

Outline On

# Soul-Winning



**by Arthur M. Ogden**

© 1998 Alex D. Ogden ! All rights reserved

# Preface

Beside the salvation of our own souls by the blood of Christ, there is nothing more important in the life of the Christian than the salvation of those who are yet outside of Christ. Little study of the New Testament is necessary to see that God wants His children to be active in bringing the lost to Him. Jesus said, *“Come ye after me, and I will make you fishers of men”* (Matt.4:19). If we are followers of Christ we will be fishers of men.

All too often we fail to do what is necessary to bring about the salvation of the lost souls around us. Much of the reason for failure is due to a lack of understanding of the need for soul-winning and not realizing what we can do to be involved in this most wonderful work.

To understand the need for soul-winning one need only stop and consider two things. First, the lost souls of men. Without God's people working hard to take the gospel message to the lost, they will remain in a lost condition. We were thankful someone helped us to learn the truth and obtain salvation. The lost will also be thankful for the help we can give them in finding Truth. Secondly, we need to consider our own soul. If we are not active in the work of soul-winning our own soul is in jeopardy (cf. Ezek.33:8,9) since we do not obey the clear instructions of our Lord (Matt.4:19; 28:19,20; 2 Tim.2:2). We can understand there is a clear need for God's people to be involved in soul-winning.

Learning what we can do to be involved in soul-winning is the purpose of the following outline. Whether you are a new convert or a child of God of many years the outline will be useful to you in learning how to reach the lost with the message of Christ. It is suggested you read over the outline several times so as to commit the practical suggestions to memory.

Whatever your abilities are in the area of soul-winning, use those abilities fully so the gospel of Christ may be spread.

– Alex Ogden

# Soul-Winning

by Arthur M. Ogden

## I. Introduction:

- A. Being a Christian means you are involved in the greatest work in the world, the work of “Soul-Winning.” You have enlisted in the Army of the Lord and are engaged in the war against sin and Satan (Eph.6:10-19) as you seek to overcome him, his power, and his influence in the world. At the same time you will seek to influence and persuade others to turn their backs upon sin and Satan and come under the power and control of God and Christ through the Holy Spirit (2 Cor.10:3-6). You, too, are a part of that great force to whom Jesus gave charge saying, “Go ye therefore, and teach all nations” (Matt. 28:19), and you are interested in all others coming to the knowledge of the truth in order that they too might be saved. For this reason you will wish to have a part in **Soul-Winning**.
- B. All of us want to be fruitful by winning souls for Christ. First, because we cannot be saved ourselves without bearing fruit (Jno.15:1-8). Secondly, because we all long for our lost friends and loved ones.
1. Few Christians ever get involved in **soul-winning**. Why?
    - a. Is it because of the lack of desire for others to be saved?
    - b. Is it that we don't care?
    - c. Is it that we don't know how important it is?
    - d. Or is it that we don't know what to do?
  2. Every new born Christian at the point of his birth into Christ has a burning desire to go to work for the Lord and seek to reach out to help save all that are lost, especially our friends and loved ones. **That is what you want to do, isn't it?** Let us learn what we can do in order to win souls for Christ.
- C. You must dedicate yourself to the work of **SOUL-WINNING**.
1. You must prepare your heart for the work.
    - a. By developing the attitude that **YOU**, yourself, want to be saved.
    - b. By developing the attitude that you want to have a part in leading others to the truth.
  2. Determine to learn all you can in order to be successful.
    - a. Learn the part you can play as a Christian.
    - b. Learn sufficient truth as quickly as you can so you can share it with others.
  3. **PRAY** that God will give you the wisdom and strength with which to succeed.
  4. **PLAN** your work and **WORK** your plan. Go to work to see it happen (cf.Ezra 7:10).
- D. Things that must be done in **soul-winning**.
1. Find the people who are willing to listen and learn.
    - a. We must sift the sand to find the sand that makes pearls. Every grain of sand is a potential pearl.
    - b. Sift, and sift, and sift, and sift, and sift, and sift.
      - 1) In sales, 45% of salesmen quit after the first call.
      - 2) 25% quit after the second call.
      - 3) 7% quit after the third call.
      - 4) 5% quit after the fourth call.
      - 5) 82% of salesmen make only 30% of the sales. Now you know why.
      - 6) The remaining 18% of salesmen make five calls or more. These are the ones who make 70% of all sales.
    - c. This is an important work, a work that **YOU** can do and do it now.

