

SOUL-WINNER TRAINING

Form believers who understand the gospel, love people, depend on the Holy Spirit, present Christ clearly, and learn to walk alongside others until they also can reach others.

“I planted, Apollos watered, but God gave the increase.”

The ultimate goal is not to produce quick decisions, but to present Christ faithfully and help form disciples who make disciples. 2 Tim 2:1–2

We do not save anyone.

We are witnesses and messengers.

The gospel is the power of God; the Spirit convicts; God gives the increase.

Our responsibility is to obey, speak the truth, love people, and persevere.

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Before learning what to say, we must learn to see people as Christ sees them.

Objective: Cultivate compassion, urgency, and love for the lost without turning evangelism into pressure or competition.

Jesus did not look at the multitudes as numbers. He saw people who were weary, scattered, and in need of a Shepherd. True evangelistic work begins when the love of Christ changes the way we look at people. A soul winner does not first ask, “How can I get a decision?” He asks, “How can I be faithful to Christ and serve this person with the truth?”

Biblical compassion does not remove the truth. Precisely because we love, we speak about sin, judgment, the cross, the resurrection, and the need for repentance and faith. But we speak as people who also needed mercy. We are not above the sinner; we are sinners saved by grace.

PRINCIPLES TO REMEMBER

- The mission is born from the love of Christ, not from a desire to feel spiritual.
- Seeing the need should move us to pray and to go.
- True compassion does not hide the difficult parts of the gospel.
- The person in front of us is worth more than our comfort, hurry, or fear.

A doctor who loves a patient is not cruel for telling the truth about the diagnosis. It would be cruel to hide it. In the same way, Christian love joins tenderness with truth.

PERSONAL APPLICATION

- Ask God to show you whom you have stopped seeing as an eternal soul.
- Write down the names of three people for whom you will pray this week.
- Examine whether your fear of rejection weighs more than your love for Christ and your neighbor.

PAIR OR GROUP PRACTICE

With a partner, practice explaining in 60 seconds why you share the gospel: not to argue, but because Christ loved you and sent you as a witness.

QUESTIONS FOR DISCUSSION

1. What did Jesus see in the multitudes that the disciples could overlook?
2. What is the difference between compassion and sentimentalism?
3. Whom am I avoiding because of fear, prejudice, or discomfort?

OBEDIENCE ASSIGNMENT Pray daily for three people and look for one concrete opportunity to speak with one of them about his or her relationship with God.

Memory Text: 2 Corinthians 5:14 — “For the love of Christ compels us.”

The messenger is not the gospel, but his life can adorn the message or hinder it.

Objective: Understand the relationship between testimony, holiness, humility, restitution, and evangelism.

We do not need to be perfect in order to witness; if we did, no one could speak of Christ. But we must live in repentance, honesty, and obedience. A contradiction tolerated in secret eventually weakens our confidence, our relationships, and our testimony.

Holiness does not give us power to save. However, a clean conscience allows us to speak with freedom. If we have offended someone, we should ask forgiveness. If we owe something, we should make it right. If we are holding on to a known sin, we should not cover it with religious activity. The soul winner learns to walk in the light.

PRINCIPLES TO REMEMBER

- Credibility does not replace the gospel, but hypocrisy can give someone an excuse to reject it.
- Humility causes the witness to confess his failures instead of defending his image.
- Holiness includes the use of money, the phone, words, sexuality, family life, and the way we treat others.
- Do not wait until you feel worthy; depend on grace and obey.

A dirty lamp may still have light, but the dirt reduces what others can see. The goal is not to admire the lamp, but to let the light be visible.

PERSONAL APPLICATION

- Ask: Is there anything I know I need to confess, abandon, or correct?
- Review the way you speak about other people. A gossiping witness contradicts his message.
- Ask a mature believer to point out an area that could damage your testimony.

PAIR OR GROUP PRACTICE

Practice giving your personal testimony without exalting yourself: what your condition was, how you came to understand the gospel, and what Christ is doing in your life now.

QUESTIONS FOR DISCUSSION

1. Why should we not wait for perfection before witnessing?
2. What “respectable” sins frequently damage a testimony?
3. What should a believer do when someone reminds him of a real failure?

