

WINNING AT WHAT MATTERS MOST
If You Are Not Winning Souls Than You're Not Winning!
Part One: Preliminary Issues
Message Five: The *Reality* of Soul-Winning- The Presentation
Dr. Greg Tyree, BBC, AM, June 5, 2005

INTRODUCTION:

Prov. 11: 30, 31:

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

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

1. **The U-Turn Principle:** People won't u-turn unless you turn! That is, people won't repent unless you live what you say.
2. **The 7-Eleven Principle:** While witnessing for Christ may not be a "24-seven" pursuit, it is an "almost-all-the-time, everyday" mandate.
3. **The Sweepstakes Principle:** You can't win the sweepstakes if you don't enter; likewise, you can't lead people to Christ (win at what matters most) if you don't try!

This series looks like this:

Part One: Preliminary Principles (finished)

Part Two: Presentation Principles (beginning today)

Part Three: Problem Principles

Part Four: Power Principles

PROPOSITION: There are ten considerations we must make when presenting the plan of salvation to lost people.

I. RECOGNIZING WHEN SOMEONE IS READY TO RECEIVE CHRIST.

- A. Immediate Crisis
- B. Elevated Sensitivity
- C. Increased Interest
- D. Presence of Conviction
- E. Direct Approach

II. SETTING THE STAGE TO LEAD SOMEONE TO CHRIST.

A. Location of Counseling

- 1) First, make sure the location is quiet.
- 2) Next, try to counsel where there are minimal visual distractions.
- 3) Finally, choose a location that is comfortable for the counselee (person receiving Christ).

B. Seating of Counseling

- 1) Make sure the counselee is comfortable.
- 2) Arrange the seating so that you are “next to” the counselee, but not too close.
- 3) Finally, sit in such a way that your counselee can see the Bible as you read various texts.

C. Materials Necessary

If you are able to plan in advance (which is often the best case scenario), make sure you have...

- 1) A Bible (preferably a large print one)
- 2) Some facial tissues (crying is always a good sign!)
- 3) Some blank lineless paper (for your illustrations you will learn later)

- 4) A pen or two, any tracts or guidelines you may need (with the plan of salvation)
- 5) An extra Bible (to give to the counselee)
- 6) A couple of breath mints in your pocket or purse (for you, not them!).

D. Safe Environment

E. “Green Light”

III. WHERE TO BEGIN IN LEADING SOMEONE TO CHRIST.

A. Begin at the Beginning

B. Have a “Plan” (Romans Road, Four Spiritual Laws, etc.)

Romans Road looks like this:

- 1) Everyone Has Sinned (Rom. 3:10-23).
- 2) Sin Brings Physical and Spiritual Death (Rom. 6:23).
- 3) God Provided a Way of Salvation through Christ’s Death (Rom. 5:8).
- 4) God’s Goodness Leads to Repentance [Godly Sorrow] (Rom. 2:4).
- 5) Belief (Faith) in the Risen Savior Results in Salvation from Sin (Rom. 10:9).
- 6) Call Upon the Name of the Lord and be Saved (Rom. 10:13).
- 7) You can be Sure that Salvation is “Permanent” (Rom. 6:10, 11).

C. Don’t Forget Your Story

D. Ask Them Their Story

IV. QUESTIONS TO ASK WHEN LEADING SOMEONE TO CHRIST.

A. What is Your Church Background?

B. What Do You Believe About the Bible?

C. Why Are You Interested in Salvation?

D. Why Should God Let You (or Anyone) Into Heaven?

E. Will You Let Me Show You How to Go to Heaven?

V. *ILLUSTRATIONS TO USE WHEN LEADING SOMEONE TO CHRIST.*

A. The Ladder

B. The Bridge

C. The Heart of Man

VI. *OBJECTIONS TO OVERCOME WHEN LEADING SOMEONE TO CHRIST.*

A. How Do I Know the Bible Is True?

1) Manuscript evidence.

2) Archaeological evidence.

3) Historical evidence.

4) Internal evidence.

B. How Can I Be Sure the Miracles in the Bible Are Not Just Metaphors?

C. How Can Christianity Claim to Be the Only Way to Heaven?

D. What about the Problem of Evil?

E. What about the Problem of Pain?

F. Isn't Hell Just the Grave?

G. Can't I be Saved in the Next Life?

H. What About Those Who Have Never Heard?

I. A Christian Hurt Me.

J. I Have Done So Much Wrong that I am Afraid that God Cannot Forgive Me.

- K. How Can God Allow Anyone to Go to Hell?
- L. I Can't Live the Way God Wants Me To.
- M. How Can I Believe the Resurrection of Jesus was a Real Event?
- N. There are Too Many Hypocrites in the Church.
- O. I have Plenty of Time to Worry About Getting Saved. James 4:14; Psalm 27:1.
- P. I do not believe in God (or, I do not believe that God exists).

VII. THE ULTIMATE QUESTION IN LEADING SOMEONE TO CHRIST.

- A. What are you going to do about Jesus?
- B. Would you like to invite Christ to be your Lord and Savior right now?
- C. Is there anything that is hindering you from opening your life and heart to Christ right now?

VIII. WHAT DOES IT MEAN TO "RECEIVE CHRIST"?

- A. Understand that the Fall of Man Affects Everyone
- B. Acknowledge Your Own Sin
- C. Consider the Penalty of Your Own Sin
- D. Believe that Jesus Took Your Punishment for Sin
- E. Believe that Jesus is the Sinless Son of God
- F. Confess Jesus as the Resurrected Lord
- G. Repent of Your Sins
- H. Prayerfully Invite Jesus into Your Life to be Your Lord and Savior

IX. CONCLUDING THE PRESENTATION OF THE PLAN OF SALVATION.

A. Assurance of Salvation

- 1) First, there is the Scriptural evidence of “eternal security” (see the section on eternal security in Chapter One).
- 2) Second, you may want to write the date, place and time of the new believer’s conversion in the front of his Bible (if he does not have one, give him one).
- 3) Finally, encourage your new brother in Christ to call you whenever he may feel discouraged or have doubts about his salvation.

B. Questions and Concerns

C. Invitation for Accountability

D. Give Them a Bible

X. *WORDS OF ENCOURAGEMENT FOR THE NEW BELIEVER.*

A. You Are on Your Way to Heaven

B. You Will Be Tempted but Remember Your Faith in Christ

C. This is Only the Beginning