2. Teach the people.
  - a. The Truth of God must be taught. Look up the following passages and you will see the importance of teaching (Jer.31:31-34; Matt.28:19-20; Mk.16:15; Jno.6:44-45; Rom.10:13-17).
  - b. Someone must do the teaching (2 Tim.2:2).
- E. What part can you do **NOW**?
  1. New born babes in Christ should not try to be teachers until they have developed further (Jas.3:1-2).
    - a. While you know much more about the **truth** than those you desire to instruct, you are not skilled enough to handle many situations that will arise.
    - b. It is best to find people to teach and to set up sessions for others more skilled at teaching until you have grown to where you can do it.
    - c. Attending these sessions will teach you how to present such studies and prepare you to conduct your own.
  2. As you grow and mature in this work, you too will become a teacher.
    - a. Every Christian should seek to grow and develop (1 Pet.2:1-2; 2 Pet.3:18; cf.Heb.5:12).
    - b. The field is indeed white unto harvest and the laborers are few (Lk.10:2).
    - c. The greatest joy that a Christian can have is the joy that comes from winning a soul to Christ (1 Thess.2:19-20; Phil.4:1). See what Paul said about it (1 Cor.4:15).
  3. Christians working together, as busy bees, could conquer the world for Christ.
- F. **THESIS:** The purpose of this study is to present some ideas that will help us all to develop some KNOW-HOW in the work of **SOUL-WINNING**.

## II. Discussion

- A. BEING THE TEACHER We often hesitate. Why?
  1. All admit failure to do personal work as we should. WHY??
  2. Reason #1 - NEGATIVE ATTITUDE - **“DON'T KNOW HOW TO GO ABOUT IT.”**
    - a. This is not hard to overcome if we truly desire to know how.
    - b. We are capable of learning things we want to know about.
    - c. Most people give this as the reason for not doing more personal work. “Just don't know how to go about it!!” “Just not any good at talking to people.”
    - d. We have told ourselves these things so often that we have convinced ourselves that we are no good at it.
    - e. Basic law of human nature: “We will tend to exhibit in our lives the kind of image that we hold in our hearts.”
      - 1) Prov. 23:7 “As a man thinketh in his heart, so is he.”
      - 2) Numbers 13:33 Spies were sent out... returned with report... grasshoppers... too frightened and timid to take the land because they thought of themselves as grasshoppers, so they acted that way.
      - 3) If we think of ourselves as grasshoppers, then we'll be grasshoppers.
      - 4) If we think of ourselves as timid, uncertain, ineffective, personal workers, then that's exactly what we'll be.
      - 5) Think positively - present proper mental image. Think of yourself as a successful soul winner. It will make a difference.
  - f. Most people underestimate their ability.
    - 1) Chances are, that the most successful businessman you know, doesn't have anymore ability than you. Why then is he successful???
    - 2) Because he learned to apply these principles to his particular field.
    - 3) We must recognize our abilities, cultivate them, then use them. Col. 3:23 “And whatsoever you do, do it heartily, as to the Lord, and not unto men.”