OBEDIENCE ASSIGNMENT Make one concrete correction this week: ask forgiveness, return something, fulfill a promise, cut off a practice, or seek spiritual help.

Memory Text: Philippians 2:15–16 — Shine “as lights in the world, holding fast the word of life.”

We cannot clearly explain a gospel that we understand confusedly.

Objective: Learn a simple biblical structure: God, sin, Christ, and response.

The gospel is not simply “God loves you,” “come to church,” or “Jesus can help you.” It is the good news of what God has done in Christ to save sinners. It must answer fundamental questions: Who is God? What is wrong with us? Who is Jesus Christ? What did He do? How should we respond?

A clear presentation can vary in length, but it must not lose the center. A person needs to know the holy Creator God, recognize his sin and guilt, understand who Christ is and what He did in the cross and resurrection, and be called to repent and believe.

PRINCIPLES TO REMEMBER

- **GOD:** Holy, just, and good Creator, with authority over us.
- **SIN:** Real rebellion that produces guilt; not merely mistakes or problems.
- **CHRIST:** Truly God and truly man; He died for sinners and rose again.
- **RESPONSE:** Repentance and faith; abandoning confidence in ourselves to receive Christ as Lord and Savior.

A useful map must show the starting point, the problem, the destination, and the way. If an essential part is missing, a person may end up somewhere else. The same is true of an incomplete presentation of the gospel.

PERSONAL APPLICATION

- Explain the gospel in four words: God, sin, Christ, response.
- Avoid expressions that promise that all problems will disappear when a person believes.
- Do not make your personal testimony the center. Christ is the center.

PAIR OR GROUP PRACTICE

In pairs, one person has three minutes to explain the gospel using the four words. The other listens and then identifies what was clear and what was missing.

QUESTIONS FOR DISCUSSION

1. What is the difference between giving Christian advice and proclaiming the gospel?
2. What part is often omitted because of fear of offending?
3. How can we be simple without being superficial?

OBEDIENCE ASSIGNMENT Write your own 150–200 word presentation of the gospel. Read it aloud and remove any unnecessarily religious word that an unbeliever would not understand.

Memory Text: Romans 1:16 — The gospel “is the power of God to salvation.”

LESSON 4 THE CONDITION OF MAN Rom 3:10–23; John 3:19–20; Eph 2:1–3

To value grace, we must understand the seriousness of sin.

Objective: Learn to speak about sin in a biblical, personal, and humble way, without insulting people or minimizing sin.

Many evangelistic conversations become weak because we speak of Jesus as the solution before explaining the problem. The Bible describes man not only as wounded, but guilty; not only confused, but separated from God. This does not mean that every person is as bad as he could possibly be, but that sin has affected our whole being and leaves us unable to justify ourselves before God.

Speaking about sin does not mean attacking the person. It means opening God's law and truth as a mirror, beginning with ourselves: "all have sinned." The same sentence that reaches the listener reached us as well.

PRINCIPLES TO REMEMBER

- Define sin in relation to God, not merely by its social consequences.
- Use the conscience and Scripture; you do not need to turn the conversation into a list of scandals.
- Include yourself: "we," "all," "I also needed forgiveness."
- The goal is not to win an argument, but to help the person see his need for Christ.

A man who thinks he has only a small stain will not understand why he needs to be rescued. The gospel becomes precious when we see the depth of the problem Christ came to solve.

PERSONAL APPLICATION

- Ask respectfully: "How do you think a person can be right with a perfectly holy God?"
- Use Romans 3:23 to show a universal condition, not a group that is "worse."
- Avoid pointing to cultural sins as though your own sins were small.

PAIR OR GROUP PRACTICE

Practice a conversation in which a person says, "I am a good person; I have never done anything very bad." Respond with questions, Scripture, and humility.

QUESTIONS FOR DISCUSSION

1. Why can comparing our lives with other people hide our guilt?
2. What is the difference between the consequences of sin and guilt before God?
3. How can we speak about judgment without harshness or embarrassment about the message?

OBEDIENCE ASSIGNMENT Have a conversation this week in which you ask at least two questions about the person's view of God, sin, and guilt.

