



Evangelism I

International Alpha Bible Course
by Ralph Vincent Reynolds

EVANGELISM PART I

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INTERNATIONAL ALPHA BIBLE COURSE

RALPH VINCENT REYNOLDS
Writer

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THE MINISTRY OF EVANGELISM

A. WHAT IS EVANGELISM?

Evangelism is a definite, specific ministry which is a very important and essential part of the work of the church. Jesus Christ ordained that His church would grow and that the kingdom of God would increase through the ministry of evangelism.

We may attempt to define evangelism by stating:

1. Evangelism is first of all a presentation of Jesus Christ as Savior and Lord. The ministry of Philip in Samaria illustrates this clearly.

“Then Philip went down to the city of Samaria and preached Christ unto them” (Acts 8:5).

“But when they believed Philip preaching the things concerning the Kingdom of God, and the name of Jesus Christ” (Acts 8:12).

2. Evangelism is the declaration of a specific message with a specific application. The message that evangelism proclaims must not be a confused statement of general terms, but rather a clear, concise, and definite declaration that can readily be understood.

3. Evangelism is an exhortation addressed to sinners to accept Christ as their personal Savior. Evangelism is a summoning of men to accept Jesus as their Lord, and to serve Him as their King within the fellowship of His church.

4. Evangelism is the work of communication with men. We should be careful to note the importance of this point. Without communication it is impossible to reach men. We must reach the minds and hearts of men and women, and they must listen if the work of evangelism is to take place.

We might sum up the definition of *evangelism* by saying that it is “*winning souls*”

for Jesus Christ." However, this statement must be qualified, for one must never make the mistake of believing that the work of evangelism may be judged by the number of converts won to Jesus Christ. The ministry of evangelism takes in all witnessing whether or not there has been a response and a winning of souls. Nevertheless, the goal set before all evangelism is clearly that of winning souls for Jesus Christ.

In this study there will be two units with twenty-four lessons dealing with all the aspects of evangelism, such as: general evangelism, personal evangelism, pioneer evangelism, child evangelism, etc. The object of this study is to prepare the student to become a soulwinner, winning all kinds of men for Jesus Christ.

B. WHO IS AN EVANGELIST?

"But watch thou in all things, endure afflictions, *do the work of an evangelist*, make full proof of thy ministry" (II Timothy 4:5).

The apostle Paul exhorted Timothy to do the work of an evangelist. To understand just what the work of an evangelist is, we must have an understanding of the office of an evangelist.

"Evangelists" is listed in the middle of the *five-fold ministry* given to the church (Ephesians 4:11).

Possibly, one of the best examples that we find in the Bible of an evangelist is Philip. This man was one of the original seven deacons (Acts 21:8). As we read the story of the ministry of Philip as given in the eighth chapter of Acts, we can readily understand why he is called an evangelist. His ministry of preaching the gospel in Samaria and to the Ethiopian eunuch is an outstanding example of soul-winning.

An "evangelist" is a "publisher of glad tidings." He is one who preaches the gospel, the good news of salvation.

The writer once wondered just why the office of evangelist was listed by Paul before that of pastor and teacher (Ephesians 4:11), but later he was able to see that the work of an evangelist precedes that of a pastor. The pastor would have no work to do if the evangelist did not do his. Without evangelism there would be no shepherding at all, for there simply would be no sheep.

The difference between the ministry of the evangelist and that of the pastor is the evangelist wins the soul for Jesus, and the pastor teaches, shepherds, and watches over that soul.

Although an evangelist is God-called and ordained for this special ministry, yet in another sense every Christian should be an evangelist. Every child of God is called to be a witness and to share with others the experience God has given him. When he witnesses and shares with others the blessings of salvation, he is truly an evangelist.

To sum up, we might state that an evangelist is a *soulwinner*. In a general sense every Christian should be an evangelist, for everyone should be soulwinners. However, there is definitely that ministry placed in the church of publicly proclaiming the good news of salvation. A person who is called and ordained to this ministry is called an *evangelist*.

C. WHAT IS THE EVANGELIST'S MESSAGE?

"And we declare unto you glad tidings" (Acts 13:32).

The evangelist's message is the gospel message, the message of "Good News," and "Glad Tidings." It is the message that Jesus saves. It is the message that salvation is for the "Whosoever Will." The evangelist's message is the greatest and most glorious that man can utter. There is no greater message than that proclaimed by the evangelist.

However, it is not a message of vague, general terms. It is a specific message that clearly spells out the terms of the gospel. It must be stated so clearly that there need never be any understanding in what is meant.

"But it shall be for those: the wayfaring men, though fools, shall not err therein" (Isaiah 35:8).

If a study is made of apostle Peter's message as recorded in the second chapter of Acts, one can understand the message that the evangelist proclaims. It is the message of the Lord's (a) death, (b) burial, and (c) resurrection.

The evangelist also must give clear instructions to the sinner as to just what he must do (Acts 2:38). After the sinner has heard the Glad Tidings of the death, burial, and resurrection of Jesus Christ, he must be instructed to (a) repent, (b) be baptized in Jesus' name, and (c) receive the Holy Ghost.

D. WHAT IS THE RESULT OF EVANGELISM?

“And when they heard of the resurrection of the dead some mocked: and others said, ‘we will hear thee again of this matter’ . . . Howbeit, certain men clave unto him, and believed” (Acts 17:32-34).

The ultimate goal of all evangelism is to win souls for Jesus Christ. This is definitely the desired results and what every evangelist attempts to achieve. However, we must face reality and remember that this goal is not always reached in every case.

However, there is one goal that all evangelism should reach. There is one result that should always be in evidence. This one result is that men are always brought to a place of decision. That decision may not be an acceptance of Jesus, but rather a rejection. Nevertheless, a decision should always be reached, whether favorable or unfavorable, whether good or bad.

We see this result following the evangelistic ministry of the apostle Paul at Athens. There was this result: (a) rejection; (b) procrastination; (c) acceptance and faith.

THE EVANGELIST'S AUTHORITY

A. THE EVANGELIST'S AUTHORITY

"Lift up your eyes, and look on the fields; for they are white already to harvest" (John 4:35).

The evangelist's authority may be stated and summed up in two words: "lost souls!" Actually the need of rescuing a soul from a lost eternity is all the authority that an evangelist needs.

Sometimes when an evangelist enters a new field to establish a new church, he will hear many times this argument put forth: "We have enough churches in this town. There is no room for another church." The answer to this is a simple one: "Is everyone in this town a Christian? Is there one sinner yet unsaved here in this community?" The answer is invariably, yes, and the evangelist has all the authority he needs to enter this new field with the gospel message.

We cannot overemphasize the value of one soul. The Bible makes it very clear that one soul is of more value than the entire world. A person can never have a true vision of the harvest field and be burdened for the souls of the masses until he can grasp the value of one soul.

There are many examples in the Bible where the emphasis is placed upon the value of one soul. In the fourth chapter of John's Gospel we see Jesus passing through Samaria. The statement was given that He needed go through Samaria. Possibly this was because Jesus desired to deal with one lost soul. We are impressed by His interest in and His concern for the Samaritan woman. Here we find one of the greatest messages ever recorded, the message that Jesus gave to the Samaritan woman who was one lost soul. We must note that Jesus passed through Samaria for one lost soul.

In the eighth chapter of Acts we read how Philip left a revival in Samaria and traveled to Gaza in the desert in order to deal with one individual soul.

The value of the souls of the masses is no greater than the value of the individual souls making up those masses. In the fifth chapter of John's Gospel is given the account of Jesus going to Bethsaida where there was a pool surrounded by a great multitude of impotent people, blind, halt, and withered, waiting for the moving of the water. In this crowd of needy people Jesus singled out an individual to whom to minister. Again, we see the value of one lost soul. The true evangelist needs no greater authority than this.

B. THE GREAT COMMISSION:

"And this gospel of the kingdom shall be preached in all the world for a witness unto all nations; and then shall the end come"(Matthew 24:14).

1. The Great Commission Is a Command:

The Great Commission is a command – an irrevocable command to the church which was not to be questioned, but was to be fully obeyed. "Behold to obey is better than sacrifice, and to hearken than the fat of rams" (I Samuel 15:22). If this were true for King Saul, most assuredly it is true today. Every phase of the gospel message calls for and demands complete and wholehearted obedience. When Christ commands His church to go, He expects obedience; if He says, preach, He still expects obedience; and when He says, baptize, it is still a command. The church is simply to believe and obey.

2. The Commission Was Spoken on Three Occasions:

The Great Commission was spoken on at least three occasions by our Lord to His disciples during the forty days between His resurrection and His ascension. It is recorded in all four Gospels and in the Acts of the Apostles.