- 4) God measures success in terms of performance, not results.
  - 5) Walter Scott - "Success or failure in life is more the result of mental *attitude* rather than mental *capacity*."
  - 6) The early Christians were tremendously successful - yet - majority of them were "ignorant & unlearned men", but they had right attitude and desire. They were confident in God and His word (Rom. 1:16).
3. Reason #2 - True reason behind all excuses - "**FEAR OF BEING REJECTED.**"
- a. Every one wants to be loved and accepted.
    - 1) It is as normal for us to desire the approval of friends and neighbors as it is to breath and eat.
    - 2) Small children hunger for signs of affection, love, approval.
      - a) They want this from their parents first;
      - b) Then from friends and playmates.
      - c) Teen-ager - Nothing worse than being shut out of the group.
    - 3) The same basic love of approval and fear of rejection operates on mature levels.
      - a) Causes us to avoid those actions which we fear might irritate or antagonize our friends.
      - b) We perform those things which we feel might gain their approval.
      - c) We have come to believe that talking to a man about his religion is likely to cause resentment and opposition.
      - d) It is a lot easier to visit him in neighborly, friendly sort of way; talk about school, high cost of living, football, - but never seriously about Christ and salvation in and through Him.
  - b. Removing this fear of rejection is a simple matter.
    - 1) All we need to do is transfer our desire for approval from earth to heaven (Gal. 1:10; Heb. 11:24-26).
  - c. Look at the growth of the church in apostolic times.
    - 1) These early Christians were simply bursting with their message.
    - 2) They had found something that had transformed their lives. "Good news" (Rom. 1:16).
    - 3) They felt they must share it with everybody they could get to listen.
    - 4) If someone showed no interest, or refused to listen, they didn't feel rejected, but rather - felt pity and sorrow and regret for that person because he was missing the greatest thing on earth; and was going to miss heaven.
    - 5) But they had God's approval, and that's what counted (Acts 5:42; 2:46-47; 8:4).

## B. THE MATERIAL

1. No matter how eloquent a man might be, it is still the power of the gospel that is responsible for the changing of the lives and actions of multitudes of men and women, boys and girls.
  - a. The secret of winning souls is in one having a good knowledge of the Bible.
    - 1) We must constrain people by the word.
      - a) But use every talent within you to bring this end to view.
      - b) Christians are told to contend for the faith (Jude 3).
      - c) Be alert to discover all possibilities for this type of work (John 4:35).
2. You are a salesman for the Lord, know your product!
  - a. A qualified salesman must know and understand all ramifications of information pertaining to the line he is selling.
    - 1) The salesman is expected to speak with authority about his product.
    - 2) When a salesman is trained in a knowledge of his product, he develops confidence in himself and in his job.

- b. The same principles are involved with personal evangelism.
  - 1) This involves STUDY, STUDY, and more STUDY.
  - 2) A man with a Bible and no knowledge about it, or how to use it, will be like a young intern with a satchel of tools and no experience in how to use them.
  - 3) We would not want such a man operating on us, would we?
- 3. The Bible is the Revelation of the mind of God.
  - a. The only way to please God is to become aware of His wishes.
    - 1) The Bible is man's complete and perfect guide in all spiritual matters.
  - b. You, as a personal evangelist, must respect this word enough to cause you to put your trust and confidence in its power to convert people.
  - c. Converting others is not difficult if you first get them to respect God's word; hence this must be the starting point in any religious discussion.
- 4. Having a vague understanding of the truth is not enough; you must know it so thoroughly, that you can make it clear and simple to others.
  - a. Series of lessons on basic material that you must be able to present to others clearly.
    - 1) Bible is the word of God (respect) - films, Videos, Tape, Etc.
    - 2) How to study the Bible (Difference between O.T. & N.T.)
      - a) Which law are we under?
    - 3) Becoming a Christian (Follower of Christ)
      - a) Authority of Christ... need for obeying Him.
      - b) Mastering the plan of salvation.
        - Read the book of Acts over and over. Become familiar with the cases of conversion. Memorize passages on Faith, Repentance, Confession, and Baptism.
    - 4) N. T. Church Identity.
  - b. Go over these lessons again and again. Get them well fixed in your mind.
- 5. Some materials available for your use in doing personal work:
  - a. Film strips
  - b. Videos
  - c. Bible correspondence courses
  - d. Tracts
  - e. Nichol's pocket encyclopedia

