

SEVENTY SUCCESSFUL SOULWINNING SUGGESTIONS

By Joe R. Garman

PHASE I PREPARATION

1. Rehearse your presentation in front of a mirror at home until you can go through the entire plan of salvation (twelve scriptures, illustrations, invitation). Any professional person will tell you this is a very important point.
2. Practice your plan of salvation with friends and be willing to accept and apply constructive criticism but not to the point that it is no longer your presentation - you must feel comfortable with it.
3. Draw a road map in your Bible by writing beside each verse where to go next (or have your twelve verses written on the inside cover for reference). It is always more impressive if you have the road map memorized.
4. Dress as nicely as you would for a Sunday church service. (When you are asking them to become a Christian, you are asking them to become what you are, therefore, by cleaning your fingernails, making sure you have fresh breath, and showing them you cared enough to dress respectably, you are sending them a message of how much you really do care about this presentation and about them.)
5. Do not steal soul-winning time in prayer (pray before you go).
6. If at all possible, set up an appointment and be prompt. When you are prompt, you show how important they are to you.
7. If you do not have a partner with you, do not go into the home alone with a member of the opposite sex. Although your motive is pure, if the prospect has a suspicious mate or inquisitive neighbors, you could be inviting undue criticism for both yourself and the prospect.
8. If they have company when you arrive, ask if they would like for you to return, then before leaving, set up a specific appointment with them. Do not neglect their company, rather, greet them and introduce yourself to them.
9. If you visit them without an appointment being made, never say you were just passing by and thought you would stop; rather, let them know you came by specifically to talk with them about the Lord. First of all, it is the truth; secondly, it will impress them.
10. When you meet them at the door, smile and say in the back of your mind, "God bless you". It will show through your smile to them while at the same time serve as a prayer for them and will put you in the right attitude for soul-winning.
11. After introducing yourself and informing (not explaining) why you are there, take the initiative by simply asking, "Can we come in and talk with you for a few moments about the Lord?" This direct approach saves a lot of time in that you are now free to get down to serious business once you are inside the house.
12. Once inside the home always find something worthy to brag about a vase, their baby, the lawn...this will compliment them, make them feel comfortable, and open up a conversation.

PHASE II PRESENTATION

"By this is My Father glorified, that you bear much fruit, and so prove to be My disciples." (John 15:8)

13. Spend no more than ten minutes in small talk. They know, you know, Satan knows, and the Lord knows why you are there. The sooner you get into the Scriptures, the better.
14. Relax. I like to imagine I can see angels sitting around the room with heads bowed in prayer for me that I will do a good and thorough job presenting the Scriptures. This helps me realize I am not alone, that all of heaven is pulling for me, and reminds me of the seriousness of this presentation.
15. Purpose to have eye-to-eye contact with them. The more you look directly into their eyes, the more they will look into yours, thus trust is established.
16. Avoid using crutch phrases like "you know", "you see", "OK", etc. Avoid also theological expressions such as sanctified, incarnation, advocate, etc.
17. Talk to them on a first name basis (not Mrs. _____ or Mr. _____).
18. Sit on the edge of your seat (not slouching), and speak with love, joy, and enthusiasm in your voice. This must be a conscious effort on your part so they will want to hear more.
19. You should have your opening statement prepared ahead of time that will set the stage for your presentation. My favorite opener is " _____, it would be one of the most wonderful things in the world to see you become a Christian...completely free in Christ."
20. Get them into the Word as soon as possible. Do not give your testimony, rather, make them and their personal relationship with the Lord the center of attraction.
21. Now that the stage has been set (and not before) use the direct approach to prepare the proper atmosphere. " _____, would you mind if we turned off the T.V. while I talk with you about this all-important matter".
22. From this point on your partner becomes a "prayer partner" and a "silent partner" and should not interfere at any time during your presentation, rather, be praying inconspicuously for you. Your partner, unless you call upon him or her to do so or unless the prospect directs a question specifically to him or her, should remain quiet and even then, after answering the question, should lead the prospect back to you for the continuation of your presentation.
23. The prayer partner should also be prepared to hold the baby, pet the puppy, entertain the children, etc., as quietly as possible, and ward off any and all distractions that might cause the prospect to lose concentration sometimes this might mean asking the kids if they want to go into the kitchen for milk or another room to look at one of their games or books.
24. If others come into the room after your presentation has begun, continue concentrating on your one prospect, then after the presentation is completed and your prospect has had an opportunity to make a personal decision, open up the conversation to the other people in the room. If you keep looking and talking to others during the presentation, you will lose much of the personal contact so necessary in helping your prospect make a decision for Christ.
25. Ask them to get their Bible. If you show them the plan of salvation out of their Bible, it will be more impressive than if you use your own.
26. Never criticize their Bible translation. Even if it is a Catholic edition; the scriptures you will be using will be the same. Also never criticize their church affiliation. You could win a battle but lose the war.
27. As they are returning with their Bible, move over to sit beside them so you can help them turn to the proper scriptures. The prayer partner can help in this if, when upon entering the home, he sits in a chair leaving the couch for you and the prospect.
28. Do not sit between them if you are talking with more than one prospect. This is awkward for all concerned because in this arrangement someone is going to be looking at the back of your head 50% of the time.
29. Do not keep touching them during the presentation. Rather, use your hand to point to the scripture in the Bible under consideration at the moment.
30. Illustrate each verse with a practical, easy to understand illustration and follow each illustration with a "yes" or "no" question that they will want to answer with a "yes". The more you get them to