The three occasions on which Jesus gave the commission were as follows:

- a. While the disciples sat at meat in Jerusalem: Mark 16:14-18, John 20:22-23.
- b. In a mountain in Galilee: Matthew 28:18-20
- c. On the Mount of Olives just before His Ascension: Luke 24:45-51; Acts 1:6-9

Jesus repeated this commission at least three times. It has been so faithfully recorded in each of the Gospels that one can readily understand that the importance of the commission was indeed great.

3. The Commission Contains Five Commands:

There were five things commanded in the commission. In order to obey the commission all of these five things must be obeyed.

- a. The church was commanded to *go*. "Go ye into all the world" (Mark 16:15).
- b. The church was commanded to *preach the gospel*. "Preach the gospel to every creature" (Mark 16:15).
- c. The church was commanded to *teach all nations*. "Go ye therefore, and teach all nations" (Matthew 28:19).
- d. The church was commanded to *baptize in the name*. "Baptizing them in the name of the Father, and of the Son, and of the Holy Ghost" (Matthew 28:19).
- e. The church was commanded to *observe all things*. "Teaching them to observe all things whatsoever I have commanded you" (Matthew 28:20).

So important was the Great Commission that Jesus gave a wonderful promise to those who would obey. The promise was that He would be with them always.

"And lo, I am with you always, even unto the end of the world"
(Matthew 28:20).

C. THE COMMISSION WAS GIVEN TO THE CHURCH

Jesus could have commissioned angels to preach the gospel, but He didn't. Angels have never known the joy of sins forgiven and have never been baptized with the Holy Ghost and endued with power to preach the gospel. Jesus did send an angel to Cornelius, but only with the instructions where he could find a man who would preach the gospel to him. Jesus has commissioned redeemed men and women who have been regenerated by the power of the Holy Ghost to preach the gospel.

The church is Christ's bride, and one day that same bride shall reign with Him in His Kingdom. It is His desire that the bride should be a real "Help meet" for Him, that the bride should share with Him in His suffering, sacrifice, and death in reconciling a lost world. When the bride sits down to reign with her Lord, she will be able to understand and appreciate more fully the redemptive work accomplished on Calvary because of her obedience to the Great Commission.

The Great Commission is given to the church, to the whole body; no member of

the body is free from the responsibility that goes with it. It is the work and responsibility of the *church*, not just a few members thereof, to evangelize the world. The Lord has a work for each member of the body to do; each member of the body must function properly before the entire body can do so.

Certainly one of the most important members of the body to carry on this tremendous work is the *evangelist*. Since he is a member of the church to whom the commission was given, he has all the authority that he needs in preaching the glorious gospel of salvation.

D. THE EVANGELIST IS CHRIST'S AMBASSADOR:

"Now then we are ambassadors for Christ, as though God did beseech you by us: we pray you in Christ's stead, be ye reconciled to God" (II Corinthians 5:20).

Although the commission is a command, yet it is far more than a command. When a person is commissioned he is given authority to act on behalf of another. The apostle Paul recognized this when he called himself an ambassador for Christ. He acted in Christ's stead.

Therefore, when an evangelist is called and commissioned to preach the gospel, he has been given an order which he must obey. He, also, has received an appointment to act in Christ's stead.

Certainly he could need no greater authority than this!

THE EVANGELIST'S QUALIFICATIONS

The evangelist is a specialist in the field of soul winning. It is true that every Christian should be a soulwinner. However, the evangelist has been given a special ministry of soul winning. Therefore in this lesson we are considering the qualifications necessary for the successful soulwinner, the evangelist who is devoting his full time to this tremendous ministry. There are many qualifications which the evangelist should possess. We shall list some of them:

A. HE SHOULD HAVE A LOVE FOR SOULS.

“For the love of Christ constraineth us” (II Corinthians 5:14).

There is no more powerful force in winning souls than that of love. Salvation is a heart matter, and sinners are won to Christ through the emotions of the heart. Everyone wants to be loved and will respond to love.

It is the love for souls that constrains and motivates the true evangelist. If he is preaching for any other reason, his hearers soon detect it and his ministry becomes unfruitful.

B. HE MUST HAVE A CONCERN FOR SOULS.

This is very similar to having a love for souls, but it takes us a step further. It embraces the thought of being burdened for and having a compassion for souls.

A burden for souls is absolutely essential in order to become a soulwinner. Never will one become a successful winner of souls if he does not carry a heavy burden for the lost.

The lack of a burden for souls may be due in part to the following reasons:

1. There is no conviction of what Hell is really like.
2. There is no conviction that an unsaved soul is utterly lost.
3. There is a lack of understanding of the value of a human soul.
4. There is no conviction that we are our brother's keeper.

Concern and burden are necessary. Preaching and singing may fail, but concern will not fail when it goes hand in hand with prayer.

C. HE MUST BE A MAN OF VISION.

"Where there is no vision, the people perish" (Proverbs 29:18).

Vision dominates and greatly controls our lives. The results of wrong vision are serious. This can be seen in the lives of Eve, Lot's wife, Achan, and David. The result was sin and shame in each case.

On the other hand we can see in the story of the Good Samaritan that proper vision motivated the good Samaritan to go to the man in the ditch and minister to him.

Jesus also revealed to us this truth when He saw the multitude of sheep scattered without a shepherd. He was moved with compassion. On one occasion He looked down upon Jerusalem and wept over that city which was rejecting Him. Let us remember our Lord's example. He saw, then He had compassion; He looked, then He wept.

Thus it is with the evangelist, a man of vision.

D. HE MUST BE A MAN OF PRAYER.

"As soon as Zion travailed, she brought forth her children" (Isaiah 66:8).

Souls are born into the kingdom as the result of travailing prayer. God has ordained that only through a praying ministry would souls be won.

Prayer moves the hand of God. However, prayer does not necessarily change God in any respect, for it is continually God's will and desire that men and women be saved. The greatest result of prayer is revealed in the evangelist himself.

Through prayer the evangelist's heart is softened and mellowed, is set afire with the love for souls, and is anointed with the unction and anointing of the Holy Spirit. Prayer brings recognition of the evangelist's utter dependency upon the

work of the Holy Spirit if souls are to be saved.

E. HE MUST BE A DEDICATED MAN.

“And he said, ‘Behold, I am here, Lord” (Acts 9:10).

Sometimes we wonder why one man succeeds at the great work of soul winning while another man with greater ability and more talents fails. The writer is convinced that consecration and dedication is what makes the difference.

Great soulwinners have always been men and women who have been fully available to the service of God. We see this quality brought out in Ananias when he said, “I am here, Lord.” This is the quality that made the apostle Paul a great soulwinner. On the road to Damascus he cried out, “Lord, what wilt thou have me to do?” He meant this with all his heart and this desire to know the will of God completely controlled his life. The motto of his life may be expressed by: “As much as in me is, I am ready” (Romans 1: 15).

This is the type of dedication that the evangelist must have if he is to be a successful soulwinner.

F. HE MUST BE A MAN OF ADAPTABILITY.

“I am made all things to all men, that I might by all means save some” (I Corinthians 9:22).

In order to win souls the evangelist must be able to adapt himself to all conditions of life.

G. HE MUST BE A MAN OF GREAT PATIENCE.

“Behold, the husbandman waiteth for the precious fruit of the earth, and hath long patience for it” (James 5:7).

One of the greatest qualities of the evangelist is that of patience. The Lord has this quality and refers to Himself as the husbandman. This is an excellent example of how patience is needed in soul winning. The farmer ploughs, tills the soil, sows the seed, and waits until the harvest. This takes great patience and perseverance.

There are many things which cannot be hurried but calls for great patience. This certainly is true in the ministry of soul winning.

The evangelist must be a person who is not easily discouraged. He must be a

man of unwavering purpose who will steadfastly persevere until he sees the soul born into God's kingdom.

H. HE MUST POSSESS A GREAT KNOWLEDGE OF THE WORD.

"A workman that needeth not to be ashamed, rightly dividing the word of truth" (II Timothy 2:15).

The Word of God is the tool that the evangelist uses to win men and women to Jesus Christ. God's Word is the source of faith, and it also is the Seed that must be sown in hearts. The soulwinner must have the Word on his finger tips where he can freely turn backward and forward at will to turn to the Scriptures which are needed.

Knowledge of the Scriptures is needed to:

1. Show the sinner his need of a Savior
2. Show the sinner the plan of salvation
3. Deal with individual difficulties

I. HE MUST BE A MAN OF WISDOM.

"He that winneth souls is wise" (Proverbs 11:30).

The soulwinner must be a student of human nature. He must understand how to talk to people and to communicate. He cannot win a soul until he first is able to make the proper approach. He must be diplomatic and have great tact.

Here as elsewhere, he may look to the Lord to help him. "If any of you lack wisdom, let him ask of God" (James 1:5).

