

Soul Winning

by Jack Hyles

Jack Hyles emphasizes the importance of soul winning as a fundamental Christian duty and a means to spiritual vitality in the church.

Scripture: Matthew 28:19

Topics: "The Great Commission", "Soul Winning"

Description

Jack Hyles emphasizes the critical importance of soul winning in the Christian life, outlining a step-by-step approach to effectively lead others to Christ. He explains the Great Commission's four key actions: Go, Preach, Baptize, and Teach, stressing that teaching new believers to win souls is essential for church growth and spiritual health. Hyles shares personal anecdotes and practical tips, encouraging Christians to be proactive, soul-conscious, and disciplined in their efforts to share the Gospel. He believes that soul winning not only fulfills Christ's command but also revitalizes the church and strengthens relationships among believers.

Transcript

Let's Go Soul Winning

Step-By-Step Lessons on How To Win A Soul To Christ

Here are simple step-by-step lessons in exactly how to lead a soul to Christ. They have been given in great soul-winning conferences all over America and have made many average Christians into amazingly effective soul winners. The lessons are reproduced here exactly as given in one of these conferences.

Dr. Jack Hyles, the author, has been the pastor of the First Baptist Church, Hammond, Indiana, since August, 1959. The church has a membership of well over 100,000 and averages over 8,000 baptisms per year. For many years the church has been acclaimed to have the "World's Largest Sunday School."

Since the printed publication of this book in 1962, First Baptist Church of Hammond, Indiana has seen tremendous growth under the leadership of Dr. Hyles. The church now averages well over 20,000 in attendance every Sunday. This church has seen more people saved than any church in the nation. Several Sundays they have seen over 3,000 walk the aisle accepting Jesus Christ as Saviour.

Dr. Hyles is the founder and chancellor of Hyles-Anderson College, dedicated to preparing local church pastors and workers. The College has over 500 graduates now pastoring churches all over the world, and

more than 2,000 graduates serving God full time. His annual Pastor's School attracts several thousand preachers and Christian workers from all over the nation. His annual Youth Conference attracts over 7,000 teenagers from almost every state.

Dr. Hyles has authored over 40 books which have sold in excess of 14 million copies. He travels over 200,000 miles a year preaching in various conferences, and has preached over 50,000 sermons throughout his ministry.

LET'S GO SOUL WINNING

"Go ye therefore, and teach all nations [Mark's version says, "...preach the gospel to every creature"], baptizing them in the name of the Father, and of the Son, and of the Holy Ghost: Teaching them to observe all things whatsoever I have commanded you: and, lo, I am with you alway, even unto the end of the world." -Matt. 28:19,20.

Notice the simplicity of the Great Commission. I'm satisfied that this is not all it teaches, but this is the basic teaching, as I see it, of the Great Commission. There are several verbs in this verse. The first one is, "Go." We are to go. That means to go where they are. It doesn't mean to put up a shingle in your office and say, "If anybody wants to get saved, inquire within." It means you are to look them up, track them down. You are to go where they are.

The second verb is, "Teach" (Mark says, "Preach"). Actually it means to win them. Go out and tell them how to be saved. The first thing you do is to go; then get them saved.

The next verb is, "Baptize."

And then, "...Teaching them to observe all things whatsoever I have commanded you."

Notice there are four basic verbs: (1) GO. (2) PREACH (or teach, get them saved). (3) BAPTIZE. (4) TEACH them again. You teach them something after you get them saved and baptized. What do you teach them? To "...observe all things whatsoever I have commanded you." It did not say to teach "whatsoever I have written you." But teach them "whatsoever I have COMMANDED you."

Now what did He command us to do? Go, preach, baptize, then teach them what He commanded us to do. So, we teach them to go and preach and baptize, that they may teach their converts to go, preach and baptize, that they may teach their converts to go and preach and baptize. If I understand the Great Commission properly, the first thing to teach somebody you win to Christ is how to win somebody else to Christ. Don't you think so? It says 'to teach them to do what I have told you to do, what I have commanded you to do.'

Here is what I think the Great Commission basically teaches. I come to this brother here on the front. First, I go. I go to your house; I go to your store, then I tell you how to get converted. I get you baptized. Then I must teach you how to go and get the next man converted and get him baptized, that he may teach another how to go and get still another converted and baptized, that he may go, etc.

Dr. Rice, you don't quit there. You teach him how to get this man converted and baptize him. It is a long circle when you get somebody converted. We have the idea that the Great Commission is wrapped up in going, preaching, and baptizing, and that that is all it says. No, it says you teach them how to go. You teach them how to get folks saved. You teach them how to get folks baptized. That is also a part of the

Great Commission and the first command to us after we win a soul to Jesus Christ.

So, this is the Great Commission, this matter of what I'm doing today. I'm teaching you how to have pretty feet. The Bible says, "How beautiful are the feet of them that preach the gospel of peace, and bring glad tidings of good things!" So, I'm a chiropodist, a foot specialist. I'm going to make you have pretty feet. A secret of success is good feet. An athlete will tell you the first things that will go bad are legs and feet. No matter how hard you can bat, how good you can catch and pitch, when your legs are gone, the athlete is gone.

The most important thing about an army is its feet. When I was in the service they had a foot inspection at midnight. We would be sound asleep and then... "Attention!!!" Here comes the Captain. We would stand up and look, and here was that big old boy coming down the hall. They would say, "Get on your foot lockers." We got on our foot lockers. Great big old feet sticking out, and they say, "O.K. Hold up your trousers." We held up our trousers while they examined our feet. Why? Because the most important thing about the army was the feet.

Now the first thing to get cold about you is your feet-- physically or spiritually. I was in Phoenix in a conference. I got cold at night and I didn't know I was cold. I wasn't awake enough to know where I was cold, but I was awake enough to know I was cold somewhere. Invariably it is your feet that get cold, but you don't realize it. You start pulling the cover up around your shoulders while your feet are sticking out completely. Your feet get colder and you feel colder, but you don't know where you are cold. You pull the covers a little further. Finally, you are freezing to death. It is your feet that are cold but you don't know it.

And that is the first thing that will get cold spiritually. You start tithing and giving more money. But it is not your pocketbook that is cold; it is your feet. You promise God you will start coming to prayer meeting, but your feet get cold first. And a lot of Christians are as cold as a wedge and don't know where it started. It started with their feet.

The same is true about being dirty. How many of you men (now you ladies wouldn't dare do this, but we men do it quite a bit); you don't want to take a bath. You are not quite dirty enough to take a bath, but your feet are dirty, so you take your shoes off, put your big feet up in the lavatory and wash them. Why? Because the feet get dirty first.

The same is true with a Christian. When the feet get dirty-- they are the first things that lead you toward backsliding. The first thing you leave off when you get away from God is not the Sunday School on Sunday morning; it is not the Sunday evening service. The first thing is visitation, calling, witnessing. If you can keep your feet warm, you will be warm all over. If you can keep your feet clean, you will be clean all over. If you can keep your feet right, you will be right all over. So, today we will discuss how to keep your feet pretty.