- answering "yes" and thinking in the affirmative, the more likely you will receive a positive result.
31. Ask them if they truly believe with all their heart that this Bible they are holding is indeed the inspired Word of God. Nail this down first so you have God's authority in what you are about to present.
 32. Now say, "That's wonderful. God bless you. That is exactly why I wanted you to get your Bible, because it doesn't matter what I say or think, or what any person says or thinks or feels when it comes to your salvation. The Bible, God's Word, is our only authority. Isn't that right?" Now you have them placing their trust in the Bible, not in you.
 33. Compliment them on every answer. Listen with understanding to their answers - they will never care how much you know until they know how much you care.
 34. If they ask questions that might possibly sidetrack your presentation, say, "That's a good question, and I promise to answer it later, but right now let me continue pointing out God's great plan of salvation for your life."
 35. Never debate or argue with the prospect. Nothing must be allowed to interfere with the completion of your presentation. Usually by the time the presentation is concluded, the confusion has been cleared up anyway.
 36. Never argue or debate religious convictions with your partner in front of the prospect. The fact that the partner is not to interfere at any time must be clearly understood before making the call.
 37. Do not quote the scriptures. Help them turn in their Bible if you see that they are having difficulty, and ask them to read the verse out loud. It is the Word of God that is sharper than any two edged sword.
 38. Your complete plan of salvation should take them through no more than twelve verses. My suggested twelve verses have worked well for me. Feel free to substitute, however. If you nail down the twelve "points" for each verse, you will succeed in giving them a complete plan of salvation. Too many verses and too many points will usually result in confusion.
 39. Present each verse positively, lovingly, and with humility. There are three types of soul winners: The proud who imagine they are humble; The humble who are afraid they are proud; The self-forgetful. Strive to be the latter.
 40. Your goal is not to get the prospect baptized, rather to lead and guide him in understanding God's love and will for his life. If you succeed in this, you will not at all have to have to argue for baptism at the conclusion of your call.

PHASE III PERSUASION

"therefore knowing the fear of the Lord, we persuade men, but we are made manifest to God; and I hope that we are made manifest also in your conscience." (II Corinthians 5:11)

41. Point #1: All have sinned. Scripture: Romans 3:23. Purpose: To get the prospect to confess he or she is a sinner. Example: "_____, this means I have sinned, you have sinned, (your partner) has sinned, we have all sinned. Before you point out that the prospect has sinned, first show yourself to be a sinner so he or she can identify with you.
42. Point #2: The consequences of sin. Scripture: Romans 6:23. Purpose: To show the wages (pay-off, result) of sin. Example: "_____, this death is not the physical death. We must all die physically. this verse refers to spiritual death, the opposite of everlasting life.
43. Point #3: Believe. Scripture: Mark 16:16. Purpose: To show the first step toward salvation. Example: "_____, let me ask you this question. Do you believe with all your heart that Jesus is the Christ, the Son of the living God?" You must nail this down before proceeding. Always wait expectantly for the answer, then say, "Congratulations! You have just take the first step in coming to Christ."
44. Point #4: Confess. Scripture: Matthew 10:32. Purpose: To assure him or her with scripture that

what he or she has just done is Christ's will for his or her life. Example: " _____, when you confessed to me and to (partner) your faith in Christ, you did exactly what the Lord has asked us to do. Praise the Lord, you have now taken the second step toward salvation.."