Memory Text: Romans 3:23 — "For all have sinned and fall short of the glory of God."

Christianity does not rest on a philosophy, but on Jesus Christ: who He is and what He did.

Objective: Learn to present clearly the identity of Christ, His substitutionary death, and His resurrection.

It is not enough to say that Jesus was a great teacher. The gospel depends on who He is. The eternal Son became man. He lived without sin, died for sinners, and truly rose again. The cross was not an accident or merely an example of love; there Christ bore the judgment our sins deserved.

The resurrection is not a final detail. It declares Christ's victory, confirms His identity, and makes it impossible to reduce the gospel to moral teaching. Our message is Christ crucified and risen.

PRINCIPLES TO REMEMBER

- Present Jesus as Lord, not merely as a helper.
- Explain “for us”: substitution, guilt, forgiveness, and reconciliation.
- Do not separate the cross from the resurrection.
- Avoid presenting Jesus as the property of one nation, race, or culture. He is the Creator and Savior proclaimed for all nations.

If an enormous debt is paid by someone else, the decisive question is not how much emotion the news produced, but whether the debt was truly satisfied. At the cross, Christ did what we could not do.

PERSONAL APPLICATION

- Practice explaining the cross without using only memorized phrases.
- Answer in one sentence: “Why did Jesus have to die?”
- Answer: “What changes if Jesus truly rose from the dead?”

PAIR OR GROUP PRACTICE

In pairs, one person asks: “Why can’t God simply forgive without the cross?” The other responds by emphasizing holiness, justice, love, and substitution.

QUESTIONS FOR DISCUSSION

1. What does the gospel lose if Jesus is only a teacher?
2. Why is the resurrection essential?
3. How would you answer: “Jesus is the God of another culture”?

OBEDIENCE ASSIGNMENT Share with someone this week a brief explanation of who Jesus is and why His death and resurrection are good news for every person.

Memory Text: 1 Peter 3:18 — Christ “suffered once for sins ... that He might bring us to God.”

The response to the gospel is not a work to earn salvation; it is turning to God while trusting in Christ.

Objective: Distinguish repentance and faith from emotion, religion, outward reform, or repetition of words.

Jesus called people to repent and believe. Repentance does not mean first cleaning up one's life in order to deserve Christ, nor does it simply mean feeling bad. It is a change of mind and direction toward God: abandoning the defense of sin, self-confidence, and idols in order to turn to Him.

Faith is not merely accepting that certain facts are true. It is personally trusting Christ. A person stops leaning on his merits, religion, family, culture, works, or sincerity and rests in the sufficient work of Jesus.

PRINCIPLES TO REMEMBER

- Do not confuse a repeated prayer with saving faith.
- Do not make “going forward,” raising a hand, or signing a card the condition of salvation.
- We can clearly invite: “Repent and believe in the Lord Jesus Christ.”
- After a profession of faith, look for fruit and understanding, not assurance based only on a date or formula.

Trusting a bridge means putting your weight on it. Knowing the bridge exists is not the same as resting on it. Saving faith stops leaning on self and rests on Christ.

PERSONAL APPLICATION

- Ask yourself: Am I explaining a biblical response, or am I merely trying to get the person to repeat my words?
- Learn to allow time for questions and for the person to express in his own words what he understands.
- Do not be afraid to leave a conversation open if confusion remains.

PAIR OR GROUP PRACTICE

Practice two scenarios: a very emotional person who wants to “do something” quickly, and a religious person who trusts in good works. Guide both of them to Christ.

QUESTIONS FOR DISCUSSION

1. What is the difference between remorse and repentance?
2. What does it mean to trust Christ instead of trusting ourselves?
3. Why can it be dangerous to assure a person too quickly that he is “already saved”?

OBEDIENCE ASSIGNMENT Prepare three questions to check understanding: who Jesus is, what He did for our sins, and what the person is trusting in to be accepted by God.

Text: Acts 20:21 — “Repentance toward God and faith toward our Lord Jesus Christ.”

Evangelism is a spiritual work; our techniques cannot produce the new birth.