Soul winning is the basic secret of every other problem in the church. For example, here a church is having cold services. There is no warmth there. The Lord does not meet with them. Now how do you overcome it? Get to winning souls. If somebody walks down the aisle every Sunday and professes their faith in Christ, that will warm the service up a great deal.

Here is a church having trouble with its business. It doesn't have enough folks who know business. It is having trouble handling its legal affairs. It doesn't have enough wisdom. The Bible says, "He that winneth souls is wise." So God gives extra wisdom to those who win souls. I would rather have a soul-winning

ignoramus run the business of my church than a group of big shots who won't come to prayer meeting on Wednesday night. In the First Baptist Church in Hammond our deacons and leaders are men not necessarily who are business wise, but men who are spiritual and soul winners because God gives them wisdom that no one else has.

The same is true about your finances. If you have trouble raising your money, just get some sinners converted. When Jesus wanted some money, what did He do? He caught a fish with money in its mouth. The same is true if you will get busy about soul winning. Now if you have a little trouble in the church, go soul winning.

Suppose Dr. Rice and I have a fuss. The best thing for us to do is to go soul winning together. If we can win somebody to Jesus together, we will make it all right. We will love each other again.

When I was in Texas a deacon there had a fuss with me. Of course I thought it was his fault. So, one night he came to visitation. We went visiting together. He said, "Preacher, that Bible study you brought last night was the most ridiculous thing I have ever heard."

I said, "J. B., if you had an ounce of sense, if God gave you a brain the size of a flea's brain, you would know I taught the truth last night."

Now, he said, "Preacher, if I didn't love you, I would quit coming to this church."

I said, "J. B., the truth is, I ought not to even go with you." Boy, we really had it.

About that time we came to the first house. A fellow came to the door in his bathrobe and house slippers. He had gone to bed. We got him converted, and J. B. got happy and we started rejoicing. The fellow woke his wife and she came and got converted. We walked out the door on the way home and J. B. looked at me and said, "Preacher, I've been thinking about that sermon at prayer meeting and that was one of the best sermons I have ever heard."

I said, "J. B., no, you're wrong. I was wrong last night and you were right." So we got in a fuss over who was right last night! I'm just saying, we got back together. Why? Because we were winning souls together.

Jesus said in John 15, "Ye have not chosen me, but I have chosen you." Sometimes folks ask me about predestination. Yes, I believe I was chosen before the foundation of the world-- TO GET SOMEBODY SAVED. That is what it says. It says, "I have chosen you, that ye should go and bring forth fruit, and that your fruit should remain: and that whatsoever ye shall ask of the Father in my name, he may give it you." Then it says, "These things I command you, that ye love one another." What? Going and bringing forth fruit. Why? That will make you love one another. So soul winning is the crux of it all.

I tell my preacher boys in my church, "If you go to a church where they are about to vote you out, kick you out, go out and win enough folks to carry the vote right quick." I was called to a church one time-- in fact, the first full-time church I ever had. I carried the vote about 25 to 17. When I got there the first Sunday, a lot of my folks were gone. Usually the first Sunday at the church you present yourself for membership, but I didn't have enough folks there to vote me in and I was already pastor. So I didn't join. I went out winning souls and won eighteen or twenty the first few weeks, then I joined the church. I had enough then to vote me in. So it will take care of your problems.

This matter of soul winning is consuming to me. To me it is just the biggest thing. It consumes me with the bigness, and that anybody can do it. I wish I could tell you about some experiences of folks who do it.

I know a fellow in Texas who, when he got converted, couldn't even spell Jesus. The first year he won 169 to Jesus. He picked up a hitchhiker and tried to witness to him. The hitchhiker shook his head. He then talked real loud, but the hitchhiker pointed to his ears and shook his head. So this new convert started writing the Gospel out and the hitchhiker pointed down and shook his head. He couldn't read, he couldn't hear, he couldn't talk. So this soul winner, who went to the third grade and couldn't even spell Jesus, stopped the car and got out, took his Bible, pointed to the Bible, pointed to his heart, pointed to Heaven, made a motion to open your heart and let Him come in, got on his knees and began to pray. The deaf and dumb fellow got on his knees and mumbled a bit, got up with a smile of Heaven on his face, pointed to the Bible, pointed to Heaven and pointed to his heart.

I'm just saying, anybody can do it. This is a chance for you. As Dr. Bob Jones, Sr., says, God doesn't have many today. This is a chance for you. God is hard up and He will even use you.

1. HAVE A DEFINITE TIME TO GO.

This is one of the most important things in soul winning. If you are to be a soul winner, you have to do it on purpose. You must plan to do it. You must try to do it.

Let me encourage you a bit. I'm sure I speak for others; I know I speak for myself. There never is a day when I want to go soul winning. We're all made of the same clay and have the same weaknesses. Soul winning is a spiritual matter and the flesh will fight against it. In the summer it is too hot to go. Besides, folks are taking naps and it will make them mad if we wake them up. In a few months it is going to start snowing and we don't want to go out in the snow because we will catch cold talking through the door, and they would catch cold, too. There is never a good time to go.

Let me say this, though. I never want to quit once I start. In soul winning you have to have a self-starter. You have to start against the grain. You must start because you are supposed to start. I get tired of folks saying, "Dear Lord, give me a burden to win souls." While you wait on the burden, go out and win a few. The Lord didn't tell you to win souls if you have a burden; He said to win them anyway. If you don't want to, win them; if you feel like it, win them. If we went soul winning every time we felt like it, not a one of us would ever go, because Satan will try to keep us from it. He will keep you at your desk. You may become a great theologian studying things that are good to know, but the Devil will use them to substitute for soul winning.

So have a schedule. The trouble with most preachers-- and I'm guilty of it myself-- is that we don't live a disciplined life. Every preacher should have a schedule and try to live by it. Every preacher, every Christian should have a set time in the week or several times in the week when he does soul winning.

Personally, I try to go every Thursday afternoon, every Friday afternoon, and sometimes on Saturday. If I cannot go or do not go one of those times, I substitute another time. I suggest the layman should go when the church has visitation, if possible, and maybe one other time in the week. If you cannot go on visitation night, go another time, but set aside a time and say, "This is my time to win souls." If you do not, you will probably be a failure.

2. BE SOUL-CONSCIOUS.

What does it mean to be soul-conscious? Talk to anyone any time or, better still, talk to everyone every time. Realize that everybody has a soul. The drugstore clerk, the barber, the shoeshine boy, the beautician, the grocery clerk, the milkman, bread man, service station attendant needs the Lord and we should witness to them.