J. HE MUST BE A MAN OF UNCTION.

The evangelist may possess all the other qualities, but without Holy Ghost anointing, he will still be unable to win souls. It takes the Holy Spirit to give life. "The letter killeth, but the spirit giveth life" (II Corinthians 3:6). Without unction a man's ministry will be barren and lifeless.

ALL THINGS TO ALL MEN

“I am made all things to all men that I might by all means save some” (I Corinthians 9:22).

A. IDENTIFICATION AND COMMUNICATION ARE ESSENTIAL.

In winning a soul for Jesus, there must be an identification that we make with that soul. He can never be won until we find ways and means to communicate with him. This is true whether it be the generation gap that has separated people of various ages, whether it be racial prejudice that has separated people of various colors and races, or whether it be class barrier that has separated people of various social standing. Before we can convey the gospel, we must communicate with him. To communicate with a lost soul is more than just preaching at him or handing him a tract. Communication means gaining his attention—his listening ear—and winning a receptive heart. Communication often means that we are willing to listen to his story and allow him to express the problems that have him baffled. To become all things to all men simply means that the soulwinner is willing and ready to identify himself so that he may communicate the gospel to the lost soul.

Identification and communication are absolutely essential if we are to win men for God. When we become all things to all men, it is easy for us to identify ourselves with them in our own hearts. Like the Good Samaritan we can go where the needy soul is, convince the sinner of our sincerity and love, communicate with him, and by communication bring the gospel to his heart.

By becoming all things to all men, the soulwinner will be able to reach a man of any class, of any race and nationality, and of any age. He would be able to sit down at ease at the table of a million-aire with servants waiting upon him, and with the same ease he would sit down at the table of the destitute with dirt and squalor surrounding him and with flies swarming in the kitchen. He will not only be at ease, but he would set his host at ease, and through a heart of love be able to communicate within this home of poverty the same as he would in a home that was spotlessly clean with a table filled with gleaming silver.

B. ALL BARRIERS MUST BE BROKEN DOWN.

Everywhere men have erected barriers which separate them from their fellow men. The world is filled with prejudice, suspicion, fear, and hatred. When we go out into the harvest field to win souls we meet these barriers everywhere. Before we can win a soul for Jesus, we must find ways and means of breaking down these barriers and reaching the hearts of those who are lost.

Time is an important element here. It takes time to build confidence and to convince men and women that you are sincere in the interest of their souls, and that you have no other motive in preaching the gospel to them. There is no greater weapon in attacking these barriers than that of a true love of God which is shed in our hearts by the Holy Ghost. When we love a man, love has a way of reaching his heart and convincing him of our sincerity and interest in his soul.

One can easily test himself, whether or not he has been able to break down these barriers in his own heart, for it is impossible to break down prejudice and suspicion in the other man's heart if there is prejudice in the soulwinner's heart. The winner of souls must make sure that he is completely free from all prejudice, for it is impossible to remove prejudice in others if his own heart is filled with this ugly quality. If the evangelist finds that there is prejudice in his heart against another man, the only thing for him to do is to repent, ask the Lord to remove it, and to fill his heart with love for the person. He will be surprised just how easy it is to love the individual when the Holy Spirit comes to his help.

C. ALL PATERNALISM MUST GO.

To become all things to all men means that there is an identification in his own mind and heart so that he won't ever find himself talking down to an individual. When he talks down, the person to whom he is speaking may give respectful attention, but have his heart seething with bitterness and resentment. When one finds himself talking down it means that he has not rid himself of class and racial prejudice, that within himself there is a feeling of superiority, and that he is thinking that he is talking to someone inferior. There is no such thing as a second class citizen or that one race or class is superior to another. Man is what he is, not because of what he looks like, but because of the condition of his heart.

D. IDENTIFICATION IS NOT CONFORMITY.

There is a note of warning that we should clearly state in this lesson. Identification and communication are not conformity and compromise. The communication and identification that we are speaking about is not a lowering of a standard of

holiness. If this be done, there may be identification, but we have lost the message that we need to communicate. Then, after we had crossed the barrier, we would find that we had nothing to communicate to the lost soul. Although we may mingle with sinners, eat and talk with them, and break down the barriers of prejudice of hatred and fear, and go where they are, we must never compromise with sin in order to win them.

E. THE IMPORTANCE OF PROPER IDENTIFICATION

Becoming all things to all men is so important that if we fail here, we shall fail all along the line. Possibly on this point we may need to do more praying, more heart searching, more dedication than on any other point. Is our heart completely free of prejudice and suspicion? If we have failed, we have failed in reaching him and bringing to him the message of life eternal.

HOW TO WIN SOULS

A. WHO MAY WIN SOULS?

There is nothing as important as soul winning. One man had spent his life in the ministry. When he was on his death bed, he was asked by a friend, "What is the greatest of all things?" The dying preacher replied, "It is not theology; it is not controversy; it is to save souls."

Jesus said to Peter and Andrew, "Follow me, and I will make you fishers of men" (Matthew 4:19). There is nothing as important as being a fisher of men.

This great work of being a "fisher of men" is not restricted to a few selected individuals. Every born again Christian can be a fisher of men. It is true that the evangelist has a special call and ministry, but in a general sense, every child of God should be an evangelist to his neighbor. Every layman should be a soulwinner, and the soul that is won, in turn, may become a great evangelist.

Andrew accepted Jesus Christ, and then he brought his brother, Peter, to the Lord. Andrew has no sermon recorded, but Peter's sermon on the Day of Pentecost won three thousand souls.

Even young children and elderly men and women can win souls. Every saved person can be a soulwinner.

B. WHEN CAN SOULS BE WON?

The work of soul winning can be done twenty-four hours of the day. Let us never make the mistake of thinking that this must be restricted to just when we go to church. Of course, it is understood that a soul may only be won for Jesus where the Holy Spirit is moving upon the heart of the sinner, convicting of sin and giving a hunger for salvation. Only at this time can the soul be won, but the work of witnessing and fishing for men should never cease.

Just as babies are born into this world around the clock, even so souls are born into the kingdom at all times of the day. The writer has been awakened in the

middle of the night, in the early hours of the morning to pray for sinners and with hungry souls reaching out for God.

C. WHERE MAY SOULS BE WON?

Let us never make the mistake that souls may only be won within the walls of a church or at an altar of prayer. Souls may be won anywhere. Wherever there are people, a soulwinner may fish for souls.

“They that were scattered abroad went everywhere preaching the word” (Acts 8:4).

One of the best places to win a soul for Jesus is within his own home. Here he feels more relaxed and at an equal with the Christian worker. He is more inclined to open up and confide, unburden himself and express his difficulties. There is no better place than here to indoctrinate with the apostolic truth.

D. HOW MAY SOULS BE WON?

Here we shall be content to lay emphasis upon some simple principles of soul winning. Actually the entire twenty-four lessons contained in these two units of study only introduce this tremendous subject. Here are some basic principles to remember:

1. Winning souls is not necessarily winning arguments. You may win the argument but lose the soul. We should always remember that “He who is convinced against his will is of the same opinion still.” Your goal is clearly defined as that of winning the soul.

2. The motive of the soulwinner must be pure. You do not try to win the *soul* to Jesus just to count numbers, or to add another one to the roll, or to gain another tithe payer. The motive is to rescue souls from the eternal torments of a devil’s Hell.

3. The soulwinner must be fully persuaded that the two main agents in winning souls are: a) the Holy Spirit, b) God’s Word. The Word of God is the source of faith (Romans 10:17) and is the seed that when sown in fertile soil will spring up to eternal life. It is not talking about the Bible that saves the soul, but it is the Word itself which saves the soul.

4. The soulwinner must be fully persuaded that a soul outside of Jesus Christ is a lost soul. He must know the value of the soul and understand in a measure at

least what it means to go to Hell.

5. The soulwinner must have had a personal experience himself which all the powers of darkness cannot cause him to doubt.

6. The condition of the soulwinner's heart is very important. He should be prayed through, filled with the Holy Spirit, and the anointing of God resting upon his own heart.

7. He should be careful about his own personal appearance. He need not wear expensive clothing, but he should be neat and well groomed.

8. He should wear a smile and be cheerful. If he has personal problems and burdens, he must take them to the Lord but not let them show while he is dealing with a soul.

9. The approach is very important. His interest in the needs of the person witnessed to is very important. Sometimes it is necessary to listen a long time to problems and troubles before the opportunity comes to witness. The alert soulwinner will find many things to make interesting conversation. The person's children, home, flowers, clothes, etc. are all conversation makers which may open the way to the most important thing, his soul's salvation.

10. Remember you are not winning a convert to the United Pentecostal Church, you are preaching Jesus Christ.

11. The soulwinner should use God's Word to show that outside of Jesus Christ the soul is lost. The first step towards God is the realization of the need of a Savior.

12. The soulwinner should use God's Word to show men just what Jesus did for them at Calvary and what God offers them. This should be done first.

13. The soulwinner should use God's Word to show what man must do to receive what God has provided for them. It is at this point that Acts 2:38 can be introduced with the message of repentance, water baptism, and infilling of the Holy Ghost.

14. The Bible should be used to answer problems and remove difficulties that stand in the way of the convert accepting Christ and praying through.

15. The soulwinner must be courteous, polite, patient, and yet

frank. He must not be timid, but bold. He should hold the person to the main issue and not allow other subjects to be introduced.

16. One should never lose his temper, for often patience in face of abuse, sarcasm, or anger may win the soul.

17. One should press for a decision. Do not allow a soul with whom you are dealing to sidestep the issue and procrastinate.

18. After water baptism has been administered, then be certain that the convert has been instructed just how to yield and believe God, and to receive the Holy Spirit.

19. The soulwinner's burden and work do not end with the convert being born of the Spirit. He must be instructed in a life of faithfulness and holiness.

20. The soulwinner should never be in a hurry. Remember you are working for eternity.

THE GOSPEL SERVICE

A. PROPER GOALS FOR THE GOSPEL SERVICE

The evangelist should have clearly spelled out in his own mind the goals that he is trying to reach in every gospel service. In fact, the success of the entire revival effort may greatly depend upon this very fact—whether or not there are proper objectives and correct goals for the meeting.

Always the goal should be the salvation of souls. The message, the music and singing, the testifying, and the order of the service should all blend together into one united effort of soul saving. Any wrong and ulterior motive will greatly hinder the moving of the Holy Spirit and the success of the gospel service.

Let us list some wrong and correct goals for the gospel service:

1. Wrong Goals:

- a. To build a great name for the evangelist
- b. To have a big report of many filled with the Holy Ghost
- c. To pack out the auditorium with crowds

These are the normal goals that the evangelist sets before him. All of these things mentioned here are wonderful if they can be reached without sacrificing the true goals. All of these may be attained and still not have a revival. On the other hand it is impossible to have a true revival without achieving these at the same time.

2. Correct Goals:

- a. To life up and exalt Jesus Christ
- b. To attract the unsaved man or woman to the service
- c. To keep the theme of the service relevant to the sinner
- d. To hold the sinner's interest and keep him attending night after night
- e. To bring the sinner under conviction

- f. To bring the sinner to a place of decision
- g. To see the new convert baptized in the name of Jesus
- h. To see him pray through to a Holy Ghost experience and receive the Holy Ghost
- i. To allow the Holy Spirit to fully direct the meeting
- j. To solidly build upon the Word so that after the revival crusade is finished, the local church will be stronger

One should note that in listing these correct goals, the reputation of the evangelist is left out entirely. He must be willing to leave this to the Lord. His mind must think solely of exalting Jesus and saving souls.

If the evangelist has proper goals, the work done under his ministry will be solid. Men and women will not be pushed into a shallow, superficial experience, but they will be encouraged to pray through to the real new birth experience.

B. PREPARATION FOR THE SERVICE

Much hard work should go into the preparation for each gospel service. The evangelist cannot expect that the meeting will be anointed and that he will have Holy Ghost unction to rest upon his ministry if he has spent the entire day just lying around sleeping or wasting time.

Every gospel service is a contest with the devil. It is a battle against the powers of unbelief and the forces of darkness. The success of the service will greatly depend upon his heart being tuned in to the voice of the Holy Spirit, so the evangelist can know the mind of the Spirit and understand just what God had ordained for that particular service. After all, only God knows just who will be attending the service, and only God knows just what the needs are for those same individuals.

The evangelist will find that he will be preaching the same sermon over and over in various churches. There is nothing wrong with this, for it is the Word of God. However, he must guard against being mechanical. Sermons should never be memorized but always delivered under the direct anointing of the Holy Spirit. Therefore, no matter how familiar he may be with his text and sermon material, he should prayerfully review and work through his message afresh every time. This allows his message to be always fresh and living, rather than something dead and formal.

Every detail of the service should be prayerfully planned and reviewed. Nothing should be left to chance.

The evangelist may be preaching seven nights each week, but he should have a fresh vision and a new burden for each service. This takes hours of prayer and study each day.

C. UNITED EFFORT

In a successful gospel service there must be united team work among all the workers. Evangelist, pastor, ushers, altar workers, organist, musicians, and choir must all work in perfect harmony towards reaching the common objective, the salvation of souls. This will call for careful and prayerful planning and full cooperation upon the part of everyone.

Actually, the most important thing to remember is that the Holy Spirit should be in charge. If everyone will surrender to the leading and direction of the Spirit, this desired unity of effort will be accomplished.

In many cases a meeting of all the workers before the revival effort begins would assist a great deal.

D. THE GOSPEL SERVICE

Although a whole book could be written on this subject, we shall content ourselves with a few comments and the statement of a few principles to be remembered.

1. No two services should be exactly alike. If the services are alive and anointed, they will be different. God has made millions of people, and yet no two individuals are identical. Likewise, no two gospel services should be identical. The order of the service should be changed from night to night to give variety and build interest.

2. The service should be bright, cheerful, with plenty of good music and singing. The songs should be carefully chosen to appeal to the unsaved and bring a message to them.

3. Everyone should be encouraged to participate. This can be accomplished by clapping hands, action choruses, shaking hands, etc. There are many ways to break the cold starchiness of a formal meeting and getting people to feel at home and to relax.

4. Provision should be made for:
 - a. Prayer for the sick.
 - b. Ministry to the children present.
 - c. Testimony service – not to fill in time, but to glorify the Lord.
5. Emphasis should be placed upon:
 - a. Worship
 - b. Praying with seekers for the Holy Spirit.
6. The service must be a lively one but wholly led by the Holy Ghost. Any fleshy manifestation should be immediately checked.
7. The entire gospel service should be planned to work towards a great climax, that of the altar call and altar service.
8. The service should not drag on and on but be dismissed at the top note of blessing. The unsaved should be able to go home fairly early with a real desire to return the following night.

E. THE EVANGELIST'S SERMON

A book also could be written on this subject. This is a study within itself. However, we shall limit ourselves with a few suggestions to be remembered.

1. Preach the Word. It is the Word that saves. This is the source of faith. The gospel message should not be about the Word, but it should be the Word.
2. Do not strive to entertain. A little humor is all right at times, but telling a lot of jokes cheapens the gospel message.
3. Use language that everyone can understand. Even the children should be able to understand the message. Keep the messages simple and easily understood. Using big words and high sounding phrases does not get the job done. The people must understand the preacher; otherwise he has not delivered the message.
4. Do not preach at them or use a condescending tone of voice. The preacher speaks in a natural tone of voice to the people.
5. Do not use ridicule or insult. The writer has heard preachers insult the peo-

ple and then wonder why they did not respond to his appeal. This should never be done.

6. Leave other church groups alone. If this isn't done, people feel that they must defend their own church and they then turn a deaf ear to the gospel. The evangelist must gain and hold the attention of the unsaved if they are to be won. Therefore, nothing is gained by deliberately alienating the hearers.

7. Have a great deal of variety in your messages.

8. Emphasize the nearness of our Lord's return.

9. Above everything else, yield to the Holy Spirit; make certain of the anointing and unction of the Holy Spirit.

10. Know when to quit. This is extremely important. The experienced evangelist will seldom finish the sermon he has planned. He will know when to quit in order to get the maximum results at the altar.

THE ALTAR SERVICE

A. THE ALTAR CALL

To be able to give a successful altar call is a ministry that calls for a special anointing. Not everyone is able to give an earnest invitation. One must have a real love and compassion for souls. One must be fully persuaded that the unsaved soul is eternally lost.

The invitation should be simple, earnest, direct, and personal. It is at this point that decisions are made. Therefore, nothing should interfere nor interrupt this part of the service. The saints should be in prayer and believing God for the salvation of souls.

If there is anywhere the evangelist needs a special anointing, it is here. The evangelist must plead with the sinner with tears and love, but it must not be sham. The earnestness and anointing must be real.

B. THE ALTAR SERVICE

In some churches the altar service may be in a prayer room; in other churches the altar service may take place at the altar in the front of the church. Both places have merit.

The prayer room has merit in that it removes the noise of the praying away from the unsaved visitor. It also leaves the unsaved behind in the auditorium where they can be dismissed and the evangelist may have the opportunity to shake their hands, invite them back, and to further deal with their souls.