Objective: Develop real dependence on the Holy Spirit through prayer and faithful use of the Word.

We can learn to communicate better, but no human skill can open a spiritually dead heart. The Holy Spirit convicts of sin and points to righteousness and judgment. The Word of God provides the content, and the Spirit uses the truth. That is why we pray before, during, and after we speak. Dependence does not mean passivity. The disciples prayed and then spoke with boldness. Good preparation does not contradict dependence on the Spirit; preparation becomes dangerous when our confidence rests in it.

PRINCIPLES TO REMEMBER

- Pray for open doors and clear words.
- Use Scripture; do not depend only on personal arguments.
- Ask the Spirit for self-control, love, and courage—not impulsiveness.
- After the conversation, keep praying even when you do not see immediate results.

The farmer works the soil, plants, and waters, but he cannot command the seed to have life. There is real work to do, but the growth belongs to God.

PERSONAL APPLICATION

- Make a list of five people and pray for them by name.
- Before going out to evangelize, read a passage from a Gospel and ask God to shape your attitude through it.
- After a difficult conversation, pray instead of becoming discouraged or angry.

PAIR OR GROUP PRACTICE

As a group, pray for specific names and then practice an explanation of the gospel using at least two Scripture passages without turning the conversation into a chain of references.

QUESTIONS FOR DISCUSSION

1. What does dependence on the Spirit look like in practice?
2. What is the difference between using the Bible and throwing out verses without listening?
3. How do we avoid trusting our personality or experience?

OBEDIENCE ASSIGNMENT Spend ten minutes each day this week praying specifically for opportunities, courage, clarity, and the work of the Spirit in specific people.

Memory Text: Acts 1:8 — “You shall receive power ... and you shall be witnesses to Me.”

A good witness not only knows how to speak; he learns to listen and ask questions that uncover what a person really believes.

Objective: Learn to begin, listen, ask, answer, and naturally turn the conversation toward Christ.

Jesus asked questions and responded to the person in front of Him, not to an imaginary conversation. Questions reveal trust, wounds, religion, guilt, confusion, and false securities. Listening does not mean approving everything; it means respecting the person enough to understand before answering.

The best evangelistic conversations often move from everyday matters to spiritual matters. A simple question can open a door: “Do you have any beliefs about God?” “What do you think happens after death?” “What are you trusting in as your hope of being right with God?”

PRINCIPLES TO REMEMBER

- Listen to understand, not merely to wait for your turn.
- Avoid questions that sound like traps.
- Do not interrupt a painful story in order to force your outline.
- Look for the bridge toward God, sin, Christ, and response.

Proverbs compares the counsel of the heart to deep water. A wise question can be like a container that draws to the surface what was hidden.

PERSONAL APPLICATION

- Memorize five open-ended questions.
- Practice restating in your own words what you heard: “So, if I understand you correctly...”
- Learn to ask permission: “May I share what the Bible helped me understand about that?”

PAIR OR GROUP PRACTICE

In pairs, talk for five minutes. During the first two minutes, you may not preach; only listen and ask questions. Then connect one answer with the gospel.

QUESTIONS FOR DISCUSSION

1. What signs show that we are not listening?
2. What questions might reveal whether a person is trusting in religion, works, or indifference?
3. How can we return to Christ when the conversation drifts?

OBEDIENCE ASSIGNMENT Begin three spiritual conversations this week using a genuine question, and write down what you learned about each person before explaining anything.

Text: Colossians 4:6 — “Let your speech always be with grace ... that you may know how you ought to answer each one.”

An objection is not always final rejection; it can be a window for discovering what keeps a person from considering Christ.

Objective: Learn to respond with gentleness, distinguish real questions from evasions, and avoid confusing the gospel with a culture.

Some people say: “That is the religion of another country,” “my family has always believed something else,” “all religions are the same,” “the church is full of hypocrites,” or “if God exists, why does He allow suffering?” Not all of these statements function in the same way. Some are sincere questions; others protect a decision the person does not want to examine.

Our response should not be defensive. We can acknowledge a real difficulty, ask another question, and return to the claims of Jesus. Christianity does not ask someone to accept Christ because He is Western, Eastern, Latin, or foreign. It asks: **Who is Jesus? Did He die for sinners? Did He rise again?** If His claims are true, geography cannot decide whether we should believe Him.