Nobody is going to do it every time. It never gets easy to ask, "Are you a Christian?" I practice it. In front of the mirror I say, "Are you a Christian? Are y-o-u a Christian? Have you ever been converted? Are you saved?" I get in the habit of it. I don't care who you are; I don't care where you are, it is never easy.

For example, you go to buy a medicine from the druggist. Well, you preachers are pretty nice-looking fellows-- you could be mistaken for lawyers. You say, "Hello. How are you today?" The druggist thinks, "Isn't that a fine fellow." You know that if you ask, "Are you a Christian?" his opinion of you will change and he will think you are a nut, and nobody wants to be a nut. So you just don't say anything.

Now you had better get in the habit of asking, "Are you a Christian?" You will win more if you just start witnessing everywhere you go. You will win as many on the side as you do on purpose, and you will have the most wonderful experiences. If you preachers would start winning souls everywhere you go, you wouldn't have to get a book of illustrations to preach from next Sunday. Instead of saying, "In a distant city many years ago a certain man down a certain street..." you could say, "Last Friday morning out on the field I won somebody to Jesus. Let me tell you about it." It will liven up your sermons. That way you won't repeat anybody's illustrations. They will all be yours.

So, be soul-conscious. I mean by being soul-conscious, make it a habit of asking people everywhere you go, "Are you a Christian?" Ask the bread man, the school teacher, the milkman, the fellow who works in the yard, the telephone man, the fellow who reads the meter for the gas and electricity. Just ask everyone you see, "Are you a Christian? Have you been saved?" Be soul-conscious.

Let me give you this illustration. I was out mowing the yard one day while pastoring in Texas. Our church was the largest church in our city. One out of seven people in town belonged to our church. I saw my members quite often. Now, when I mow the yard, I'm not quite a beauty queen! That day I had on a tee shirt with a hole in the shoulder, and one right under the arm; I had on a pair of old tennis shoes with holes in them, and a pair of trousers with patches in the knee, and I think I had on either a golf cap or a fishing hat. I was a tragic-looking thing, a sight to behold!

My wife came out in the yard and said, "Honey, would you go get some sugar from the neighbor down the street?" I said, "All right, I'll do it." So I got the cup and marched down there with my tennis shoes on, and a hole in my breeches and tee shirt, and a fishing cap on. We were very close friends to the folks, so we never knocked. They would come in our house and we would go in theirs-- just real close neighbors.

So I walked in and said, "Hey! Anybody home?" And there was-- thirteen people at home-- company all dressed up in suits and fine clothes. There I was. Imagine, Rev. Hyles, a cup in his hand, fishing hat on, split tee shirt, patch in his breeches, and a pair of tennis shoes on his feet! And I said, "Hello." The lady looked at me, she looked at her company, then announced, "This is my pastor." I was horrified! I was humiliated! I wanted to evaporate but couldn't.

Finally I said, "Excuse me; I'm sorry." Then I got to thinking. Shoot! Just take over the conversation. Just act like you have good sense. So in I walked. "How do you do! How are you? Are you a Christian?" I went around the entire room asking the same question. Then THEY got embarrassed.

(I found out long ago that when a preacher goes to a hospital or gets some place where he feels like a fifth wheel, he should just bluff them and take over the conversation. That will help you, too. It really will. You go to the hospital. Here is the doctor, the nurse, the family. And everybody says, "That's the preacher." You know how you feel, pastors. It's a terrible feeling. So I walk in, "Hello Doc. How are you?" Make HIM feel bad. Make HIM feel like he's a fifth wheel.)

So I walked in and asked each person if he or she were a Christian. The last man, a young man, said, "No, I'm not, but I've been thinking about it." Well, I said, "I can help you think about it right here." We knelt there in that home and opened the Bible. He got converted. He lived at Irving, Texas, forty miles from Garland. I said, "Now, J.D., you need to walk the aisle in the church in Irving tomorrow." He said, "If you don't mind, Preacher, I'll just stay over tonight and come to your church and walk the aisle." He did, and that night he got baptized in my church. Later he joined the First Baptist Church of Irving, Texas.

You don't realize how many places you will bump into people. I saw a lady while on vacation just recently. She said, "Hello, Brother Jack. Remember when you won me to the Lord?" I said, "I certainly do." It happened while I was looking for a Mrs. Marsh. I knocked on Mrs. Marsh's door-- I thought. She came to the door. I said, "Mrs. Marsh?"

"No, I'm Mrs. Tillet."

I said, "Mrs. Tillet, I thought Mrs. Marsh lived here."

"No, she lives five houses down the street."

"Thank you, Mrs. Tillet." I walked off. Then I said, "Wait a minute, Mrs. Tillet. Are you a Christian?" She began to cry. I led her to Christ right there.

I have won shoeshine boys and fellows on airplanes. I was going to Phoenix to a conference last year. I sat down beside a man seventy-two years old, a wealthy rancher. "Where do you live?" I asked.

He said, "On a ranch between Phoenix and Tucson."

I said, "Do you and your wife live alone?"

"My wife died a few months ago."

I asked, "Do you ever think about having anybody else come and live with you?"

"Oh," he said, "If I could find somebody who would come and live with me, a friend to keep me company, I'd give anything in the world." He had chauffeurs, servants. He owned a big ranch with hundreds of acres, but was as lonely as he could be.

I said, "I know Somebody who would come and live with you."

"You do? Does He live in Phoenix?"

I said, "He sure does. He lives everywhere."

He said, "Who is it?"

"Jesus will come." In fifteen minutes that man had Somebody to go home with him to live.

Oh, if we will just take time to witness. The trouble is, we are ashamed of Jesus. We don't mind saying, "Isn't it hot today?" or, "I wonder how the Berlin situation is." We don't mind talking about Khrushchev. We're more eager to talk about him than about Jesus. Isn't that a shame! Here we are redeemed. He died for us on the cross. We have been made heirs of God and joint heirs with Jesus Christ. He is building a home in Heaven for us. We're God's children and we won't even tell a stranger that we belong to the Lord Jesus. Be soul-conscious.

3. BE CLEAN AND NEAT.

There are two or three things a soul winner ought to watch. A soul winner ought to always watch his odor. That is tremendously important. Not only watch about your body odor, but you ought to be careful about your breath. One thing that will hurt more than most anything else in soul winning is bad breath. I would suggest that you carry mints with you. We men have a little pocket on the inside of our pocket. Put some mints in there. I always put one in my mouth before I conduct the invitation on Sunday and meet folks at the altar. So keep some mints handy.

There are other ways you can help your breath. Gum is good if you can chew it when no one sees you. Someone said the only difference between a gum-chewing flapper and a cud-chewing cow is the intelligent look on the face of the cow! You can also use Sen-Sen. I used to get a bottle of Listerine to keep in my car and between each visit I gargled.

A soul winner should also be neat. Too often the world's conception of a soul winner is some fellow on a street corner, in a suit that doesn't fit; his tie is turned around; he has a funny look in his eye; his collar is turned up; and he is looking at you saying, "You'd better get borned agin or you're going to Hell." Don't you think God could use some folks who know how to dress neatly? Don't you think God could use somebody with a clean white shirt as well as a dirty shirt? Don't you think God could use somebody who knows how to comb his hair as well as somebody with messed-up hair? Don't you think God could use somebody who knows how to brush his teeth as well as somebody who doesn't?

Now I thank God for everybody who witnesses. I appreciate the sign on the back of a car. I admire every fellow who stands up and says, "You'd better get borned agin or you're going to Hell." I am grateful for every sign on a rock that says, "Jesus Saves." But I will say this: We need more people with some intelligence and a nice appearance, a nice personality, a good approach, to go into homes and tell people about Jesus Christ.

One should dress just as nice to go soul winning as he would to go to church. Men should at least wear a white shirt and a tie. I suggest you ladies wear high heel and hose. Dress as nicely as possible when you represent Jesus. When you go soul winning, you should give the best appearance. Someone has said, "I want to look so no one will ever accuse me of being a preacher, but they won't be surprised if they find out I am." So dress the part. Be clean and neat.

4. CARRY A TESTAMENT WITH YOU.

Personally I think it much better to carry a Testament than a Bible. Now do not be ashamed of the Bible, but if you plan to shoot a fellow, don't carry your gun out in the open up to his house. The best thing to do is to conceal your weapon. If I were going to shoot you, Dr. Rice, I wouldn't say, "Dr. Rice, here I come. Here's my gun. Here you are. Bang! Bang!" Dr. Rice would be out of the way by the time I got there. Now when some folks see you walking up the sidewalk with a big Bible, they will be hiding in the closet by the

time you get there. If you have done much soul winning, you know what I'm talking about. Simply get out of the car and walk up to the door with a concealed Bible or Testament. Walk up the sidewalk with a big Bible and people will say, "Here comes the preacher." Mama says, "Tell him I'm not home." So the little fellow comes to the door and says, "Mama told me to tell you she wasn't home!" Now the reason is, they have you spotted.

But I get out of the car with a little Testament tucked away in my pocket, walk up to the door and since they don't know who it is, I have an inroad. When you do to win souls, the best thing is to keep your weapon concealed until you get into the house.

Carrying two Testaments is good also. I don't do this as religiously as I used to, but I did for years. You can buy inexpensive ones for about 25 cents. Let the lost person read from one and you read one. After you win him to Christ, give it to him as a souvenir. You can write on the inside that it was given to So and So on such and such a date (the date of the conversion), with a "God bless you" and a Scripture verse. Give him a Testament and keep one yourself. On occasion you might use his Bible if you see it around.

I don't sit beside the person when I win him. I used to. Now I sit across the room. Two or three reasons why. One, it is always best to sit across the room if you are dealing with the opposite sex. Then it is best to look in the person's eyes when talking to him.

5. GO TWO BY TWO.

There are many reasons why we go two by two. It is scriptural. Jesus sent the apostles out two by two. One can encourage the other. There is something about strength in unity. If you don't believe it, eat at a restaurant by yourself tonight and try to witness to the waitress. Then tomorrow night go with Dr. Rice and me and see how much easier it is.

Another reason of primary importance. Jim Lyons and I were visiting in a home the other day (I'm the pastor and he is my assistant). The fellow took a liking to Jim. I don't know why but he wouldn't talk to me. He looked at Jim all the time. I moved around a little closer but still he looked at Jim. I said, "Yes, that's right"; still he wouldn't look at me. I wanted to say, "Hey, I'm the pastor; he's second in command." He still looked at Jim. That fellow wouldn't know me if he saw me on the street.

Now, Jim had to talk to him. What am I supposed to do? The one who seemingly has the best inroad should carry the conversation and the partner should keep the road clear for the conversation. That is basically why two ought to go together.

I believe in being spiritual. It is wonderful to praise God, but you have to start where they are instead of where you are. I was out visiting one day with a wonderful Christian fellow. We knocked on the door. He said, "How do you do. My name is Jones (I'll call him that). Praise the Lord! This is Brother Hyles. Bless His holy name! We are here to tell you about Jesus. Glory to God! Are you saved? Hallelujah!" The man we went to see slammed the door in our faces. You must make them realize if they get what you have, it won't be so bad. So one makes the inroad while the other keeps the road clear.

What do we mean by keeping the road clear? We mean when the baby starts crying, you should change his diaper; when the beans start boiling, you put some water in them or turn the fire off; when the doorbell rings, you answer it; when the children start screaming for water, you get them a drink.

If you are not doing the talking, you be quiet until your partner is finished. The one doing the talking should do all the talking. Every now and then somebody says, "Well, that means then one runs out of something to say, the other can say something." Don't you go if you are going to run out of something to say. If you can't present the entire Gospel to a lost soul, you are not ready to go yet.

The fellow not doing the talking should keep the way clear. I have played every kind of game there is to play. I have done everything. I have changed many a diaper while out visiting. I have looked in every drawer in the bedroom hunting diapers so I could change a baby. That's right. I go to a house where there is a baby; the baby starts to cry while my partner is talking to the lost one. "Now, Mrs. Jones, never mind; I have had four little children at my house. I have had babies at my house for ten years and I've changed hundreds of diapers. Let me take care of that." She says, "Oh! Brother Hyles..." "Now, Mrs. Jones, you sit right there and I'll take care of it." And I do. I have played soccer. I have played dolls. So many kids have been on my back at one time playing "piggy back" and "ride the horsie" that if my partner hadn't gotten the soul saved soon, I would have dropped over!

One day I went soul winning with Bob Keyes, who was then my assistant pastor, but who is now pastor of the church Dr. Rice founded in Dallas. Bob was an excellent soul winner and still is. We were out soul winning. I was doing the talking and the lady had a little baby who was acting ugly. About the time the lady was ready to get down to pray, the little boy said, "I want my bottle." Mama stuck the bottle in his mouth. "I don't want my bottle." She took it out. "I wanna bottle." She stuck it in. "I don't want my bottle." Then I prayed, "Lord, do something about this little rascal or he is going to mess up the whole thing." Do you know, he stopped and looked spellbound, as if he were in a trance. I said to myself, "Well, glory to God!" For about fifteen minutes that little baby didn't move. He didn't move his eyes; he just looked. The lady got converted and became one of the greatest Christians in our church.

When we left I said to Bob Keyes, "Bob, praise the Lord!"

He said, "Amen! Why?"

"Did you see what God did to that baby?"

He said, "What?"

I said, "All of a sudden, at the crucial time, that baby froze."

Bob said, "Well, I'm sure the Lord had something to do with it, but I may have helped a little because I had a ballpoint pen behind the coffee table going up and down, up and down, up and down. Preacher, I did that fifteen minutes and I'm worn out!"

Now, don't you think Bob had a part in that soul? Sure he did. Some of you spiritual giants need to know how to change diapers and handle ballpoint pens! You would get more people converted.

One time I was out with a fellow who got to praying for this lady, "Lord, save her! Lord, save her!" while I was trying to witness to her. He was talking louder than I was. Pretty soon he got on his knees and prayed, "Lord, save her!" Then he got on the floor and started beating the floor and saying, "Lord, save her!" I had to say, "Now, friend, I'm sorry but she can't hear what I'm trying to say. Would you mind going into the other room?" He did and we got her converted. If we are going to beat on the floor, let's do it at midnight, alone. If we are going to agonize, let's cry all night alone but not make a public demonstration or show. Do things that are necessary to do.

One night Bob Keyes was witnessing to a fellow and the doorbell rang. I said, "Dear friend, you stay right here. I'll answer the door." I went to the door. The fellow at the door said, "How do you do. Are you the man of the house?"

I said, "I'm a man of the house." (I was a man and I was of the house!)

He said, "I have an appointment with you to show you a vacuum cleaner." Obviously he had called and had an appointment.

I said, "I will be delighted to look at it. Come and we'll look at it on the front porch."

I didn't want the fellow to leave and I didn't want him to stay, so I saw all of the vacuum cleaner and its parts. We tested the thing out. Finally Bob Keyes said, "Hey, Jack! Come on. I've got him saved now."

I said, "Mr. vacuum cleaner man, my name is Hyles. I'm pastor of Miller Road Baptist Church and we just got this man converted. By the way, have you ever become a Christian?" We turned on him and tried to get him converted. Now, if I hadn't kept that vacuum cleaner salesman occupied, this fellow would never have gotten converted. Keep your eyes open if you are the second party. Keep the way clear. Pave the roads in order for the person doing the witnessing to do the job. That's the reason basically for going two by two.

By the way, Dr. Rice told this morning how you can pray without ceasing. I imagine a fellow can pray and change the baby at the same time, don't you? We can pray and water the beans or play ball with the kids at the same time.

6. GO WITH DIFFERENT PEOPLE.

Occasionally, somebody will ask me, "Brother Hyles, if you started a new church or if you went to a new church, what is the first thing you would do in training the people to win souls?" The first thing would be to have different folks go with me to win a soul. The best way to train a soul winner is for him to watch someone else win a soul. The wonderful thing about soul winning is when you win a soul to Christ in the home, you are training a soul winner at the same time.

For example, let us suppose one brother gets converted in a church during preaching. That is wonderful. He is saved, but he has never seen a soul won in the home. Let's suppose another brother is won in his home. He has already seen me win him, so he knows exactly how to win someone else.

So, soul winning in the home reproduces itself. You train them and teach them how to become soul winners before they ever get converted. Now they can witness, and they can say, "At least I can do what Brother Hyles did to me." They already know basically what to do. So, go with different people so that others may watch you and learn.

7. CLAIM THE SPIRIT'S FULLNESS BEFORE GOING.

Now I think basically that when a person goes to win souls, he should spend his time winning souls. I had a secretary once who came to work about nine o'clock every morning, then she wanted to spend the first two hours praying. I think prayer is wonderful, but from nine to eleven in the morning is not the time for a secretary with a job to pray. From six to eight might be all right, or from 1 a.m. to 2 a.m., or from seven to nine at night. But she wanted to pray from nine to eleven in the morning. She thought I was unspiritual

because I wanted her to type letters and get the work done. I said, "I don't mind you praying, but I'm not going to pay you for praying. Don't you pray on company time; you pray on your own time."

Now, soul-winning time should be time set aside for soul winning. We ought to set aside times for seasons of prayer, but not to borrow it from scheduled soul-winning time. When you go, say a simple prayer. I always pray basically this prayer, "Dear Lord, I claim in faith the fullness of the Holy Spirit before I go. I pray that You will help me to be a blessing to somebody and help me to win somebody today." Claim the Spirit's fullness-- a simple prayer of faith asking God to help and give power. I make it brief.

Suppose you are going soul winning at one o'clock on Friday afternoon and you are going to pray for thirty minutes; pray from 12:30 to 1:00, not from 1:00 to 1:30. Do not steal soul-winning time. If you plan to go soul winning at one o'clock and you want to pray for four hours, start praying at nine o'clock in the morning and go soul winning at one. Stay on schedule about your soul winning and claim the Spirit's fullness before you go.

8. GO BELIEVING.

This one thing changed my soul-winning ministry. For example, people often take this little course, then call me on the phone to say, "Brother Hyles, it worked! It worked!" Sure it worked. Expect it to work. Isn't that what faith is? Believe that God is going to save somebody. Expect to win them. Go believing. God said He would save sinners if you would go. That is His promise. "He that goeth forth and weepeth, bearing precious seed, shall doubtless come again with rejoicing, bringing his sheaves with him." Don't be surprised when God keeps His promise. Go believing.

9. BE NICE.

Be nice, courteous, kind and gentle. One thing so difficult for preachers is to change our behavior from the pulpit to the living room. You can't act the same in the living room as you act in the pulpit. It is quite different, because you were not invited. You are infringing upon their privacy. When in the home be courteous and kind.

Many seem to think that the Lord said, "Go into all the world and teach all ladies to quit smoking cigarettes." Now I don't believe in smoking. We don't allow any deacons to smoke in our church. I don't believe in smoking, and especially in ladies smoking. However, God didn't send us out house to house to talk to ladies into quitting smoking. God sent us out to get people converted. I've heard of preachers walking up to a door and addressing the lady thusly: "If you will throw that wicked weed away, I'll talk to you." This certainly is the wrong approach. Get her converted first; then perhaps she will throw her cigarettes away. In other words, don't get off the subject.

One day I was talking to a lady who said, "Brother Hyles, I can't be saved because I smoke. Do you think a person can be saved who smokes?"

I said, "That's a good question. Let's wait awhile and I'll discuss that with you." I said, "Do you realize that you are a sinner?"

"Oh, yes," she said, "but I'm not going to get saved because I'm not going to quit smoking."

I said, "All right, that's a fine question. We will wait awhile and I'll discuss that with you." So I told her how to be saved. I prayed and eventually she prayed and gave her heart to Jesus and was converted.

After she got converted I said, "By the way, you asked something awhile ago about smoking."

She said, "We took care of that when we prayed."

You will do a whole lot more good if you will keep on salvation, stay right on the line, and be nice and kind.

When you go to a home, be as courteous as a vacuum cleaner salesman or an insurance man. Be personable. I always say this: The first thing you have to do is win them to yourself. I don't mean you ought to selfishly try to make friends, then get them converted as a by-product. You have to first make them think you are all right. For example, you have to have a Christianity that they feel will fit them if they put it on. If you walk up saying, "Hello. Glory to God! How are you? Praise the Lord! Glad to see you. Hallelujah!" They say, "Oh, no! If I get what he's got, I'll probably be like he is; no thank you, I don't want it." A pleasant "How do you do. How are you?" is always in order. The first thought they should have is, "He is a nice fellow," or "She is a pleasant lady."

10. BE COMPLIMENTARY.

Every time you go to a home, brag on something. We live in a selfish world. It is good to say, "You sure have a nice suit," or "Isn't that a precious child?" Make it a habit. Develop it inwardly. It should be part of your nature. One of the sins of the ministry is professional gratitude. Did you ever hear it? We often say, "Mrs. Jones, that was a good meal," but we don't mean a word of it. Stop and think. Mrs. Jones started cooking two days ago. She made her husband put his shoes outside the door when he came in and walk in barefoot to keep the floor nice. Those poor little ones couldn't even come in the house. They couldn't even use a towel. They had to use paper towels for two days to keep the towels clean for the preacher. The poor little things ate boloney for three days before you came to save so the lady could buy the nicest center-cut roast. She got the finest of everything, put out her best china, her best silver, her best crystal. She is as nervous as a cat. The preacher is coming! Now listen, stop and think about that; then look at her when you finish the meal and with a heart full of appreciation, say, "Mrs. Jones, I know what you've done for this meal, and I appreciate, personally, the work you've done to make this possible." Take the professionalism out of it and make it a part of yourself to want to be grateful and expressive of gratitude to people in the home.

The best thing to brag on is children. Be able to compliment little children. Man, listen. I can come in your home and say a few things about your young'uns and I'm a great fellow, regardless of what I've done wrong.

We had an insurance man in Texas who used to bother me to no end. He would say, "If you loved your family, you'd have more insurance." I would answer, "If I loved my family, I would sell what I've got now and spend the money to buy food for them." I hated to see him coming.

One day I was out in the yard and I saw him coming. I walked out to the curb and waited for him. When he stopped, I leaned against the door on his side, grinned at him and said, "Hello." He didn't even look at me. He look at my little five-year-old girl and said, "Hello, sweetheart. You're the prettiest little girl I ever saw."

I said, "Isn't she though."

My little boy came toddling out (he was three at the time) and the salesman said, "Hello there, son. You're a fine-looking fellow. Have some chewing gum."

I said, "Won't you get out and come in?"

Sure, he knew how to get in. He bragged on the children. I think a man who has that good judgment about children deserves to come in! So he came in.

You do the same thing. Brag on the children. Compliment the home. If there is a new piece of furniture in the house, a beautiful carpet, a nice sofa or a dresser, brag on it. Be on the lookout for things to compliment.

11. BE CAREFUL ABOUT GOING IN.

Now this I think is important. I do not try usually to go into the home unless the people are unsaved. If the people are saved, normally I do not go in. I don't chit-chat much with the saints. When I do out to visit I usually make twenty visits in one afternoon. That is four hours' work. The way I do that is to find out quickly if they are saved, pass the time of day very briefly, invite them to church and say goodbye. To many of us go out to visit and when we find a good Baptist fellow who tithes, makes a big salary, and one whom we want in our church, we go in and spend the afternoon, drink coffee, eat cake and let the world go to Hell. I do not personally spend a great deal of time visiting with saints. I just keep going and keep going until I find the lost ones and spend my time with them.

Also, if it isn't the opportune time, don't go in. I would especially be careful about going in if the opposite sex is alone. Now a word to you men who find a lady alone. Be very careful about going in. Sometimes if the person is busy, it is good to ask her if you could make an appointment to come back later at her convenience. But be careful about going in.

12. BE A GOOD LISTENER.

Talk about jobs wanted and positions open. There is lots of room in the world for some good listeners: there are many available positions open for good listeners. Did you ever hear a person say, "He sure is a fine fellow. Just a quiet, fine fellow. He is such a good listener"?

So often this happens-- you preachers know this is true. A lady comes into my office. "Brother Hyles, I need some advice. I just don't know what to do. I felt like you could tell me what to do."

"All right; present your problem."

She talks and talks for an hour or so. I say nothing but, "God bless you. Uh huh. Well, yes."

That is all I say for an hour. She gets up and says after an hour, "Brother Hyles, you always have the best advice. You always know just what to do."

Well, I didn't advise anybody about anything. She just wanted somebody to unload on. That is one of the basic jobs of the pastor. Day after day they come through my office, as they do yours, wanting somebody to hear about their problems and burdens.

Go to a home and say, "Where do you work, Mr. Jones?"

"Down there at the steel company."

"What do you do down there?"

"Well, I make steel."

"How long have you been down there?"

"I've been there six months," Mr. Jones says.

"Where are you from?" I ask.

"I'm from Tennessee."

"Tennessee? That's a beautiful state. I've been down in the Cumberland Mountains in Tennessee."

Talk to him about his interests, and let him talk to you. Ask him about his family, where he is from. Ask him where he works. Let him talk to you for a while. Personally, I'm not an advocate of quick witnessing. Some of the best soul winners I know are, but I differ with them here. I think it best to chit-chat for awhile and be folksy. Listen to them. Let them present their problems, then after awhile talk to them.

Not long ago my wife and I were going to Colorado where I was preaching in a conference near Pueblo. We were on a jet going to Denver. The wife was sitting next to the window, I was sitting in the middle, and a businessman was sitting by me. I started a conversation with him. "What kind of business are you in?" He talked to me for thirty minutes. I have never heard so much talking in my life. I didn't have any idea what he was talking about. I just tried to act intelligent. There are a lot of basic answers, you know. He would say, "What do you thing about the geophysical problem in the United States?"

I would answer, "It's really a problem, isn't it?"

He would say, "How do you feel we are economically?"

"Oh, I feel like we've seen better days, but we've seen worse days too, you know." Just a few basic questions and answers!

Finally after he unloaded for about thirty minutes, I got to talk to him. My wife punched me and grinned. She knew what I was doing. After we got off the plane she said, "You rascal! I knew the whole time you didn't understand a thing he was saying but you were waiting for the time when he would do the listening for awhile." If he talked to me for thirty minutes, then wouldn't let me talk to him for five minutes, he wouldn't have been very kind, would he? You listen to them for awhile and you will get them to listen to you easier. Be a good listener.

13. ONLY ONE DO THE TALKING

I wish I could stress this more. When two go together and both want to talk, it is often because of trying to argue people into becoming Christians. You can't do that. The best thing to do is ask the dear Lord to help and lead and open doors, then with a kindly, gracious, Christian spirit, go into the homes and present the plan of God to the people, giving them a chance to accept or reject.

Only one do the talking. The one who has the inroad should do the talking. Suppose Dr. Rice, that you and I are going soul winning and we meet a fellow who is mowing his yard. I walk up and start talking to him. "Hey, neighbor! You've got you yard looking mighty nice."

He says, "Well, thank you."

I say, "What kind of mower is that?"

"Oh, it's a Jacobson," he replies.

"This is a good lawn mower," I say.

He says to himself, "This is a nice fellow."

Suppose we meet a man who is working on his car. "Hello, how are you?" I ask, putting forth my hand.

"Oh, my hand is greasy," he says.

"I don't care. I have shaken greasy hands before."

He thinks, "That sure is a nice fellow."

Be folksy and get his attention. Then the person who has the inroad can do the talking.

For example, Dr. Rice has written some books. If the fellow says he is an author, then I say, "Dr. Rice here has written scores of books." Immediately he becomes interested in Dr. Rice. Then I had better go water the beans; Dr. Rice is going to talk to him. So, I'm going to keep my mouth shut. The best thing for me to do is to be quiet, prayerful and helpful, then if he fails, I may try. Again I say, only one do the talking.

I went soul winning with a man one time, a wonderful Christian and a great fellow, but he didn't know a thing about soul winning. We went to a lady's house. She came to the door. I said, "How do you do. How are you today? Nice baby. Beautiful day. You have a nice home," etc. We talked awhile, then I asked, "Lady, have you ever become a Christian?"

"Well, I was baptized down in Henderson, Texas."

"Oh," he interrupted, "Henderson, Texas? I had a meeting down there. Do you know Zeb Peabody who runs the feed store there?"

I said, "Now lady, have you ever received the Lord and been converted?"

She said, "Well, one time I thought I did down in Jacksonville."

"Jacksonville?" he interrupted, "I had four meetings in Jacksonville. Well, I'll declare! Jacksonville!"

Well, I had to send him home. He just couldn't be quiet. You just let one person do the talking. The one who gets the inroad should follow right on through and present the plan while the other on keeps the way clear.

14. STAY ON THE SUBJECT.

Now, the place the Devil will ruin more soul winners than most any other place is here. I sometimes think that knowing too much hurts soul winners. If we could just keep it simple and stay on the simple plan of salvation, we would do a lot better. I spent many days in school learning to handle a Mormon; I haven't seen but two since I got out of college. I memorized Scripture after Scripture on how to handle special cases. A Mormon will often handle just like a Jehovah's Witness. A Catholic will often handle just like a Seventh-Day Adventist. To learn how to win an unbeliever in the big thing. And the simple plan of

salvation is the answer. Just stay on the subject.

Suppose the old question is asked-- "Where did Cain get his wife?" What should I do? I would say, "That's a good question, and I will tell you what we will do. I'll make a note of it and we will discuss it when we get through. Now, down here in Romans 3:10..."

Just stay right on the subject. You say, "Brother Hyles, what if he asks you a question about Heaven or Hell?" You are going to tell them about Heaven and Hell in a minute anyway. Tell them the same thing: "That's a good question." You plan the speech, and don't let anything he says get you off the main line. Don't spend your time answering his questions or he will be governing the conversation. You govern the conversation. You carry the ball. Stay on the subject.

15. FIND SOMEWAY TO GET THEM LOST.

Let me explain. Often I've gone out to win souls and asked, "Are you a Christian?" If he said, "Yes, I am," I would let it go at that. But some people will answer yes to "Are you a Christian?" who are not really Christians and you need to get the Gospel to them. To do this, we must get to a verse like Romans 3:10. I've got to figure some way to get to Romans 3:10 and get them to let me tell them how to be saved. Do you see what I mean?

Let me illustrate. A family comes to talk to me and I know they are lost. "Brother Hyles, we have a home problem. Do you know any Bible verses that would help our home?"

"Ah, yes. There is a verse in the Bible that will help anybody's home. Turn to Romans 3:10."

Somebody comes in, "Brother Hyles, my business is going bankrupt. What does the Bible say about business?"

"Ah, it says a great deal about business. The best Scriptures about business in the Bible begin at Romans 3:10." Then tell them about Jesus. He will solve any problem.

Now, let me give you an illustration that will prove what I am trying to say. This is the only time that it has ever happened but it is a most vivid illustration to explain this point.

I went to visit a family. Let's call the name Hill. It was up on the second floor of an apartment building. They had three lovely children. I walked in and said, "How do you do, Mr. Hill. Are you a Christian?"

"Oh, yes," he said. "I was saved when I was three years old."

Well, I didn't know what to say. Then I asked Mrs. Hill, "Are you a Christian?"

"Oh, yes," she said. "I was saved when I was a baby."

Well, now I didn't think they were saved. If they had said they weren't Christians, I could have showed them Romans 3:10 but I couldn't when they said they were Christians. So I asked, "Have you been born again?"

Oh, yes; both of them were born again. He was born again when he was three; she was born again when she was a baby.

"Have you been converted, saved?"

That's right; they had been saved.

"If you died, do you know if you would go to Heaven?"

Yes, yes; they knew if they died they would go to Heaven.

Well, I didn't know what to do. I wanted to get to Romans 3:10. So I said, "Well, let me ask you this: Do you ever wish you knew how to pray? If I could show you some Scriptures on prayer, would you be willing to learn how to pray better?"

I was going to show them a good Scripture about prayer-- Romans 3:10-- but she said, "Oh, we have family altar and private devotions; we took a correspondence course on prayer recently."

"Well," I said, "did you ever wish you had a Bible study, some Scriptures to show you how to study the Bible?"

If they had said, "No, we don't study the Bible much," I was going to say, "Listen, there are some Scriptures that will unlock the entire Bible and the first one is Romans 3:10."

But she said, "Oh, yes; we are taking a Bible course right now, a correspondence course."

I tried every way I could to get to Romans 3:10, but I couldn't do it. I said, "Well, is your home what it ought to be? Would you love to have some Scriptures on the home-- how to have a better home and a good Christian home?" I was going to show them Romans 3:10-- how it would lead you to have a better home, etc. I couldn't do it, so I prayed, "Lord, help me." Finally I said, "This is a good home. You have been born again; you are converted; you have been saved; you pray and you are taking Bible study courses. You know, there is one thing that a home like this ought to have."

They asked what.

I said, "A formal dedication service."

Now that sounded good to them, and Mr. Hill said, "Honey, that sounds real good. When could we schedule that?"

I said, "It so happens that I have one of the services with me right now."

He said, "Could we do it here?"

I said, "We can do it right here."

Listen, she went in and changed clothes, combed her hair, put clean little dresses and shirts on the children. They came in like a group going to Sunday School. I said, "Now, then, we're going to read some Scriptures on home dedication. It says in Romans 3:10, "As it is written, there is 'no home' righteous, no, not one." In Romans 5:12 it says that sin came into the first home and it was the first home that brought the first curse upon man. I went through the same old Scriptures, Romans 3:10, 5:12, 6:23, 5:8, and I said, "Those are Scriptures about the dedication of the home. Now would you like to pray a prayer of home dedication?"