The church altar has merit in that a stranger will find it much easier to make his way down to the altar than to walk out into another part of the building. Also strangers are sometimes interested in seeing what is happening at the altar. Here they can see everything and have many of their questions answered and doubts removed. However, in this case, they should be instructed that all visitation should not be until the altar service is finished.

There are many ways in conducting the altar service. The evangelist should consult with the pastor and have a perfect understanding just how it should be handled.

A good way is to have a class of instruction with the altar workers before the revival effort begins. Altar workers should be appointed and instructed how to pray with seekers. Many saints with the best of intentions do more harm than good at the altar.

Here are a few recommendations:

1. Have men pray with men, women with women, young people with young people. However, this principle should not be too rigid. Sometimes a person of different age and sex can be the one who will really help the seeker. The Holy Spirit should definitely be in charge here.

2. Workers must really be anointed and have a genuine love for the soul they are dealing with. It must not be a formal thing.

3. Seekers will generally fall into the following classes:

- a. Sinners coming to the altar to accept the Lord and to seek repentance
- b. Backsliders coming to the altar for repentance, confession, restoration, and refilling
- c. Christians needing help and encouragement to solve problems and get victory in battles with temptation
- d. Believers coming to the altar to receive the Holy Ghost

4. In most cases, the worker knows the seeker and understands fully the purpose of him being at the altar. As a result, he immediately can begin to pray with the seeker and to encourage him to pray through.

5. In the case of the stranger and sinner, the worker should quietly approach him with a Bible in his hand and courteously inquire concerning his need.

C. DEALING WITH THE SINNER AND STRANGER

Many come the first time to the Pentecostal altar knowing very little about the gospel message. To them everything is new and they need some clear instruction.

As a rule, these are very easy to deal with. They are so anxious to find the Lord as their Savior that they will do almost anything they are told. If they are told to

raise their hands, they will do so; if they are told to shout, they will shout. However, first they must understand the plan of salvation and why they do certain things at the altar.

If the seeker is a stranger and has come to the altar for the first time, the worker should take a Bible and quietly kneel at his side. He then quietly speaks to him and asks him a few questions. Questions similar to these may be asked:

“Friend, have you been born again?”

“Brother, do you know Jesus Christ as a personal Savior?”

The object here is to determine the seeker’s need. Refrain from the question, “Are you a Christian?” for many will answer, “Yes,” simply on the basis of church membership. The questions should be carefully worded and specific.

If he has accepted Jesus Christ, then questions like this may be asked:

“Have you been baptized in the name of Jesus Christ?”

“Have you been baptized with the Holy Ghost?”

“Have you spoken in tongues?”

If these questions are all answered in the affirmative, then you may proceed with such questions:

“Are you living a victorious life?”

“Do you have victory in your soul?”

If the seeker is a sinner at the altar for the very first time and has had no experience with God, then the worker should ask him whether he understands the plan of salvation and proceed to explain carefully. This he may do by using the Bible. He should open the Bible and allow the seeker to read for himself. Two Scriptures that the writer used many times successfully are John 1:12 and Acts 2:38. Turning first of all to John 1:12, and after reading this Scripture, ask the seeker:

“In this verse what are we told to do?” Receive Jesus and believe on His name.

“If we do these things, what are we promised?” Power to become the son of God.

“Have you received Jesus? Do you believe on His name? Then what are you promised?”

After the seeker understands this Scripture, then turn to Acts 2:38 and develop

similarly as with John 1:12.

After the worker is satisfied that the seeker understands fully these two Scriptures, then he tells the seeker he is going to pray. After he prays earnestly for the sinner that he might be granted repentance and that in faith he might accept Jesus, he now asks the seeker to pray. If he is unable to pray, it might even be wise to have him repeat a prayer of repentance after the worker.

In all of this the worker is earnest, sincere, courteous, and fairly quiet. He will be guided largely by the seeker's own reactions and response.

D. POINTS TO REMEMBER

There are a few things to remember:

1. There must not be any familiarity. Hands off is a good policy to remember. There is a definite ministry of the laying on of hands, but this is not just for everyone. There are times when the worker will put his arm around the seeker, place his hand upon his head, etc., but this must be done by the right person at the right time.

2. Remember that it is the Lord who grants repentance, and it is the Lord who fills with the Holy Ghost. It is impossible to shake the Holy Ghost into people.

3. Two or three earnest workers with one seeker are sufficient. A crowd can confuse more than help the seeker.

E. PRAYING MEN AND WOMEN THROUGH

Everyone is anxious to see the seeker receive the Holy Ghost, but there must not be any superficial surface experience. True repentance and saving faith cannot be hurried. Much harm can be done by a premature haste. It is like trying to bring on the birth of a baby premature before time, or helping a chicken out of the egg before time. *There is no substitute for praying through.*

The new born babe in Christ will cry out, "Abba, Father," and he will speak in tongues. He needs no help here. It is the Holy Ghost who will take over his tongue and speak through him. Moreover, the new born babe in Christ will know it. The Holy Spirit will bear witness to his spirit. He will be satisfied. If he is not satisfied, he should be encouraged to continue praying until he is.

Workers should be encouraged in praying seekers through to the real experience and not be passing judgment upon whether someone has received the Holy Ghost. The Lord Himself keeps the true record and will make no mistake.

THE EVANGELIST'S CONDUCT

Part I

The evangelist should remember that his ministry is not just confined to the pulpit. His conduct and attitudes will constantly be under inspection. His mannerisms and personality and his relationship with the pastor and members of the congregation will constantly be counting for or against the message he preaches. People will remember his smile, his friendliness, his warm handshake, etc., long after they have forgotten some of the sermons he preached.

In lessons eight and nine we are considering some of the things that are important and will contribute to the success of the evangelist's ministry.

A. THE EVANGELIST SHOULD WATCH HIS ATTITUDES

He will be entertained constantly in different homes. In some churches he may be entertained in a home of luxury and be fed on the best of food. Possibly in the next home, he may be given a small bedroom, and the bed may be uncomfortable. The food may not be as well prepared and as tasty as he was enjoying previously. The next church may place him in an evangelist's apartment. This apartment may be part of the church, and he may have to pack his clothes away on Sunday morning to make room for Sunday school.

Under all conditions and circumstances the evangelist must remain cheerful and thankful. He must never complain and be critical. A sour spirit and an unthankful disposition can kill the revival effort. He must remember that he is serving the Lord and that the Lord is providing for him. He should think of our Lord's example Who had no earthly home. If he complains he is actually complaining against the Lord.

The evangelist may be a man of experience preaching for a young pastor whose attitudes and spirit may be wrong. Regardless of his experience and knowledge, he must maintain a spirit of humility and co-operation. He must remember that he is laboring under the leadership of the pastor who has the responsibility of the church. Therefore, he must cheerfully submit himself to the pastor's decisions and

work wholeheartedly in co-operation with the pastor.

B. THE EVANGELIST SHOULD WATCH HIS MANNER OF DRESS

If the evangelist always remembers that he is “an ambassador” of Christ, he will have very little difficulty in this matter. He should groom himself and dress in such a manner that no attention is drawn to his clothes.

His appearance must exalt Jesus Christ. One of the ways of doing this is to dress in an attractive manner but in a way that no undue attention will be drawn to his clothes.

C. THE EVANGELIST SHOULD KNOW HOW TO HANDLE HIS FINANCES

The evangelist should keep out of debt as much as possible. How can he travel from church to church with faith in God to supply his needs if he is burdened down with debt?

Before he accepts an invitation to preach a revival crusade he should have a clear understanding with the pastor regarding finance. If there is a clear understanding before the revival begins, then there will be no dissatisfaction. The writer of these notes sees no harm in having a definite stipulated amount that the evangelist will receive. This is much better than misunderstanding, dissatisfaction, or indebtedness.

If it is agreed upon that the evangelist should receive a love offering on Sunday evening, then let the evangelist be fully satisfied and truly thankful for what the Lord has provided. The pastor should see that this offering is supplemented if the offering is small. Also the pastor should make certain that the evangelist receive the entire offering – not just part of it.

During the revival meeting the evangelist will have offerings handed to him. All offerings should be reported to the pastor and

under no circumstances should the evangelist receive and retain tithes. These should be refused or given to the pastor.

D. THE EVANGELIST MUST BE PREPARED TO KEEP HIS WORD

One of the most difficult problems the evangelist has to solve is knowing how to schedule services. He wants to be kept busy, and he doesn't want to travel long distances between meetings. He must fit the convenience of pastors and be able to

be the greatest possible blessing to the church.

Beside this, the evangelist is in the service of the Lord. When he starts a revival crusade, he cannot be certain just how the Spirit may move and just when the crusade should conclude. Therefore, he should not schedule his meeting more than two or three weeks in advance. Any postponement or cancellation should only come after much prayer, and the notice of these should be given to the pastor concerned well in advance of the meeting concerned. Such postponements should be planned only after consulting with the pastor and getting his permission.

If the meeting is announced and advertised, the evangelist has no choice. He must keep his word and honor his agreement.

E. THE EVANGELIST MUST NOT LISTEN TO OR CARRY GOSSIP

The evangelist is in a special position where he can learn much about the conditions in the church and the affairs of the pastor. He must remember that he is there on the King's business to preach the gospel and to win souls.

He must keep his nose out of other people's business. He is not there to meddle, but to build the Kingdom of God. If matters come to his attention that are choice bits of gossip, he must know how to dismiss them completely from his mind. If he is the type of man who will carry news from one church to the next church, he is one who cannot be trusted. Eventually he will do more harm than he is doing good.

Let us break this thought down and deal with it under the following four headings:

1. He must not listen to criticism of the pastor. In every church there are a few disgruntled Christians who have chips on their shoulders. They will find fault with the evangelist just as readily as they now find fault with the pastor. The evangelist must refuse to listen to all such fault finders. Anything he does hear must be completely dismissed from his mind.

2. He must not interfere in the affairs of the church. He is not there to straighten out the church. This is not his business. He may see many things with which he may disagree. He may see many ways in which the affairs of the church may be improved. If he says anything to anyone it must be to the pastor. Here he must be certain that he is being led by the Lord. Otherwise he should keep silent and forget it.

3. He must not accept invitations to visit the saints without permission. If he receives such an invitation, he should thank the person kindly, but say that he will speak to the pastor about it and see if the pastor is free. There may be times that the pastor may encourage the evangelist to visit a home by himself. However, this is definitely the exception. Preferably, the pastor should accompany the evangelist. Otherwise the evangelist must refuse all such invitations.

4. He must not carry news and gossip to the next church. The carrier of the “Good News” should never stoop to be a gossip carrier. This is a detestable characteristic and never should be found in the conduct of the dedicated evangelist. Not only must he not carry news, but he must refuse to listen to such news.

THE EVANGELIST'S CONDUCT Part II

This lesson is a continuation of a study of the conduct of an evangelist who is engaged in the public ministry of evangelism.

A. THE EVANGELIST SHOULD SPEND MUCH TIME IN PRAYER

The success of the evangelist's ministry will depend much upon the time he spends in the closet in prayer and private devotion. He cannot expect that there will be souls saved at the altar if he has had his mind upon other things all day. His prayer life will do many things for him.

1. He will be able to hear from God and know God's will for the service. He will know what God has decided concerning his message and how the service should be directed.
2. God will be able to reveal to him the special needs of the local assembly.
3. Upon his knees he will receive love and compassion for those to whom he will be ministering.
4. As he waits upon God he will receive the anointing and unction which is so essential, and without which all will be in vain.
5. He will be setting a good example before the pastor and the entire church.

The evangelist must not leave this to mood or chance. He must have a regular time for prayer and devotions.

B. THE EVANGELIST SHOULD HAVE DAILY EXERCISE

The evangelist's physical health is vital to his entire well being. If he is going to be at his best for the Master, he should watch his health. This will call for daily physical exercise of some nature.

There is one healthy exercise that is always available. No matter where he is conducting revival crusades, he can always go for long walks. A one-hour walk first thing in the morning will do much towards keeping him well and fit physically. In one hour he will be able to walk three miles without undue exertion. He might try jogging the last half mile.

C. THE EVANGELIST SHOULD HAVE A DAILY SCHEDULE

Time should never be wasted. Therefore, the evangelist should have a daily schedule which he will follow faithfully.

If he is staying in an evangelist's apartment, he will be able to arrange his timetable to suit his own convenience. However, if he is being entertained in a home, he must adjust himself to their schedule. He should inquire concerning the time that meals will be served, and make certain that he is never late. If he decides to fast, he should always give his hostess notice that he would be absent for certain meals.

There is no excuse for an evangelist lying in bed in the morning and arising late. God does not bless lazy people.

A suggestive timetable is given here:

7:00 AM	Rising
7:00 - 7:30 AM	Dressing and tidying room
7:30 - 8:30 AM	Walk
8:30 - 9:00 AM	Breakfast
9:00 - 10:00 AM	Prayer and Devotion
10:00 AM - 12:30 PM	Study and Preparation
12:30 - 1:00 PM	Relaxation
1:00 - 1:30 PM	Lunch
1:30 - 2:30 PM	Rest
2:30 - 5:00 PM	Visitation with pastor or studying
5:00 - 6:00 PM	Dinner

This is only suggestive and each evangelist must work out his own schedule where each minute will be used most profitably.

D. THE EVANGELIST SHOULD BE FRIENDLY

The evangelist is a soulwinner, and as such he must be friendly and show a real

interest in people.

He can gain the attention of many with his smile and warm handshake. People will respond to love and attention.

He will be meeting hundreds of people. He must train himself to remember names. When he meets a person there is nothing wrong in inquiring concerning the person's name. Generally a person is pleased to give his name. However, if he has to do this the second or third time, it becomes very embarrassing.

A good way is to always repeat the name. If the name is a strange name, inquire how it is spelled. This all helps to fix the name in your mind. After meeting several people write this list of names in a notebook and review them. While sitting on the platform, study the congregation and see how many names you can remember. When the evangelist greets them the next evening he should be able to call them by name. By concentrating on this he should know the names of the majority of the people within a week.

Although the evangelist must be friendly, he must never be disrespectful to his elders or show familiarity with the opposite sex. Being friendly does not mean that he is going to be frivolous. Much joking with the young people may make him popular, but it certainly will cheapen the gospel.

E. THE EVANGELIST'S WIFE MUST ALSO SHOW A GOOD EXAMPLE

Everything that has been written in these two lessons about the conduct of the evangelist also applies to his wife. However, there is much that can be added here. The wife can do much to make the stay in any home a happy one. She should be alert and quick to offer her help in the kitchen, drying dishes, etc. She should not make any more extra work than is needed.

If she is happy and helpful, it will do much to make the meeting a success and to receive an invitation to return for another meeting.

F. THE EVANGELIST SHOULD ALWAYS SHOW APPRECIATION

A good way to show appreciation is to mail back a "Thank You" card. This is an excellent habit to have and everyone can do it.

The evangelist should desire that the sweet blessings of the

revival crusade should linger on. An appreciative spirit will certainly help in this regard.

POINTS TO REMEMBER

A. SOME THINGS THE SOULWINNER SHOULD DO

1. Believe God's promise of wisdom (James 1:8).
2. Claim deliverance from the fear of man (Psalm 34:4).
3. Keep your eyes open for opportunities to witness. We are surrounded by opportunities.
4. Purpose to win ONE soul.
5. As far as possible, choose persons of your own sex.
6. As far as possible, choose persons of your own age.
7. As far as possible, deal with the person alone, not in a group.
8. Place your reliance not in yourself, but in the Holy Spirit and the Word of God. Self confidence hinders, but one needs the boldness that God imparts (Acts 4:31).
9. Be courteous. One can be polite and yet at the same time frank.
10. Be in earnest.
11. Always keep sweet and patient even when meeting up with abuse.
12. Have the person with whom you are dealing read the Bible himself.
13. Allow no one to interrupt you when dealing with a soul.
14. Be tactful, faithful, and interested; do not compromise.
15. Help young converts in development of Christian living.

B. SOME THINGS THE SOULWINNER SHOULD NOT DO

1. Do not be drawn into an argument with anyone. Let us care more about the soul than winning the argument, especially if the argument is over some trifling matter.
2. Do not attempt to deal with more than one soul at a time. Get your prospect alone if possible, or he will never open his heart to you and disclose his real difficulty.
3. Do not attract attention to yourself or your experience. Seek to attract souls to Jesus.
4. Do not monopolize the conversation. Listen patiently. You will be able to deal with him better for listening.

5. Do not rely on your own ability, or powers of persuasion. Maintain an attitude of constant dependence on the Holy Spirit.
6. Do not multiply texts and illustrations. Have three or four texts that can meet the need. Answer difficulties from the Word.
7. Do not forget that your weapons are "The sword of the Spirit" and the weapon of "all prayer" (Ephesians 6:17-18).
8. Do not be unduly familiar with the inquirer unless there is a reason for it.
9. Do not hurry or do shoddy work.
10. Do not ever grow angry nor impatient. Keep patient.
11. Do not wait for impressions. The Holy Spirit often does impress us specially, but we ought not to wait for such impressions. Jesus has commanded us to "go to every creature" to "be instant in season and out of season." Work from principle and love of souls, not from impressions, feeling, or enthusiasm.
12. Do not leave one good case for another. Land your fish first if possible, then bait and look after other lines.
13. Do not talk too loud.
14. Do not tell seekers to go home and think it over. Bring him to decision and repentance if possible.

C. SOME POINTERS TO REMEMBER

1. Do not compete with any other church group. We are not in church competition business. The best way is to go into a city and preach the gospel, ignoring the church groups that are already established. When a preacher begins to knock some other church, he immediately closes the door to reaching the hearts of many people. Traditions die hard. When a person takes a stand to defend a cause, even though it be a lost cause, he has committed himself, and no one likes to lose face. Therefore, avoid placing men and women in this unhappy position.

2. Do not attempt to build a work for yourself or around your own personality. Your own personal interest must be laid to one side. Remember that the corn of wheat must fall into the ground and die before it can spring up and bring forth fruit.

3. Do not try to vindicate yourself or to permit yourself to be made an issue. Keep yourself aloof from all issues so that the question is, "What shall I do then with Jesus?" not, "What shall I do with the preacher?" Remember that God can fight your battles and

vindicate you in the right far better than what you can ever do yourself. Let God fight your battles for you.

4. Do not try to drive people. Most people rebel at being driven. You cannot force and compel people to make decisions for Christ. They must be led. Many people are very desirous of finding a strong leader, and when he is found, they

will willingly follow. But they refuse to be driven.

5. As far as possible, avoid arguments. Remember that he who is convinced against his will is of the same opinion still. The soulwinner is not out to win arguments. It is his business to win souls. You may win the argument but lose the soul. It really is immaterial who wins the argument as long as a soul is won for Christ.

6. Do not set an unattainable goal. We must keep our goals realistic. Keep your goals within reach and when you reach them, then you are encouraged, and those who work with you are willing and ready to set a higher goal. However, when a goal is unrealistic and is set too high, discouragement and a sense of defeat follows.

7. Have a great love for the soul with whom you are dealing. There is no substitute for love. This is the greatest force that you have in winning a soul.

8. Preach the Word. It is impossible to lead a soul to Jesus Christ without using the Word of God. The personal evangelist must have God's Word on his finger tips and be able to use it freely.

9. Go where the people are. This is done most effectively through systematic visitation. The best place to reach a soul is in his own home. A soulwinner will never neglect this ministry.

10. Have great patience. Do not be weary in well doing for in due season you shall reap if you faint not. It takes great patience to become a fisher of men. The impetuous, impatient man will never become a great soulwinner.

11. Believe God. The struggle for souls is greatly a battle of faith. When we go out to witness, whether it be out on the street corner or house to house canvassing, we must believe God, and have faith that there will be fruit from our ministry. If we doubt God we are defeated before we begin.

12. Emphasize Bible teaching. Even as the Word of God may be sown in the heart of an individual before he can be brought to the Lord, even so the new born babe in Christ must be taught and fed upon the Word of God. It is Bible teaching that will build a strong church. It is the knowledge of God's Word that will build a healthy strong Christian.

CHILD EVANGELISM

Part I

A. THE IMPORTANCE OF CHILD EVANGELISM

“But Jesus said, Suffer little children, and forbid them not, to come unto me: for such is the kingdom of heaven” (Matthew 19:14).

The importance of child evangelism cannot be over estimated. We can understand the importance of it when we study the Scripture where Jesus instructed His disciples to permit the little children to come to Him.

By child evangelism we simply mean the type of ministry needed to win the heart of a child for Jesus. The child is saved in exactly the same way an adult is saved – by being born again. A child must repent, be baptized in the name of Jesus, and receive the Holy Ghost, exactly the same as an adult. However, we must understand how to reach children, gain their attention, hold their interest, and win them for Jesus. This definitely calls for a special type of ministry.

Let us list a few reasons why child evangelism is so important:

1. Many children die the same as adults. In fact, although life expectancy is getting longer, yet only a small percentage reach old age. Out of 100,000 children at the age of three years, only 59,000 are alive at 50 years of age or a little more than one half.
2. As a rule, children are more easily led to Christ than adults.
3. They are more likely to stay converted than those converted later in life.
4. They make better Christians since they do not have so much to unlearn.
5. Their lives are before them; they may devote their entire lives in the service of the Lord. An elderly person may be saved, but he has nothing to offer the Lord except a wasted life.

B. WHO MAY BECOME A CHILD EVANGELIST?

The answer to this question is that almost everyone may be a child evangelist. The qualifications are few for certainly a person does not have to have many tal-

ents to win the soul of a child for the Savior.

There is no age limit here. He may be a child himself, or he may be a grandfather and restricted to a wheel chair. Let us list a few necessary requirements:

1. He must be filled with the Holy Ghost.
2. He must love children.
3. He must know God's Word.
4. He must be able to identify himself with children.

This last point simply means that he must be able to get down to the child's level and express himself in simple, but plain language. This is not "baby talk," not affectation, for this children can quickly discern and will resent.

Children desire to be loved, to be accepted, and to be understood. Anyone who is able to meet these simple requirements may become a child evangelist.

C. HOW OLD MUST A CHILD BE BEFORE HE CAN BE SAVED?

A child may be saved as soon as he reaches the "age of accountability." This is the age when he understands right from wrong, when he receives the knowledge of sin, and is old enough to accept Jesus Christ as a personal Savior.

Naturally, this age will vary from child to child. There is no possible way of setting a definite age. The writer has known of children, three and four years of age, filled with the Holy Ghost. Frequently, children six and seven years of age are baptized in water. Ninety percent of all Christians are converted before the age of eighteen years.

The problem arises concerning the age of a child to be baptized in water. The writer has used the following rule to guide him: Wait until the child strongly requests it himself, and then make certain the child understands fully what it means. A child should never be pressed into water baptism. At the same time, however, the child should never be refused for this is a matter of salvation. The parents should always be consulted.

D. WHERE MAY CHILD EVANGELISM TAKE PLACE?

Children may be won for the Lord almost everywhere. Wherever children are found, they may be won for the Lord.

Child evangelism is not a careless ministry, for it needs much

preparation. However, it is a simple ministry, and as such it lends itself to many types of services. Children will respond whenever they are shown attention and love.

Let us list a few places where children may be won for Christ:

1. A Revival Crusade

The evangelist who gives no attention to children is sadly failing. He should give them special attention by:

- a. Having a special feature during the service for children
- b. Having a special "Family Night" service once each week during the crusade
- c. Having some of the children participate once in a while in some of the services

The alert, wide-awake evangelist will find many ways to gain the attention of the children, hold their attention, and win them for the Lord. He will have the satisfaction and joy of seeing them pray through at the altar.

2. Sunday School

The Sunday school is the Bible school of the church, the educational department. However, this does not stop it from being evangelistic in nature. The goal of the Sunday school should be to win every child for the Lord. Children should be accepting Christ in almost every class session. There is no reason why children cannot receive the Holy Ghost right in the Sunday school classroom.

Occasionally, an open session is excellent when a water baptismal service may be conducted. In this way the children will not only be taught water baptism in Jesus' name, but they will have the opportunity to witness some of their friends being baptized.

3. Children's Church

Children's church may be conducted while the worship service is being conducted for their parents. It may be held evenings after school or on Saturday afternoons. It may be held at the church, in someone's home, or in the classroom of the day school after school hours.

Children's church is very effective for it gives plenty of opportunity for child

participation. They can be encouraged to testify, to pray, to sing solos, and to read the Bible lesson.

4. Daily Vacation Bible School

A DVBS is very profitable and generally has results in the salvation of souls. However, a DVBS must be well planned, and preparation should start months in advance. There are many fine books available giving instructions on how a successful DVBS may be conducted.

5. Summer and Vacation Camps

These are generally district projects and the number of children is generally quite large. Discipline and finance are generally the most difficult problems to solve here, although it also may be difficult to get the right kind of workers, suitable teachers and supervisors.

E. A WORD OF CAUTION

We shall conclude this lesson with a word of caution. The child evangelist must never lose sight of his goal, that of the salvation of the child. It is so easy to allow sincere efforts to degenerate to the level of entertaining the child rather than winning him for Christ.

The child evangelist is more than a baby sitter; he is a soulwinner. This he must never forget.

CHILD EVANGELISM

Part II

A. METHODS TO BE USED IN CHILD EVANGELISM

There are many methods which may be used in bringing the gospel message to the heart of the child. One must always remember the word of caution sounded at the close of the previous lesson. Everything that is said or done should be to point the child to Jesus. Time should not be spent just to entertain the children. We will be frustrated and keenly disappointed if we try to attract and hold children with programs and entertainments.

We must learn to have faith in two main means to save the child's soul and to keep him true. These are:

1. God's Word
2. Holy Spirit

Therefore, every chorus, story, object lesson must bring out God's Word clearly and simply under the anointing of the Holy Spirit. Any chorus no matter how pleasing the melody, must be discarded if it does not contribute towards the desired result of saving the child's soul.

1. Singing Songs and Choruses

Children love music and willingly respond to chorus singing. The choruses and songs should be bright and cheery. The melody and the words should be simple. The words should bring out a definite message and exalt Jesus.

Children love action choruses. A good method is to choose three or four children who know the chorus well. These children may stand before the others and lead them in the singing and actions.

Simple songs that can be quickly memorized are the best. The words may be repeated by the children several times before they are taught to sing them. Any word difficult in meaning should be explained to them. They must understand

what they are singing. A brief discussion regarding the meaning of the chorus is always profitable.

Care should be exercised to see that everyone is participating and entering into the singing.

2. Story Telling

Some people may think that this is the easiest part in the ministering to children. However, this is not necessarily true. Children love to listen to stories, but these stories must be told with expression and action.

Actually the secret of storytelling is to be able to place yourself into the story as one of the characters. Stories to be effective, must come alive with action. Description must be clear and vivid. There must be excitement and suspense.

The best stories, of course, are Bible stories. Stories from the Bible bring out Bible truths. They are exciting and alive. They are full of action, fairly short, and reach the climax quickly.

Stories which are not Bible stories must be chosen carefully. We must always remember that they are not for entertainment, but to win souls. Therefore, they must be chosen to bring out some gospel truth.

Here are some characteristics to remember in the choice of stories to be used in child evangelism:

- a. Fairly short
- b. Full of action and excitement
- c. About people with definite names (Every character should have a name.)
- d. Animals always create interest
- e. A great deal of conversation

The story teller must change the tone of voice, his expressions, etc., according to the character and action being related.

3. Object Lessons

Again, object lessons should be chosen to illustrate a gospel truth, not just to entertain. The child evangelist has hundreds of object lessons from which to choose. He may use almost anything to illustrate a truth. This is exactly what Jesus did when He referred to the lilies, sparrows, etc.

To be most effective the object lessons should use things that the children are already familiar with. These lessons may be very simple or they may be quite complicated.

a. Example of a Simple Object Lesson

A boy is called to the front. A single strand of a string is tied around his two wrists and he is asked to break it, which he does with ease. This is repeated several times, each time adding more strands around his wrist. Finally, he cannot break the string. There are too many strands.

The lesson is to illustrate the power of habit. The act of doing something wrong once can easily be broken. But soon the power of habit takes over and the person is bound with a chain that cannot be broken.

b. Example of a more complicated lesson

This lesson may be announced before hand, for it may create curiosity and be an attendance builder. The lesson is putting an egg into a quart milk bottle without breaking the egg. The egg is boiled hard, a fact which you do not announce beforehand. But, even a hard-boiled egg will not go into the bottle without breaking. The children are asked just how it may be done, and they are forced to acknowledge that it is impossible. It would take a miracle.

The egg entering the bottle is likened to a sinner entering the kingdom of God.

The trick is a simple one. Light two wooden matches and drop them into the bottle and quickly place the egg on top. The matches burn up the oxygen, make a vacuum, and pop goes the egg into the bottle. Without the fire this would be impossible. This shows that it takes the fire of the Holy Ghost to enter the kingdom.

4. Visual Aids

Visual aids are great teaching tools. We should remember that a person remembers 80% of what he sees and 20% of what he hears.

Pictures, signs, home-made posters, flannelgraph material, films, and slides all make excellent visual aids.

Again, we sound the warning that it is so easy to entertain. Our business is not to entertain but to win souls.

5. Chalk Board

With a little practice a person may learn how to draw pictures and illustrations on the blackboard. He should set up a board at home and practice. Actually, learning to use the chalk is very simple.

6. Bible Games, Quizzes, Sword Drills, Etc.

The Bible should be used extensively in child evangelism. Emphasis should be placed upon Bible memorization. Children will respond to many methods of developing knowledge of the Bible.

B. POINTS TO REMEMBER

1. The attention span of a child is short. Therefore, there must be changes and variety in any type of service conducted for children. Actually, no lesson, story, or activity should last longer than twenty minutes.
2. The child must always grasp and understand what is being said and taught. To minister to a child we must always minister on the child's level.
3. Child evangelism is not entertainment, but rather winning souls for Jesus Christ. We must remember that the child is saved in exactly the same manner as the adult – that is by repentance, water baptism in Jesus' name, and the baptism of the Holy Spirit.

Name: _____ Date: _____

Self Help Test: Evangelism I

Lesson One

1. Write a definition of *evangelism*.

2. What is the office and ministry of an evangelist?

3. What is the evangelist's message?

4. What was the result of the ministry of evangelism at Athens?

Name: _____ Date: _____

Self Help Test: Evangelism I

Lesson Two

1. Give three occasions where the Great Commission was given.

2. Give the five commands given in the Great Commission.

3. State clearly the evangelist's Authority to go into a new area to evangelize.

4. What does it mean to be Christ's ambassador?

Name: _____ Date: _____

Self Help Test: Evangelism I

Lesson Three

1. State the ten qualifications of an evangelist given in this study.
 - a.
 - b.
 - c.
 - d.
 - e.
 - f.
 - g.
 - h.
 - i.
 - j.

2. What does each of the following Scriptures teach regarding the evangelist's qualifications?
 - a. Proverbs 11:30

 - b. II Timothy 2:15

 - c. Isaiah 66:8

 - d. James 5:7

Name: _____ Date: _____

Self Help Test: Evangelism I

Lesson Four

Place the correct word in each blank.

Nationality	paternalism	things
fornication	confidence	communicate
barriers	identification	prejudice
communication		

1. It takes time to build _____.
2. All _____ must go.
3. _____ is not conformity.
4. Before we can convey the gospel, we must _____ with him.
5. I am made all _____ to all men (I Corinthians 9:22).
6. Everywhere men have erected _____ which separate them.
7. There must be no _____ in the heart of the evangelist.
8. Identification and _____ are essential .
9. The soulwinner should be able to reach a man of any class and _____.
10. You do not have to commit _____ to win the harlot.

Name: _____ Date: _____

Self Help Test: Evangelism I

Lesson Five

Without looking at your notes, write in full fifteen principles to be remembered in soul winning.

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
- 10.
- 11.
- 12.
- 13.
- 14.
- 15.

16. Write a paragraph on the importance of soulwinning.

Name: _____ Date: _____

Self Help Test: Evangelism I

Lesson Six

1. State three wrong goals for the gospel service.
 - a.
 - b.
 - c.

2. State three correct goals for the gospel service.
 - a.
 - b.
 - c.

3. State five principles to be remembered in conducting a gospel service.
 - a.
 - b.
 - c.
 - d.
 - e.

4. Write a paragraph on the evangelist's preparation for a gospel service.

Name: _____ Date: _____

Self Help Test: Evangelism I

Lesson Seven

1. Write a paragraph comparing the merits of a prayer room with that of the church altar.

2. Give four points to remember in conducting an altar service.
 - a.
 - b.
 - c.
 - d.

3. Write a paragraph on the subject: "Praying Men and Women Through"

4. Explain just how you would approach and deal with a stranger at the altar.

Name: _____ Date: _____

Self Help Test: Evangelism I

Lesson Eight

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1. How should an evangelist dress?

2. How should an evangelist handle his finances?

3. With the thought in mind that the evangelist is not in a church to meddle, state four things he must *not* do.

a.

b.

c.

d.

Name: _____ Date: _____

Self Help Test: Evangelism I

Lesson Nine

1. How may an evangelist get sufficient exercise?

2. How may an evangelist remember names of those he meets?

3. How may an evangelist show appreciation for hospitality?

4. Why is the prayer life so important to the evangelist?

5. Make out a suggested daily schedule.

Name: _____ Date: _____

Self Help Test: Evangelism I

Lesson Ten

Without referring to the notes, state ten things that the soulwinner should do.

- a.
- b.
- c.
- d.
- e.
- f.
- g.
- h.
- i.
- j.

2. State ten pointers to remember in soulwinning.

- a.
- b.
- c.
- d.
- e.
- f.
- g.
- h.
- i.
- j.

Name: _____ Date: _____

Self Help Test: Evangelism I

Lesson Eleven

1. Write a paragraph on the importance of child evangelism,
2. How old must a child be before he may be saved?
3. State the qualifications of a child evangelist.
4. How may child evangelism be conducted in the Sunday school?

Name: _____ Date: _____

Self Help Test: Evangelism I

Lesson Twelve

1. Give three points to remember in conducting gospel services for children.
 - a.
 - b.
 - c.

2. What are the two main means to save a child's soul?
 - a.
 - b.

3. What is the secret in good story telling?

4. Give three characteristics of good stories for children.
 - a.
 - b.
 - c.

5. Explain carefully what is meant by visual aids.