PRINCIPLES TO REMEMBER

- Respond to the person, not only to the objection.
- Ask: “If I could answer that question, would you be willing to consider what Christ claims?”
- Admit when you do not know something; offer to investigate without pretending certainty.
- Do not ridicule other religions or cultures. Show why Christ is unique.

A curtain can hide a window for different reasons: privacy, fear, or simply habit. Tearing it down violently does not help. First we need to know what is behind it, and then let the light come in.

PERSONAL APPLICATION

- Prepare brief answers for five common objections.
- Avoid the phrase: “That makes no sense.” Better say: “Help me understand why you think that.”
- Move the conversation from religion in general to the historical person of Jesus Christ.

PAIR OR GROUP PRACTICE

Role play: 1) “Jesus is the God of Americans.” 2) “I was born into this religion and I cannot change.” 3) “There are too many hypocrites.” Respond respectfully and return to Christ.

QUESTIONS FOR DISCUSSION

1. What is the difference between defending the gospel and defending our culture?
2. When can an objection be an evasion?
3. Why is it valid to say, “I don’t know”?

OBEDIENCE ASSIGNMENT Write a 4–6 sentence response to the objection you encounter most often. Include a question that invites the person to continue the conversation.

Text: 1 Peter 3:15 — Be “ready to give a defense ... with meekness and fear.”

**We can plead with urgency without manufacturing decisions.
Conversion is the work of God, not the result of human pressure.**

Objective: Learn to give a clear, serious, biblical invitation without using human fear, social shame, or false promises.

Paul pleaded with people to be reconciled to God. Urgency is biblical. But urgency is not manipulation. Jesus did not hide the cost of discipleship in order to keep the crowds. At times people walked away, and He did not lower the truth to prevent it.

The soul winner must resist the temptation to measure his value by the number of raised hands or reported decisions. Our goal is a true response to Christ. We can ask directly whether the person is ready to repent and trust Him. If the answer is no, we continue to show love and leave the door open.

PRINCIPLES TO REMEMBER

- Clearly explain what Christ is asking.
- Do not use group pressure, music, fatigue, or shame as substitutes for conviction.
- Do not promise prosperity, healing, or freedom from problems as the normal condition of believing.
- A conversation that ends with “not yet” can still be a faithful conversation.

We do not help a plant grow faster by pulling it upward; we damage it.
We can cultivate, water, and care for it, but the growth must be real.

PERSONAL APPLICATION

- Learn a simple invitation: “In light of what we have seen, is there anything keeping you today from turning to God and trusting Christ?”
- If there is confusion, explain again; do not push.
- If the person wants to pray, let him express in his own words what he understands and what he is asking God for.

PAIR OR GROUP PRACTICE

Practice three responses: “yes, I want to believe”; “I am not ready”; “I think I am already a Christian because I was baptized.” In each case, ask questions before stating conclusions.

QUESTIONS FOR DISCUSSION

1. What is the difference between biblical persuasion and manipulation?
2. Why can numbers become a temptation?
3. How can we maintain urgency if the person does not respond that day?

OBEDIENCE ASSIGNMENT Review a way of presenting the gospel that you have used before. Identify any phrase that could create unbiblical assurance or a promise God has not made.

Memory Text: 2 Corinthians 5:20 — “We implore you on Christ’s behalf, be reconciled to God.”

The Great Commission does not end with a profession of faith; it commands us to make disciples.

Objective: Learn a simple plan for immediate follow-up and basic formation.

A new believer needs to learn to walk with Christ: read the Word, pray, obey, gather with the church, understand baptism, fight sin, confess his faith, and serve. If we leave a new believer alone after a decision, we have confused the beginning with the goal.

Follow-up should not create permanent dependence on the teacher. From the beginning we teach the new believer to go directly to the Word, seek the Lord, and live in the body of Christ. The discipler walks alongside, explains, models, and then helps the disciple do the same with others.