They said that would be real nice. So we all got on our knees. I prayed and then said, "Mr. Hill, you want to pray a prayer of dedication for you home, don't you?"

"Yes, sir," he said.

I said, "Mr. Hill, this is the prayer to say: 'Dear Lord, be merciful to me a sinner and forgive my sins and save my soul. I do now repent of my sins and trust Jesus to save me.'"

He prayed the prayer. She prayed the same prayer.

We got off our knees and they were both crying. I said, "That's wonderful! Now you said you were saved when you were three, didn't you?"

Mr. Hill looked at me and said, "No, I just got saved a minute ago."

That is a long way around to get the Gospel to them without them wanting it if you don't think they are saved.

Let me say this also. If you can't get it to them, I have what I call a long plan and a short plan. In the long plan I read the Scriptures; in the short plan I quote them. For example, I say, "Would you like to be a Christian?"

He says, "No, I don't think I would."

I say, "If I were to show you in the Bible, would you be willing to look at it?"

"No," he says.

"Well, let me ask you this question." (Now that is the secret. Every soul winner ought to learn that little sentence, "Let me ask you THIS question.") I was previously going to take the Bible and show him these Scriptures, but he says he doesn't want to see them. So I say, "If you don't want to know the plan, let me ask you THIS question: Do you realize that Romans 3:10 says that there is none righteous, no, not one?" I'm doing the same thing that I was going to do. He thinks, "Boy, I sure got him off the subject; he is not going to show me how to get saved." He thinks you are off the subject.

So if you can't use the long method, use the short method. Just back up and take another path and go at him from another direction, but get the plan to him. Then you can go to him with the short method where you quote the same Scriptures but do not read them.

16. STAY IN THE SAME BOOK OF THE BIBLE.

This is important. Use the same book all the way through. Some books in the Bible you could use for the plan of salvation are: Romans, John, First John, Isaiah, Psalms, Acts, Ephesians, etc. Definitely it is best to stay in the same book in the Bible and not to jump around too much.

Here is the way I do it and I think this is a good suggestion. When I start talking to a person I say, "Now, Mr. Jones, the Bible is composed of 66 books and each book has a different immediate purpose. For example, the book of Genesis explains the creation of man. The book of Revelation explains the end time. There is one book in the Bible that is given especially to tell about the power of the Gospel of Christ and how to go to Heaven. That is the book of Romans. This book clearly explains how to go to Heaven."

What you are doing is this: You are saying to him, "Now, I'm taking you to that part of the book that specializes in telling you how to go to Heaven." It makes him feel you are an expert.

One thing I always try to do in a town where I pastor; I always try to make folks think of me as a specialist. All pastors should be specialists on soul winning, but I try to make folks think of me as a specialist. Folks call me all the time and say, "Brother Hyles, would you go to the hospital and see my lost loved one or send your assistant pastor to see him?"

"Well, yes," I say. "Do you belong to a church in town?"

They answer, "Yes, I belong to a certain church."

"Oh, is your pastor out of the city?"

"No, but he doesn't specialize in getting folks saved," they say.

I don't say a word about it. I just want to create the attitude in town that my church is primarily a place to get folks converted. It is important to build that kind of atmosphere. You would be surprised how many people who maybe wouldn't like you personally and wouldn't want to join your church, but they know you try to get folks converted.

For example, here is a lady who has an unsaved husband. He is a drunkard and won't go to church with her. One night he says to her, "Honey, I think I'll go to church with you tonight."

So she says, "Well, wonderful."

He says, "Let's go to your church."

She says, "Let's don't go to my church tonight; let's go somewhere new. Let's go to First Baptist and hear Brother Hyles. Would you like to do that?"

She knows we will try to get him saved. They might be having a special activity at her church, but she knows at our church we will try to get him converted. I'm saying that if you will build that reputation, you will get a lot of folks converted who may not stay in your church, but you will develop the reputation as the evangelistic headquarters in town.

So, I would suggest you try to lead the folks to know that you know what you are talking about and that you have found the book. Only use the one book.

17. DRAW A MAP IN YOUR NEW TESTAMENT.

I contend that you can be a soul winner if you don't know a single verse of Scripture, if you can draw a map in your Bible to tell yourself where to go. All you need do is find Romans 3:10 and you won't have to know a single verse of Scripture. Right beside Romans 3:10, write the next verse to tell you where to go in your Bible. Actually what you do is draw yourself a little road map in your Bible to explain where to go next.

First, turn to Romans 3:10. That is all you have to remember. Underline the verse. Beside it write 3:23. After you have read Romans 3:10, it tells you where to go next. Now turn to Romans 3:23. Underline that verse and beside that write 5:12. Turn to 5:12 and underline 5:12 and write beside it 6:23. Underline 6:23 and beside it write 5:8. Underline 5:8 and write beside it 10:9-13.

Now that is a map for you. You don't have to know a single verse of Scripture to be a soul winner if you draw a map in your Bible. You follow the map until you learn the Scriptures. Of course, as you go along,

you will learn many other Scriptures that will help, but these are the basic ones.

18. ASK THEM, "IF YOU DIED NOW, DO YOU KNOW THAT YOU WOULD GO TO HEAVEN?"

I think that is the best question that I have ever used. Some use, "Do you know Jesus? Are you born again? Are you saved? Are you a child of God?" I try to avoid terminology that will be too religious for them. Many don't know that kind of terminology.

Basically there are only two religions in the world. One is the belief that salvation is all of God, and Jesus did it all on the cross; the other is that we have to do something to get converted. In this second you have combined all of the false religions. That is the old mystery of Babylon, mother of harlots in Revelation 17. Many religions are wrapped up in this one thing-- that you have to do something to go to Heaven. Anybody who says you have to do something to go to Heaven, doesn't know if he is going or not. He usually says he thinks so or has a good chance or may go to purgatory. The only person who will tell you he knows that if he dies he will go to Heaven is the fellow who has trusted Jesus completely to save him. That is why I ask, "Do you know if you died you would go to Heaven? Do you know it?" Some ask, "Are you a Christian?" Almost anybody will say yes to this. I think that the best question is, "Do you know that if you died you would go to Heaven?" Now ask,

19. "WOULD YOU LIKE TO KNOW?"

Now ask,

20. "IF I SHOWED YOU HOW YOU COULD KNOW, WOULD YOU DO WHAT THE BIBLE SAYS?"

It may be done thusly. "Now, Mr. Doe, let me ask you a question: Do you know that if you died this minute you would go to heaven?"

"No, I don't believe I do."

"Let me ask you this: Would you like to know? Don't you think it would be fine if you could know that if you died you would go to Heaven?"

"Yes."

"Well, let me ask you this: If I could take this Bible and explain to you how you could know beyond any shadow of a doubt, that you could know right now, and you could see it and you could underst

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