. I believe this will be enough to start on.

Remember **that** at least 97% of all converts today came through personal contacts. This alone should tell us what we must do if we going to win anyone to Jesus.

I believe **that** everyone present can truthfully say that there are plenty of prospects **and** that the fields are "white unto harvest" just as Jesus said.

We don't have to go to a foreign country to do mission work, **because** we live right in the middle of a great mission field **and** all we need to do is to prepare ourselves and then go out and begin harvesting.

We should now be ready to set up our own Bible studies.

(1)-It is a must that we be enthusiastic. Our enthusiasm must be natural and not just a front. This means that we are very excited about what we are doing. This will be a great help in keeping us from being fearful, because our minds are upon the importance of what we trying to accomplish. Be sure that we are aware of God, Jesus and the Holy Spirit's presence and ask God to help us to

let the Holy Spirit work in our conversation that we may know what to say and how to say it.

(2)-To be enthusiastic, we must know our product. It is very difficult to sell a product that we know very little about. We must know what our product will do. This means that we must study our manuals and as we do, let's have our Bibles laying right beside of us and look up every scripture that the manual mentions so we will know exactly what the Bible says. This will add excitement to our voice. It is not enough just to know our product, but we must be sold on its effectiveness. We must have a sparkle in our eyes and conviction in our voice and we will have success if we really believe that this is the best and the fastest way to get and overall view of the entire Bible that we have ever seen.

Every time that I show these films, I am made more and more aware that this is true and I can say, without a doubt in my mind, that God had a hand in putting these lessons together. It would be very difficult to improve upon the arrangement of these lessons.

Tell the prospect what these lessons have done for you and how much you have learned in how to rightly divide the word. Also tell them just how beautiful the pictures are and that many of them are painted by the most famous artists in the world.

Believe in what these lessons can accomplish in peoples lives.

The most serious question is, are we going to overcome our lukewarm **attitude** toward soul winning?**To overcome our lukewarm attitude we must,**

(a)-Start reading and studying the Bible daily. That is the number one way because that is where the power comes from to move us to change our past way of life. Without it we will not change our life style.

(b)-We must start praying for God to bless every soul winning effort that is being conducted by individuals and the church.

(c)-And also to start praying for God to open up a door of utterance for us and also to help us to respond in a positive way when he does.

(d)-We must start practicing what we have studied here in these lessons.

(e)-Then we must start encouraging one another by sharing the enthusiasm we have about being a soul winner with one another. Share with others about the people that you met in the past week and the ones that you believe may be a good prospect in the future. Keep yourself involved in the things that will build you up and spend sometime with the people who are likeminded about soul winning. This will certainly help us to remain steadfast, unmovable and abounding in the work of the Lord.

**Herb's note: Turn back to page 51 (in the handwritten notes) and read page 51 and most of page 52.**

How many of you have ever seen the Jule Miller filmstrips? I believe it should be shown in at least all of the adult classes. It is an excellent way to provide an overall knowledge of the Bible to every student. It would be a great help to everyone in their reading and studying the scriptures in their daily lives. It is also a good way to get others involved in showing these films to others. When they see just how knowledgeable these films really are and how easy it is to show them to their friends.

There are 5 of these filmstrips.

# 1 is titled - The Patriarchal Age.

# 2 is titled - The Mosaic Age.

# 3 is titled - The Christian Age.

# 4 is titled - God's plan for Redeeming Man.

# 5 is titled - History of the Lord's Church.

Some of you may be wondering why show these two Old Testament films and that is a good question. It has great advantages.

(1) Most people know very little about the Old Testament. They do not know that in Gen. 3:15 that God gives the first prophecy concerning the redemption of fallen man.

(2) The first two lessons will answer many questions the prospect has without him ever having to ask them. One of most important facts that the Old Testament teaches is that we must obey God. This one fact will help us tremendously when we begin showing the third film. Most people are very prejudiced about their beliefs.

(3) The first two films, besides being a great educational tool, provide us with a wonderful opportunity to get acquainted and to establish a better friendship when we start studying doctrinal subjects in the third lesson. These first two lessons are going to be a great help in causing things to remain in a teachable atmosphere. I cannot begin to tell you about how much advantage it is to show these first two filmstrips.

If we did not have these first two films on subjects that most of the denominational churches will agree with us on, we would be starting right off on subjects which are hotly debated at times, our Bible study could easily come to a close before we ever get through the third lesson. But by showing the two Old Testament films, we have never had one single cancellation. We must never be guilty of trying to cut a Bible study short because we have other things that we want to do. If we are looking for short cuts when it comes to saving souls, don't ever start.

Go briefly through manuals 1 and 2 and show some of the advantages there are in these two films.

I always read every word in these manuals when I show these filmstrips, because at my best I know that I cannot say the things that must be said as well as this man has said them. We must remember that our purpose is to save souls and not to show other people how knowledgeable we are. It is God's word that has the power in it and it was said, by the Holy Spirit, a long time before we were born. So let's never be guilty of being glory seekers, when all that we have done is to repeat what God has already said.

Most people living in the world today have no idea what the truth of God is. They are content in letting others tell them what the Bible says about salvation. Jesus said this is called "the blind leading the blind and both would fall in the ditch together". We have a great responsibility in doing what we can to teach all these blind people.

I always tell our students that these films are not designed to try to hide any truths that are in the Bible, and if you can show me just one place where there is an untruth taught, I will repent immediately and start teaching the new truth and you will be my best friend. Because John says in John 8:32 "that truth is the only thing that will set us free.

It is very important when we get to lesson 3 to make a few comments. Here are some of the things that I say.

(1)-As you know there are many churches in the world today, all which are teaching different doctrines and they refuse to worship together. Do you believe that this is right according to scriptures? In 1 Cor. 1:10, the apostle Paul said, "I beseech you (or I beg) you that there be no division among you, but that you be perfectly joined together in one mind".

(2)-Do you want me to share with you all of the scriptures on how to become a Christian or had you rather for me to leave out certain scriptures so that I can teach you a certain doctrine that I believe?

(3)-I also say that we are going to be studying several subjects in this lesson that are very controversial. **Therefore**, we must lay aside everything that we have heard and listen to what the Bible says. If we do this we will no problem in understanding what God's word is saying on different subjects.

(4)-I will also say I want you to know that I am fully aware of the tremendous responsibility that I have of teaching nothing but the truth and I know that I will have to answer to God for every word that I say.

(5)-Something else that I want to say is **that** we must always remember what God says in Rev. 22:19, "If any man adds unto these words of mine, God shall add unto him the plagues that are written in this book and if man shall take away from the words of this book, God shall take away his part out of the book of life". Therefore we must do exactly what God's word says.

If we will say things before we start lesson three, it will make for a completely different atmosphere during the lesson.

At the end of lesson three, I say to the student, "If any time during these lessons that feel that you need to make a change in your life, just let me know". It won't take very long for your soul to become white as snow.

It sure makes matters a lot easier when the person that is showing the filmstrips does his own baptizing, because a lot of people want the person who taught them to also baptize them.

Another thing, if we have them wait until the next service, the devil can come into their heart and take away the word that was sown there, Matt. 13:19. Another thing most people find it

more difficult to go up before a large assembly and be baptized. They would much rather be baptized the same hour that they are convicted in their hearts, and they want to be saved.

There is a great advantage when the teacher can say to the one he is teaching, "I have the keys to the church house in my pocket, the water is warm, we have the baptismal clothes ready, so you see everything is ready and in just a few moments you could be ready to meet the Lord if He was to come.

This approach has worked for us many, many times.

Something else that I would like to say while we are talking about baptism and that is, never let baptism loose it's excitement.

Always tell the one that you are baptizing what is about to take place. That while you are under the water, God is going to remove all of your past sins from your life by the blood of Jesus. At that point, you have been crucified with Christ and then the Holy Spirit will give you a new life in Jesus Christ. You will then have God, Jesus and the Holy Spirit dwelling with you, John 14:23 and Acts 2:38. From that day forward, don't ever doubt whether you were saved or not because Jesus said "He that believeth and is baptized shall be saved". Therefore, we must believe what Jesus said.

There is something else that needs to be said here and that is, most people who are being baptized today don't know any thing about the work of the Holy Spirit in their lives. If we don't teach them, we are letting them go into the devil's world thinking that the only power that they have to fight the devil with is their own power. They cannot win over the devil with man power.

So please never turn a new Christian loose in this world to fight the devil alone. The next night, have them over to your house and teach them about the work of the Holy Spirit in their life.

Where is the best place to show these filmstrips? In the teacher's home or the student's home, a class room at the **church building** or at their friend's home. In other words, it doesn't make any difference, just so it pleases the student. Some prospects may want to have them all in the teacher's home, or take turn about. Others may want to have a meal together before the films are shown. A meal shared together helps to develop a good friendship.

There are so many things that I would like to share with you, to give you more confidence to show these filmstrips. One thing that bothers us all, is that we are afraid that we will be ask questions that we may not be able to answer.

The most popular doctrine in the world today is, "believe upon the Lord Jesus and thou shall be saved", Acts 16:31. and then they will read to us John 3:16, "For God so loved the world, that He gave his only begotten son, that who so ever believeth on Him shall not perish, but have everlasting life.

I then ask them "Do you really believe that is all that you have to do to be saved". They then will say, "I sure do, that is

what Jesus said in John 3:16". I then say to them, "The same Jesus says in Luke 13:3, "That except you repent you shall all perish". They will then say, "Well everyone knows that we must repent". I will then say, "That is not what you have just said". Then while they are still stuttering, I say, "The same Jesus in Matt. 10:32 tells us, "That we must confess before men that we believe that Jesus in the Son of God". The apostle Peter tells us in 1 Pet. 3:21, "That baptism does also save us". That will usually get their minds off of faith only and will begin to hear what other scriptures have to say. We must always speak in love so that we won't close the door of conversation with them.

**Herb: You could add this question to your dialog above. It would go something like this.**

**Teacher-"Do you believe that there will be sin in heaven?**

**Student - "No I don't" or "Of course not."**

**Teacher - Then why did Ananias tell Paul that being baptized would wash away his sins?**

**Student- "Huh" or "Uhhhhhhhhhhhhhhhhhhhhhh"**

**Teacher- "Without baptism there is no remission of sins, Acts 2:38. Therefore you have to believe that there will be sin in heaven.**

**OR**

**Since you do not believe that baptism is necessary to be saved YOU HAVE TO BELIEVE THAT THERE WILL BE SIN IN HEAVEN.**

**Acts 22:16 (KJV) <sup>16</sup> And now why tarriest thou? arise, and be baptized, and wash away thy sins, calling on the name of the Lord.**

About using Jule Miller film strips

I will guarantee you that in about 5 hours you and your family will learn more about the Bible than you ever thought possible. Even if are a Bible class teacher you will be a much better after you have seen these films because you will then be able harmonize more scripture from all the things that you have learned. It is similar to taking a college course with no charge. And I will assure you that will be no pressure put on you to obey anything. You take what you have learned and do with it whatever you choose to and if you don't agree after the first lesson that your time was well spent , we will gladly council the other four lesson with no hard feelings.

Another thing that I want to mention before I forget it is always try to set it up with man of the house and usually everything will go well.



If you set the Bible study up with the wife without her husband being in on the decision most of the time he will resent it and when you get there he man may not be very friendly and may not even turn the TV off. And I do not blame him for his action because it is his home and his privacy has been disrupted without his consent. If the wife is interested and not the husband, then Mary would go and show her the film in the day time while her husband is out of the house.

This will work just fine. We have learned a lot in the last 35 years through experience and that is by far the best way to learn is by experience.

Now let's look at some things that will make us a successful teacher. I have not tried to list these in order of importance. When we get through talking about the qualifications of a good teacher, we will then talk about where to look for prospects.