PRINCIPLES TO REMEMBER

- Obtain contact information when appropriate and agreed upon.
- Follow up soon, not weeks later.
- Teach basic habits before moving into secondary subjects.
- Connect the believer with a biblical local church and real Christian relationships.

A healthy newborn needs food, protection, and relationship. Celebrating the birth and then abandoning the baby would be unthinkable. Spiritual new birth also requires care.

PERSONAL APPLICATION

- Prepare a first 30–45 minute meeting: assurance based on Christ and His Word, prayer, Bible reading, and next steps.
- Avoid trying to solve every question in one session.
- Give small assignments that teach obedience, not merely information.

PAIR OR GROUP PRACTICE

In pairs, design the first four meetings with a new believer. Each meeting should include Bible, prayer, application, and one act of obedience.

QUESTIONS FOR DISCUSSION

1. What dangers come from failing to follow up?
2. How can we keep the disciple from becoming too dependent on us?
3. What subjects should be taught first, and which can wait?

OBEDIENCE ASSIGNMENT Choose one person whom you have already evangelized or discipled and take one concrete next step: call, visit, read a passage together, or invite the person to meet.

Text: Matthew 28:20 — “Teaching them to observe all things that I have commanded you.”

Faithfulness in the mission is measured in years of obedience, not only in moments of enthusiasm.

Objective: Form a lifestyle of evangelism, prayer, discipleship, and reproduction.

There will be conversations in which the person does not want to listen, seasons with little visible fruit, and moments when fear returns. Perseverance comes from remembering whom we serve. We have been approved by God to be entrusted with the gospel; we do not speak in order to please men.

The mature soul winner stops thinking only, “I evangelize,” and begins to think, “Whom am I preparing to evangelize?” Paul taught Timothy to commit the truth to faithful men who would be able to teach others also. That multiplication turns an activity into a culture of mission.

PRINCIPLES TO REMEMBER

- Do not interpret the lack of immediate results as failure.
- Evaluate faithfulness: prayer, sowing, clarity, love, follow-up, and obedience.
- Go with others; do not make evangelism a specialty of a few.
- Train every new believer to tell the gospel and his testimony.

A torch best fulfills its purpose when it lights another without losing its own flame.
A faithful disciple does not only shine; he helps others shine.

PERSONAL APPLICATION

- Establish a realistic rhythm: people you pray for, weekly conversations, and follow-up time.
- Keep a simple record in order to learn, not to boast.
- Invite a younger believer to go with you.

PAIR OR GROUP PRACTICE

Each participant presents the gospel in five minutes. Then the group gives feedback in three areas: biblical clarity, treatment of the person, and the call to respond.

QUESTIONS FOR DISCUSSION

1. What causes me to abandon or postpone evangelism?
2. How can we measure faithfulness without becoming obsessed with numbers?
3. Whom am I training so that he or she can also train someone else?

OBEDIENCE ASSIGNMENT Make a 30-day commitment: daily prayer for specific people, at least one evangelistic conversation each week, and one discipleship or training meeting with another person.

Text: Gal 6:9 — “Let us not grow weary while doing good ... for in due season we shall reap.”

PRACTICAL APPENDICES

A. THE GOSPEL IN FIVE MINUTES

This outline is not a rigid formula. Use it as a guide to make sure the center of the message remains biblical and clear.

1. GOD — Genesis 1:1; Acts 17:24–28

God is our Creator. He is holy, good, and just. We belong to Him and are accountable before Him.

2. OUR SIN — Romans 3:23; 6:23

We have all sinned and stand guilty before God. We cannot erase our guilt through good works, religion, or sincerity.

3. JESUS CHRIST — John 1:14; 1 Corinthians 15:3–4; 1 Peter 3:18

The Son of God became man, lived without sin, died for sinners, and rose again. He did what we could not do.

4. THE RESPONSE — Mark 1:15; Acts 20:21

God commands us to repent and believe in Christ. We stop trusting ourselves and rest in Him.

5. THE CALL — 2 Corinthians 5:20

Ask: “What is keeping you today from turning to God and trusting Jesus Christ?” Listen to the answer. Clarify doubts. Do not manipulate.