45. Point #4: Satan also believes. Scripture: James 2:19. Purpose: to show that believing and confessing are not enough. Example: " _____, although you have taken the first two steps in coming to Christ, these are not enough, for the scriptures state that even the devil believes in God, and many times throughout scripture confesses that he knows who Christ is. As this verse says, he believes so much that he trembles, yet Satan and his demons will not be saved because they refuse to take the next step."
46. Point #6: Repent. Scripture: Acts 2:38. Purpose: To drive home the fact that even though this audience to whom Peter spoke had been convicted of their sins, there was still more they needed to do besides simply believe it and confess it. Example: " _____, this word repent is a Greek military expressing meaning 'about face - to turn completely around'. Whereas before you have been walking away from God (without Christ), you are now to begin walking toward God (with Christ)." Do not ask at this point if he is ready to repent. That will come later.
47. Point #7: Paul's Testimony. Scripture: Acts 22:16. Purpose: To show that Paul had done all three of these commands - believed, confessed, repented, yet Ananias (directed of God) informed him there was something more he needed to do. Example: " _____, every single New Testament conversion states that upon hearing, believing, confessing and repenting, they went ahead and were baptized into Christ."
48. Point #8: Baptism. Scripture: Romans 6:4. Purpose: To show the meaning and beauty of Christian baptism. Example: "Just as Christ died, so we are to die to sin through repentance. Christ was then buried in the tomb, even so we are to be buried in the watery grave of Christian baptism. Then He arose from the tomb through the glory of the Father, just as we arise from the watery grave a new creature in Christ. Baptism is a beautiful picture of the death, burial and resurrection of Christ; and you, when you are baptized into Christ. You will be demonstrating to God and all present your death, burial and resurrection into Christ." Point out that when they do this, the scriptures state they become justified - "just as if I'd never sinned" Do not ask if they want to be baptized at this point.
49. Point #9: Faithfulness. Scripture: Revelation 2:10. Purpose: To show that belief, confession, repentance and baptism are only the beginning of man's walk with God. Example: " _____, the more you learn about Christ, the more you will love and want to follow Him, and the easier faithfulness becomes. Especially is this true when we realize that we are saved purely by the grace of God, and that our good deeds are not to effect salvation, but to reflect it."
50. Point #10: Christ's great promise. Scripture: Matthew 11:28. Purpose: To show that Christ wants them just as they are. Example: " _____, just as the baby while learning to walk, trips and falls, sometimes cries and bruises, so you and I will stumble and trip many times in our Christian walk. But just as the baby takes it's parents' hands to stand up again, so Christ extends His hands to us, continually loving us, picking us up and forgiving us, because we have turned from being children of the world to becoming children of God."
51. Point #11: Rich young ruler. Scripture: Matthew 19:20. Purpose: They now know what to do to be saved. You have shown them from the scriptures how much God loves them and what rest and future promises Christ can give them. Now you must show them that knowing all these things, yet failing to act on them will not save them. Example: " _____, doctors say there is approximately 18 inches between the human brain and the human heart. This young man knew in his mind what Christ wanted him to do, but he was not willing to yield his heart to Jesus. He missed heaven by only 18 inches. _____, today salvation has come to you. Just as this young man met Jesus and had to make a decision, so God, out of all the hundreds of people I could have been talking with today, has directed me to you. Why? Because God loves you."
52. Point #12: Invitation. Scripture: Revelation 1:20. Purpose: This is it. This is the moment. This is

what it's all about. You have presented the plan - now present the Person. Example: "Jesus is standing outside knocking. He will not force His love upon you. You control the door handle. If you will open the door, Christ will come into your life. Oh, how He wants to come in. _____, would you like to open your heart's door right now and let Jesus come in?" (Wait for an answer. Say no more. Silence is golden at this moment. Forces are at work - seconds seem like minutes, but you must let the prospect say whatever is to be said next.)

53. Problem #1: "I want to think about it some more." Scripture: Matthew 24:44. Example: "_____, let me think with you for just a moment. Do you think this is God's will for you? (Yes.) Do you think this is the right thing to do? (Yes.) Could you if you really wanted to? (Yes.) If it is God's will for you, it is the right thing to do, and if you could if you wanted to, then don't you think you should, right now?"
54. Problem #2: "I want to wait for my husband." Scripture: Hebrews 2:3. Example: "_____, we, too, want your husband to be saved, but accepting Christ is a personal decision. You cannot answer God for your husband, neither can he answer for you. God loves your husband, too. Christ died for your husband. God wants to work through you to reach your husband. We have seen time and again when one member of a family steps forward in faith, believing, the others choose to follow. But before God can work through you, you need to receive the indwelling presence of Christ. Wouldn't you like to trust and obey today so your husband can be saved as a result of having a Christian wife?"
55. Problem #3: "I don't believe I can remain faithful." Scripture: Matthew 6:33. Example: "_____, if you wait until you are sure you can remain faithful, you will never become a Christian. That's what faith is all about; trusting God when He says in His precious Word that He will lead and guide us day by day, that He will never leave us nor forsake us. Do you believe God has the power to lead and guide you? (Yes.) Then will you put your faith and trust in Him, and not in yourself, today?"
56. Problem #4: "There are too many hypocrites in the church." Scripture: James 3:17. Example: "_____, do not judge Christianity by what you see in Christians. Judge Christianity by what you see in Christ. Keep your eyes on Jesus and you will never be disappointed. When we start looking at man instead of Christ, we misjudge what Christianity is all about. Do you believe Christ to be a hypocrite? (No.) Do you see any hypocrisy whatsoever in God? (No.) Man cannot save or condemn you. Only Jesus can. We are not asking you to accept us or any man in the church. We are asking you to accept Jesus. Will you?"
57. Problem #5: "I am afraid of water." Scripture: Matthew 28:19. Example: "_____, this is not at all an uncommon problem. We run into it quite often. God would not ask you to do anything He would not be a part of. Do you believe that God is able to protect you while you are being baptized? (Yes.) This is God's will for your life. I suggest we have a private baptismal service when no one is around but you, me, God, and those whom you specifically invite. God's angels will be there in great force and they will protect you. Do you believe that? (Yes.) Then can we plan for your private baptismal service this afternoon?"
58. Problem #6: "I don't want to change denominations." Scripture: John 17:21. Example: "_____, we are not asking you to change denominations. You seek God's will in where He wants you to worship. We are asking you to obey Christ's commands for your life so you can receive the indwelling presence of Christ living in you and shining through you. If later you want to worship with us, we would love to have you. Right now, though, I am asking you to simply obey the Lord according to His Word. I am asking you to obey Christ. Will you do it?"
59. Problem #7: "I don't like to be pushed." Scripture: I Thessalonians 3:12. Example: "_____, I would not want to push you even if I could. I have tried to the very best of my ability to lead you through God's Word. Christ will not force his love upon anyone. Christ will not force or push you, neither will I force or push you. It is God's love that is drawing you. If anyone is pushing you, it's Satan. He is at this very second trying in every way possible to push you away from God's love.

There is a spiritual battle going on for your soul right now. Satan is trying to keep you from making a decision for Christ. You cannot choose both. Satan is pushing you, Jesus is leading you. Would you like to follow Christ as the Lord of your life?"

60. Problem #8: "*I want to study more about it first.*" Scripture: Mark 10:15. Example: "_____, this is how Jesus wants us. The Bible teaches that when we first become a Christian, we are "babes in Christ". A baby has to be born before it can grow. Your Christian growth will follow your Christian birth. Right now you know enough to realize you are a sinner and that Christ has come into the world to seek and to save you from your sins, don't you? (Yes.) You believe in Jesus and are not ashamed to confess Him before men, are you? (No.) You know that it is God's will for you that you repent of your sins, be baptized into Christ, and that God will help you as you grow and walk in Him, don't you? (Yes.) You know enough to become a Christian, and that's exactly what Christ wants you to do. Will you trust God to teach you more as you grow in Christ and receive Him today as your personal Lord and Savior?"
61. Problem #9: "*There are some things in my life I must get rid of first.*" Scripture: Acts 3:29. Example: "_____, I have seen alcoholics struggle all their life to rid themselves of alcoholism, but when they accepted Christ as their Lord and Savior, they put the bottle down and never touched it again. God's grace, mercy and strength will help you break whatever habits or sins that are presently separating you from His love. That's the reason for the Gospel. That's the reason for Christ's suffering and dying. Hundreds of thousands of drug addicts, adulterers, and every type of evildoer down through the annals of time have found that Christ and His cleansing blood was the only power great enough to save them from their habits and sins. Do you believe that God has the power to deliver you from the problems and habits presently preventing you from coming to Christ? (Yes.) You have tried to break them before on your own and have failed, haven't you? (Yes.) Will you now let God show you how much He loves you and trust Him to deliver you from these things in your life by receiving Christ and His power into your life?"
62. Problem #10: "*My mother was a good woman who loved God, but she never joined any church and never was baptized. I want to do the same because I want to go and be with her when I die.*" Scripture: James 4:17. Example: "_____, from all I've heard about your mother I believe she was indeed a woman who loved God with all her heart. God is just, God is long-suffering, God is merciful, and willing that none should perish but that all should come unto repentance and salvation. God is going to deal with your mother on the day of judgment just as He will deal with you and me. He will not judge her by what she did not know, but by what she knew was the right thing to do. That is the same way He will deal with you and me. What I have presented to you today is directly from God's Word. I believe that if I could have presented this same great plan of salvation to your mother, she would have gladly received it as God's holy Word and will for her life. I believe that if she were here right now, she would lay a loving hand on your back and say, 'That's God's Word. it is the right thing to do.' Your mother loved the Lord with all her heart. Christ is asking you to love the Lord with all your heart too. Your mother would agree it is the right thing to do. Will you do it and trust Jesus Christ as your personal Savior?"
63. When the prospect says "Yes", reply "God bless you. I am so happy for you. Let's cement this decision with prayer." Invite your partner and all others (even little children) to come on over for a prayer circle. Satan is going to try in every way to thwart their decisions. The very second they make their decision, go immediately before the Lord in a prayer circle and hold hands.
64. This prayer should be very personal, not thanking God for a nice day or praying for the sick. Mention their name throughout the prayer. When you are finished, your partner should pray for them. I don't usually ask the prospect or new convert to pray. If they are hesitant to pray out loud, it can be a negative result.
65. Your prayer should have these three points in it: Thank God for leading you to them. Thank God for their faith in Christ and their decision to follow Him. Pray that God would bless them (be very positive) as they come to be baptized into Christ. If both you and your partner pray with them at

this moment about their baptism, it is going to make the next step easier for them.

66. Immediately after prayer say, " _____, the angels in heaven are rejoicing this very second over your decision. (Remain positive) Tell me, is it your choice right now to make Jesus your Savior, to repent of your sins, and to be baptized." I have found that Satan does not argue with them so much at this point on belief, confession, repentance, and faithfulness, but attacks them on baptism. That is why you much help them to make the decision now.
67. As soon as they say "yes", reply, "Great. We will be ready at the church for your baptism tonight. The water, baptismal robes, dressing room, towels, etc. will all be ready. You don't need to bring anything but yourself. Satan will try to hinder you, but God is for you. Can we plan on your baptism tonight?" Nail this down now. Good, now please print exactly how you want your name spelled on your baptismal certificate and we will have it signed and ready to present to you tonight after church.
68. Encourage the convert to sit toward the front of the congregation so it will be easier for him or her to step forward at the invitation. Also inform him or her of what the preacher will say and do when he comes forward. The more you explain, the more comfortable the convert will feel about coming forward.
69. Have the convert stand up sideways to you so you can demonstrate how simple and safe the act of baptism is. Show them how to cup their hands over their nose, and inform them that the preacher is very experienced in performing baptisms.
70. Now leave as soon as possible. Let the Holy Spirit work on them alone. If you tarry, you will spoil the mountain top experience and atmosphere.

*If you need help in making a decision for Christ, or if you want someone to assist you in Christian baptism, please contact:
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