### C. PROSPECTING

- 1. By prospecting, I mean, to explore, examine, or look for people to teach, just like one would look for **gold**.
  - a. Prospecting is simply seeing the right people at the right time.
    - 1) Do not be prejudicial.
    - 2) Consider all as prospects. Would you have considered Saul of Tarsus a good prospect?
- 2. Who are our prospects?
  - a. Your own family: Mother, father, brother, sister, etc.
  - b. The people you call your close circle of friends.
  - c. The people you work with.
  - d. The people you go to school with.
  - e. Those who are members of your clubs.
  - f. The people you see at the grocery and other stores.
  - g. Our next door neighbors.
  - h. The man who works on our automobiles.
  - i. The person who cuts our hair, who sells us shoes, who serves us in any way.
  - j. In other words, every person we come in contact with is a prospect.

3. How to view our prospects.
  - a. As one **LOST** in sin and doomed to eternal punishment.
  - b. As one hungering and thirsting for knowledge. NEVER DECIDE FOR A PROSPECT WHETHER HE OR SHE IS INTERESTED OR NOT. You would not have wanted anyone deciding for you whether or not you were interested in the truth, would you?
  - c. As having **ONLY YOU** to direct them to the **truth**.
  - d. As being **YOURSELF**. Put yourself in your prospects place.
4. Planning your prospecting.
  - a. There are a number of things that must be considered when prospecting. Many of these will appear later in this outline. Be sure to learn the Do's and Don'ts of prospecting.
  - b. First, select a prospect and work on that one, while you are learning. Few people have the ability to start in and conquer the art of prospecting all at once. It takes time.
  - c. Plan your approach to your prospect.
    - 1) This involves cultivating the individual for the reception of the seed. See section B to follow.
    - 2) Once you have decided that your prospect will be receptive, plan ahead what your approach will be.
  - d. Know ahead of time whether you or someone else will be available to teach your prospect once you have made the approach. It is not advisable to set up a study when no one is available to teach.
5. Pray for success (Phil. 4:6; 1 Tim. 2:1-4).

#### D. CULTIVATING THE SOIL (PROSPECT).

1. Consider the Parable of the Sower (Lk. 8:4-15).
  - a. There are four types of soil mentioned: hard wayside soil; shallow stony soil; rough, unattended soil, and cultivated soil.
  - b. The good ground was cultivated. Who cultivated it? Did it cultivate itself? Did the seed cultivate it? Or was it the sower, or some other who did it for the sower?
  - c. Jesus teaches us that while we seek to sow the seed in the good ground, that is, the cultivated ground, some seeds fall in uncultivated places. These are places that have not been prepared to receive seed. But we all know the other places could be cultivated and prepared to receive the seed. Even the good ground had to be prepared. **SO JESUS IS TEACHING US TO SPEND SOME TIME PREPARING MEN TO RECEIVE THE WORD.**
  - d. One should plow the ground he expects to sow, and we should sow the ground we prepare, lest it wash away or grow up again with thorns and weeds.
2. Preparing your prospect demands **KNOWING YOUR PROSPECT**.
  - a. Learn all you can about your prospect's family, business, interests, hobbies, pleasures, background, religious preference, needs, and wishes. By learning these things, you can better help him to see his need for the truth.
  - b. Remember how most people think. They are not really much different than you.
    - 1) They have been taught some things that are not true. They do not know this, **DO NOT** therefore disagree with them or seek to correct them, unless you have the time to light in and teach them the whole truth.
    - 2) You must remember that with their vision of things, it is impossible for them to understand the things you now know to be the truth. The truth to them is some strange doctrine.
    - 3) Remember also that most people feel they know what is right without studying. You must learn to react properly.
    - 4) Remember that your prospect probably thinks he knows all he needs to know, and that, therefore, you must create an interest for him.

3. Plow Deep With A Favorable Impression \*Do's\*
  - a. **Be enthusiastic.** Victor Hugo said, "Enthusiasm is the fever of reason." Enthusiasm is a deep emotion from within us, and it stems from deep personal conviction. "Nothing is so contagious as enthusiasm; it moves stones, it charms brutes. Enthusiasm is the genius of sincerity and truth accomplishes no victories without it." Bulwer-Lytton **Be enthusiastic!** Act out the enthusiasm you honestly feel.
  - b. **Be a Believer.** Have faith in God, in His plan, in your own ability to work His plan, and in your prospects ability to see God's plan. If you will, you will be enthusiastic, because to be enthusiastic, you must believe in what you are doing.
  - c. **Gain knowledge.** Knowledge determines direction. We should be searching to gain more information and knowledge so that we can share it with others. The more you know about God's Word, the more enthused you will become.
  - d. **Show an interest.** You cannot be enthusiastic unless you are genuinely interested in other's spiritual welfare. If we came, we **MUST** share.
  - e. **Be positive.** Remove all doubts. Be fully convicted that what you are doing is absolutely essential. Be sure that you convey to your prospect that you are 100% convinced that you are right, and that you know what you are talking about.
  - f. **Be honest.** Your prospect can detect the slightest indication of deception. First, it is wrong, and secondly, there is no need to be dishonest. Everything must be exactly as we say it is or we defeat our purpose.
  - g. **Be sincere.** Again, your prospect can determine insincerity. One who acts out of a sense of duty may not sincerely put himself wholly into it, but when we fully believe in what we are doing and its value to our friends, they will know of our sincerity.
  - h. **Be patient.** If at first you don't succeed, try, try, again. Remember, those salesmen who have the most success are those who make five or more calls on a prospect. Your prospect may not develop as quickly as you expect. Be patient, he will come around in time.
4. Having prepared the prospect, we should be ready to make the approach.

#### E. SETTING UP A BIBLE STUDY

1. Once we have prepared our prospect (s) and learned what we need to know about them, it is time to look for the **OPEN DOOR**.
2. Doors may be opened to us in a number of ways:
  - a. Through casual conversation.
  - b. Questions asked by your prospect.
  - c. Through your prospects statement of a problem or a need.
  - d. Through an interest they may show in someone else.
  - e. Through your own personal inquiries and statements.
  - f. Sometimes through the use of statements that are designed to arouse curiosity.
3. How to use curiosity to set up a meeting (Bible Study).
  - a. Curiosity is the "disposition to inquire into anything."
  - b. What we seek to do by curiosity, is arouse an interest that needs to be satisfied.
  - c. For example:  
When your prospect begins to ask questions about what the Bible teaches, or even about what you believe, refuse to answer them, but be sure and let your prospect know that your refusal is because you are yet in the learning stage and that on questions of such importance, you would prefer that one more skilled do the teaching. Be sure to let the prospect know that the questions can be answered, and that you will be glad to arrange for him to learn. By refusing to answer the questions, you have aroused curiosity as to how it would be answered. Naturally, your prospects have not seen anything or



heard anything like the truth, and there is nothing that they can relate to it, so don't fall into the trap of telling them what it is all about by answering a few questions. False impressions and conclusions are drawn when you have such a small amount of information.

Ask your prospect, "Are you getting all out of life you want?" Nearly everyone will say "No." Their life isn't satisfying them totally. So you can say, "Would you like to take a look at some things that would help you?" The response will likely be, "What is it?" Don't hesitate, for he is interested. Respond, "I've been introduced to a study of the Bible that is satisfying all my spiritual needs, answering all of my questions, and giving me understanding. I have learned more in ten hours of this study than most people learn in a life time. I can now read the Bible with understanding. Would you like to be able to read the Bible with understanding?" Your answer will probably be "Yes." You should be ready to respond with, "If you could spare an hour to an hour and a half a week for about eight or ten weeks, I will arrange for you to participate in these Bible sessions. What day of the week and time of day would be best for you?"