B. TEN USEFUL QUESTIONS FOR CONVERSATIONS

1. Do you have any beliefs about God?
2. What do you think happens after death?
3. What do you think God expects from us?
4. If God is perfectly holy, how can a guilty person be right with Him?
5. What are you trusting in as your hope of being accepted by God?
6. Who is Jesus Christ to you?
7. What do you understand about the cross?
8. What do you think the resurrection of Jesus means?
9. If you discovered that what Jesus claimed is true, would you be willing to follow Him even if it contradicted your tradition?
10. Is there anything specific keeping you from considering Christ today?

Do not use these questions as an interrogation. Choose one or two, listen to the answer, and allow the conversation to move forward naturally.

C. FIVE SCENARIOS FOR PRACTICE

The Good Person

"I treat people well. I do not think God would condemn me."

Goal: explain holiness, universal sin, and grace without arguing about who is worse.

The Religious Person

"I already have my religion and I do many good works."

Goal: distinguish works, religion, and trust in Christ.

The Cultural Barrier

"Jesus is from another culture; we have our own gods or traditions."

Goal: move the conversation to Christ's identity and universal claims.

Hurt by the Church

"I have known hypocritical Christians; I want nothing to do with that."

Goal: acknowledge real wrong, do not defend it, and distinguish Christ from the failures of His followers.

Interested but Not Ready

"I understand what you are saying, but I do not want to change my life right now."

Goal: maintain urgency, show the cost, and leave the door open without manipulation.

D. THE FIRST SEVEN FOLLOW-UP MEETINGS

1. What happened when I believed?: Salvation by grace, identity in Christ, and assurance based on God's promise rather than emotions.

2. How to read the Bible: Begin with a Gospel; observe, understand, apply, and obey.

3. How to pray: Adoration, confession, gratitude, petition, and dependence.

4. The fight against sin: Confession, replacement, wise boundaries, help from other believers, and the power of the Spirit.

5. The church and baptism: Belonging to the local body, teaching, fellowship, the Lord's Supper, service, and baptism.

6. How to share the gospel: Tell your testimony and explain God—sin—Christ—response.

7. How to make another disciple: Pray for one person, begin a conversation, teach what you have learned, and walk alongside another person.

E. 30-DAY CHALLENGE

- Pray daily for five people by name.
- Read a passage from the Gospels each day, asking: What do I see about Christ, and what must I obey?
- Have at least one spiritual conversation each week.
- Present the complete gospel at least once each week when God opens the door.
- Accompany another believer in an evangelistic conversation or outreach.
- Follow up with someone with whom you have already spoken.
- At the end of each week, review: What did I learn? Where was I afraid? What must I correct? For whom will I keep praying?

F. SIMPLE PRAYER AND EVANGELISM RECORD

[illegible]

FINAL GOAL

We do not simply want more people who know how to “give a plan.”
We want disciples who love Christ, know the gospel, walk in holiness,
depend on the Spirit, speak with grace, persevere, and prepare others to do the same.

PERSONAL EVALUATION OF THE SOUL WINNER

- | | | | |
|-------------------------------------|--|---|---|
| ☐ Yes | ☐ In process | ☐ I need help | Can I explain the gospel clearly in five minutes? |
| ☐ Yes | ☐ In process | ☐ I need help | Can I explain why sin is serious without speaking with superiority? |
| ☐ Yes | ☐ In process | ☐ I need help | Can I explain who Jesus is and why He died and rose again? |
| ☐ Yes | ☐ In process | ☐ I need help | Can I distinguish repentance and faith from emotion or ritual? |
| ☐ Yes | ☐ In process | ☐ I need help | Do I pray consistently for specific people? |
| ☐ Yes | ☐ In process | ☐ I need help | Do I know how to listen and ask questions before answering? |
| ☐ Yes | ☐ In process | ☐ I need help | Can I handle objections with gentleness? |
| ☐ Yes | ☐ In process | ☐ I need help | Do I avoid manipulating decisions? |
| ☐ Yes | ☐ In process | ☐ I need help | Am I following up with someone? |
| ☐ Yes | ☐ In process | ☐ I need help | Am I training another person to evangelize? |

My next step of obedience:

Name of one or two persons I am going to train:
