

**WINNING AT WHAT MATTERS MOST**  
**If You Are Not Winning Souls Than You're Not Winning!**  
**Part One: Preliminary Issues**  
**Message Four: The *Readiness* for Soul-Winning**  
**Dr. Greg Tyree, BBC, AM, May 29, 2005**

**INTRODUCTION:**

Prov. 11: 30, 31:

*<sup>30</sup> The fruit of the righteous is a tree of life, And he who wins souls is wise. <sup>31</sup> If the righteous will be recompensed on the earth, How much more the ungodly and the sinner.*

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Here are some principles that we will reiterate on a regular basis throughout this series:

1. **The Horseshoes Principle:** “Almost” only counts in horseshoes; the hardest people to reach are the “good” and “religious” people. Remember that being “almost” saved is the same as being lost!
2. **The U-Turn Principle:** People won't u-turn unless you turn! That is, people won't repent unless you live what you say.
3. **The 7-Eleven Principle:** While witnessing for Christ may not be a “24-seven” pursuit, it is an “almost-all-the-time, everyday” mandate.

This series looks like this:

**Part One: Preliminary Principles (finishing today)**

**Part Two: Presentation Principles (beginning next time)**

**Part Three: Problem Principles**

**Part Four: Power Principles**

“Pre-evangelism” refers to the deliberate and intentional plans and actions that help Christians predispose lost people to the Gospel. In other words, it is everything we do before we confront people with their need for Christ. Pre-evangelism includes, but is not limited to, what we will be dealing with today.

**PROPOSITION:** There are two broad areas of concern we should consider as we “get ready” to win at what matters most.

**I. GETTING READY FOR SOUL-WINNING REQUIRES PREPARATION. 1 Peter 3:15.**

*But sanctify the Lord God in your hearts, and always be ready to give a defense to everyone who asks you a reason for the hope that is in you...*

A. Prepare for Soul-Winning Through **Relationship** Building.

**EXAMPLE ONE:**

“Intentional pre-evangelism.”

**EXAMPLE TWO:**

Read current novels and watch films that will help you keep in touch with what’s going on in people’s minds.

**EXAMPLE THREE:**

Enjoy community involvement that exposes you to lost people.

B. Prepare for Soul-Winning Through the Dissemination of **Information**. Mark 13:10 (KJV).

*And the gospel must first be published among all nations.*

Here are just a few types of information you can distribute in order to predispose people to the Gospel.

1. **Tracts**.

Tracts are a good evangelism tool for several reasons: 1) They are non-threatening. That is, the distribution of a tract does not require a confrontation or presentation. It is non-threatening to the distributor and the recipient. 2) They are easy to distribute in large numbers. 3) If they are designed correctly, they are eye-catching and informative. 4) Just about everyone can read, so this medium is most effective. 5) They are inexpensive.

One must keep a few thoughts in mind when using tracts as a means of getting the Gospel out to the masses.

a. First, all tracts are not “created equal.”

- b. Second, make sure you select only colorful, attractive, and creative tracts.
  - c. Third, be creative in the distribution of tracts.
  - d. Fourth, don't be "rude" in your tract distribution.
  - e. Finally, consider writing your own tract.
2. Books (including booklets and pamphlets).
    - a. Ask people what they are reading.
    - b. Observe what books, pamphlets, and papers are on their desk or in their car or on their coffee table.
    - c. When the time is right, offer "such and such" a title or author "so and so" for their reading enjoyment.
    - d. Try to give away books that you have read yourself so you can later use it in a conversation.
    - e. Finally, don't forget the many Christian fiction books that are sweeping the market.
3. Tapes (or CDs).
    - a. Most people are receptive to receiving such materials from people they know and trust, and for the most part will appreciate it.
    - b. Further, tapes and CDs are less an infringement on one's time (as opposed to books, etc.) because they can be listened to in one's vehicle, while jogging, while cleaning the house, etc.
    - c. Music is the "universal language."
    - d. When you hear a sermon that particularly moves you or feel will benefit a friend, obtain a tape (if possible) and present it to them.
    - e. In the information age, people are very fond of "how to" tapes. Friends and relatives almost always appreciate instructional tapes.
4. Videos (or DVDs).
    - a. Most people are receptive to receiving such materials from people they know and trust, and for the most part will appreciate it.

- b. Further, tapes and CDs are less an infringement on one's time (as opposed to books, etc.) because they can be listened to in one's vehicle, while jogging, while cleaning the house, etc.
- c. Music is the "universal language."
- d. When you hear a sermon that particularly moves you or feel will benefit a friend, obtain a tape (if possible) and present it to them.
- e. In the information age, people are very fond of "how to" tapes. Friends and relatives almost always appreciate instructional tapes.

5. **Websites.**

- a. While the Internet has been a "tool for the Devil," it is still one of the best tools for Christians, as well.
- b. Do NOT direct them to controversial sites that may be of interest to you but only serve to confuse them. The key is looking for sites that will predispose them for the Gospel at some later point.

6. Catalogues.

7. Magazine and Newspaper Articles.

- a. In these days of "skyscraper attacks and sniper shootings," people are interested in what religious people have to say or how events tie in to what Christians refer to as "the last days."
- b. There are many events unfolding today that would have sounded like fiction even five years ago, so many people are giving the Christian world-view a listen, if not even a chance.
- c. Take a chance and give information away that will help the cause of leading people to Christ.

8. **Conversational** Information.

- a. While this requires discernment, patience, and love, no method of communication is better than good old-fashioned person-to-person conversation!
- b. Pray daily that God will open up doors in your conversations and that you will recognize those opportunities when they arise. Just planning "ahead of time" will make a world of difference in your effectiveness in your

daily conversations.

- c. Almost any topic (including sports and news) can be used as an introduction into spiritual matters. Try it; it just may work.

9. Referral Information.

- a. Sometimes people have questions or needs that go way beyond your ability to help them. In such rare times, refer them to your pastor, a counselor, or another believer who is better prepared to handle such cases.
- b. Your friend will appreciate it. Nothing is worse than trying to act as if you have “all the answers.” The best thing is to defer to someone else. In this way, everyone wins.

C. Prepare for Soul-Winning Through Event Evangelism. Luke 14:23.

*And the lord said unto the servant, Go out into the highways and hedges, and compel them to come in, that my house may be filled.*

- a. Sometimes people have questions or needs that go way beyond your ability to help them. In such rare times, refer them to your pastor, a counselor, or another believer who is better prepared to handle such cases.
- b. Your friend will appreciate it. Nothing is worse than trying to act as if you have “all the answers.” The best thing is to defer to someone else. In this way, everyone wins.

D. Prepare for Soul-Winning Through Meeting Needs. Mat. 25:40.

*And the King shall answer and say unto them, Verily I say unto you, Inasmuch as ye have done it unto one of the least of these my brethren, ye have done it unto me.*

E. Community Presence. John 17:18.

*As thou hast sent me into the world, even so have I also sent them into the world.*

1. Remember, that in the “shadow of your steeple” people are dying!
2. Do your best to get your church involved in community activities, and to host activities at which the community feels welcomed and comfortable.

**EXAMPLE ONE:**

“Bloomfield Harvest Fest.”

## EXAMPLE TWO:

“Tract-Or-Treat.”

## II. **GETTING READY FOR SOUL-WINNING REQUIRES PRACTICALITY.**

- A. To Get Ready for Soul-Winning You Must Consider Your **Personal** Walk with God. Matt. 5:16.

*Let your light so shine before men, that they may see your good works, and glorify your Father which is in heaven.*

1. First, the lack of personal holiness in Christians diminishes the **credibility** of the claims of Christianity.
2. Another reason the lack of personal holiness hinders witnessing is that it diminishes the **confidence** of the would-be soul-winner.

- B. To Get Ready for Soul-Winning You Must Consider **Prayer** and Evangelism. Luke 10:2.

*Therefore said he unto them, The harvest truly is great, but the labourers are few: pray ye therefore the Lord of the harvest, that he would send forth labourers into his harvest.*

1. First, make a prayer **list**.
2. Second, pray for everyone on your list at least **twice** a day.
3. Third, **share** your list (first names, only, when appropriate) with fellow prayer-warriors and soul-winners.

- C. To Get Ready for Soul-Winning You Must Consider Building a “**Prospect**” List.

### ***PRACTICAL HELP....:***

There were essentially three types of “prospects”:

1. Prospects (either “hot” or “warm”);
2. Suspects; and
3. Ejects.

“Hot” prospects are people who seem at the very edge of giving in to Christ.

“Warm” prospects are your friends, family, and colleagues who have "progressed" in their interest in Christ.

“Suspects” are people who don't totally resist you and your message, but neither do they seem to encourage you.

Finally, “ejects” are people in your life who show absolutely no interest, and perhaps have a little hostility toward, the things of Christ.

D. To Get Ready for Soul-Winning You Must Consider Writing Your Story So You Can Tell Your Story.

1. First, while you may not be a theologian or a Bible scholar, you know what happened to you.
2. Second, we have a tendency to influence those who are similar to ourselves.
3. Finally, telling your story makes the Gospel more real- more relevant.

### ***APPLICATION:***

1. What relationships are you currently cultivating with soul-winning in mind?
2. Who can you begin doing this with?
3. Do you know how to effectively disseminate information that will help people come to Christ?
4. What kind of needs are you meeting in people's lives?
5. What is your involvement in your community?
6. What is your neighbor's name?
7. When was the last time you invited someone to church or other event that exposed her to the gospel?
8. How is your personal walk with God?
9. Have you prayed for someone's salvation recently?

10. Have you ever written your testimony out? Have you shared your testimony with someone recently?