4. Some Responses you might expect to encounter and how to overcome them.
  - a. "I don't have time." Do not argue with them. Say rather, "I know you are a very busy person, and so am I. But I feel that on a matter of such great importance to us, we could both find an hour sometime to devote to it, don't you?" His response is likely to be, "Well, Yes, I guess so."
  - b. "How much does it cost?" Your response, "Oh, there is no cost at all, except your time invested. You are asked only to study and consider what is presented. You will be under no obligation at all. If after the first study you decide to drop out, you may."
  - c. "What is it all about? Are you trying to convert me to your faith, or to your church?" That is a loaded question, and you must be careful how you answer it. I suggest the following response, "No, I am only interested in your learning to read and study the Bible with meaning and understanding. You would like to be able to do that wouldn't you?" Response, "Yes, I would." Then seek to set up a time. He is ready for the study.
  - d. "What church or denomination is behind this?" You MUST NOT answer "the church of Christ." They are seeking to identify your association and decide upon the basis of that what you are teaching. It would be a disservice to them to let this happen. My suggestion is that you respond, "There is no denomination behind it. Some interested individuals are doing this in order to promote Bible Study and understanding. You would be interested in understanding the Bible when you read it, wouldn't you?" Response, "Yes." It is then time to find out when it would be convenient for the studies to begin.
  - e. If your prospect knows that you are a member of the church and should respond, "You are a member of the church of Christ, aren't you?", you should realize that he is trying to identify the studies with the church, which he thinks is just another denomination. I suggest that you respond, "Yes, I am a member of the church of Christ, but I didn't let that keep me from taking this study course. It really opened up my understanding of the Bible. In fact, some of our members at Southside are now teaching this course. It has been a great help to many of us. I wish all the members of the church of Christ would take it. It will help you too, I'm sure. You would like to increase your understanding of the Bible wouldn't you?" Response is "yes." Then proceed to set up the time for the first study.
  - f. "You people don't believe anyone is going to heaven except the church of Christ, do you?" This person is telling you he doesn't wish to be associated with you if that is what you believe. Suggested response: "I believe that all who believe and obey the gospel will be saved (Rom. 1:16), and that those who do not will be lost (2 Thess. 1:7-8). Isn't that

what you believe? Response is “yes.” “I believe we think a lot alike, don’t you? When would be a good time for us to begin our first study together.”

- g. “I’m a member of the \_\_\_\_\_ (Denomination) Church and I’m satisfied with my religion.” Response: “That’s great. I’m glad to know that you are a man of religious conviction. We need people like you to help us encourage others, and to teach those who are not religious, and to share with us what they have learned. You would be willing to help us share our knowledge with others wouldn’t you?” This way, you have put your prospect on the spot, and he could well respond, “Well, I probably don’t know as much as I need to know.” He has just agreed to have a Bible Study. You must be wise enough to recognize this and proceed with the appointment.
  - h. “You are a member of the church that *so and so* is a member of, aren’t you?” They name someone who is a member of the church who has a bad reputation. Suggested response: “Yes, *so and so* is a member of the church of Christ, and so are a lot of other people, both good and bad. Even Jesus had a Judas among his disciples, but you wouldn’t let His association with Christ prevent you from reading and studying God’s word, would you? Response, “No.” “Well, then, we should not let hypocrites influence our learning of God’s word today. To do so would make us equally as guilty, wouldn’t it?” He will respond “Yes,” and wouldn’t dare say “no” to a Bible Study.
  - i. When Jesus sent His disciples out on the limited commission He said, “be ye therefore as wise as serpents, and harmless as doves (Matt. 10:16). A careful study of the foregoing examples of responses will help you to be “wise as serpents, and harmless as doves.”
5. Some **NO NO s** When Prospecting and Setting Up Studies. **DON’TS**
- Paul said, “Walk in wisdom toward them that are without, redeeming the time. Let your speech be always with grace, seasoned with salt, that ye may know how ye ought to answer every man” (Col. 4:5-6).
- a. Do Not Over Expose. By this I mean, do not try to tell the prospect what all they will learn during the study. You could possibly hit on something that is a mind closer and thus defeat your purpose.
    - 1) Remember, these people have done without knowing the truth all of their lives, and it’s not going to hurt them to do without it all, just a little longer.
    - 2) You could tell them too much, and they might draw false conclusions from what you tell them, and close their minds and be lost forever.
    - 3) You must remember that they are like first graders. They should not be expected to understand that X plus Y equals XY. There must be a progressive development of understanding before they can be expected to receive the truth. Remember the Parable of the Sower.
  - b. Do Not Mention the church of Christ, the plan of salvation (especially baptism), music in the worship, church doctrine, or what you believe about anything. These things are prone to close the mind of your prospect. Do not take a chance.
  - c. Do Not seek to compare us to anyone. We are not comparable.
  - d. Do Not encourage your prospect to investigate the church of Christ. Of course, we are not afraid of investigation, but your prospect will inquire of someone who knows little or nothing about us, and most likely will get a tainted image of us and close his mind.
  - e. Do Not criticize or run down any denominational church, practice, or doctrine unless they do so first. No one will appreciate your attacking his religion. You understand what is wrong with his religion, but he doesn’t, and he is not going to allow you to attack it. When he sees the truth, as you did, he will know where he stands relative to his false religion, and will do what he must do.

- f. Do Not tell your prospect: 1. You are wrong; 2. Going to Hell; 3. Must change churches; 4. Serving Satan, or any other thing that would close his mind to the truth.
  - g. Do Not argue with your prospect about the Bible. If in your discussion with him there is a point of difference, it becomes a door of opportunity for you. Suggest to your prospect that the point will be covered in the Bible Studies and that all questions concerning it will be made clear at that time.
6. Making The Appointment
- a. When you have prepared your prospect and gotten a commitment from him for a Study, the next step is to set the time.
  - b. Do it then. Do not wait. Never say, "let me know when," or "call me when you are ready." He is ready NOW.
  - c. If you have checked before you made your approach, you will know what time you and those who can teach will have available.

#### F. HOW TO HAVE A GOOD HOME BIBLE STUDY

- 1. Where to have the Study.
  - a. Unless you intend to arrange for a Study with several present, I suggest that you have them in your prospect's home. In his home, we are the guest, and he feels more comfortable there.
  - b. The church building can be used when it is deemed wise. But it should be remembered that having these studies at the church building tends to give us a stigma, because it gives our studies a denominational appeal.
- 2. Some essentials to having a good Bible Study.
  - a. If we are going to be studying in the home of your prospect, be sure to arrange to go for the first session. The one doing the teaching will need you there to help break the ice. If you cannot go, be sure that your prospect has met the teacher, and knows him before he must go for the first session.
  - b. Be sure that your prospect knows that you have complete confidence in the one who is to do the teaching.
  - c. If you can go to the first session, try helping with the prospects children so they will not be interrupted in the studies any more than necessary.
  - d. Dress with moderation and decently. Do not dress as if you were going to a banquet, nor as if you were going fishing. Be relaxed. That will help your prospect relax.
  - e. Do Not Smoke. This is not the time or place for smoking.
  - f. If these sessions are held at your home, DO NOT serve refreshments during the studies. You may after the study is over if you wish.
  - g. And if at your home, feel free to take their children off into another room to help keep them quiet. Little things mean a lot.
  - h. Always be enthusiastic and excited about this work. It is catching.

#### III. CONCLUSION:

- A. We are engaged in the most important work in the world. We all wish to succeed at it. It would bring us great joy and fulfillment.
- B. We can only succeed if we try. Whether these things will succeed for us or not depends upon each of us. WE CAN MAKE THEM WORK, OR WE CAN MAKE THEM FAIL. At least, to do these things is to do something, which is much more than most Christians ever do.
- C. We owe it to ourselves, our loved ones, and our friends, as well as to all our fellowmen, and especially to our God to try. Let us give of ourselves and see the rewards.