

# I

**Why become a soul-winner  
The World and Its Need  
Two Tales of the Lost**

# II

*The Individual Soul Winner*

- **Characteristics of a Soul Winner**
- **Soul winners as fisher of Men**
- **Soul winners as farmers**
- **Hindrances to Soul Winning**

# III

*The Soul Winning Church*

**The Spiritual Side of Church Growth**

- **Except the Lord Build the House**
- **Hindrances to Church Revival**

# IV

**The Practical Side of Church Growth**

- **Community Relations**
- **Media Relations**
- **Marketing**
- **Outreach development**
- **Outreach follow up**

# SOULWINNING AND CHURCH GROWTH SEMINAR

**Apostolic Christian Truth Series (ACTS)**

Pastor H T Paul Davis, M.Min., Ed.S.

Apostolic Light Publishing

Copyright © 2009



I

Why become a soul-winner  
The World and Its Need  
Two Tales of the Lost

II

- The Individual Soul Winner*
- Characteristics of a Soul Winner
  - Soul winners as fisher of Men
  - Soul winners as farmers
  - Hindrances to Soul Winning

III

*The Soul Winning Church*

The Spiritual Side of Church Growth

- Except the Lord Build the House
- Hindrances to Church Revival

IV

The Practical Side of Church Growth

- Community Relations
- Media Relations
- Marketing
- Outreach development
- Outreach follow up

# SESSION ONE THE WORLD AND ITS NEED

## WHY BECOME A SOUL-WINNER

## TALES OF THE LOST



## CENTRAL TEXT

Matthew 9:37-38 (KJV)

<sup>37</sup> Then saith he unto his disciples, The harvest truly *is* plenteous, but the labourers *are* few;

<sup>38</sup> Pray ye therefore the Lord of the harvest, that he will send forth laborers into his harvest.

# THE WORLD OF RELIGION

Christians – 2.1B

Islam – 1.5B

Secular – 1.1B

Hinduism – 900M

Chinese Traditional – 394M

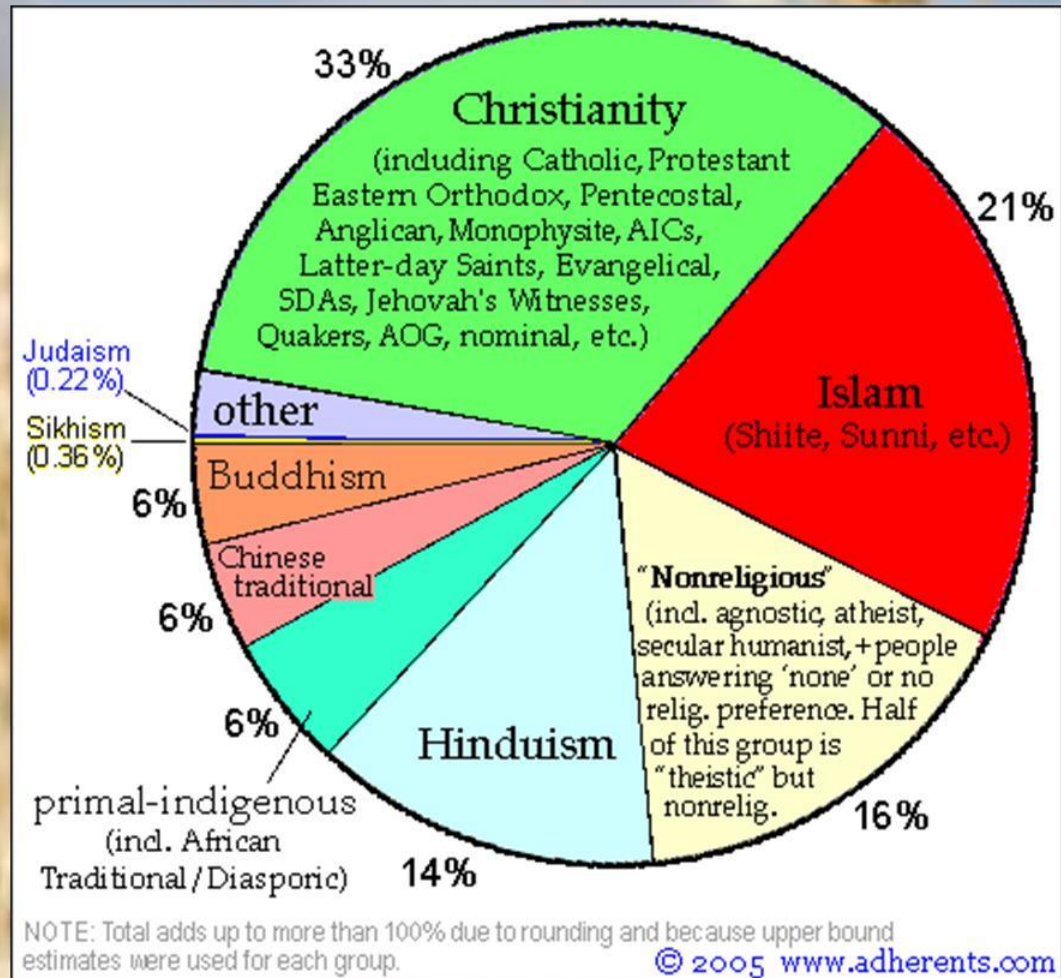
Buddhism – 376M

African Religions – 100M

Sikhism – 23M

Spiritism – 15M

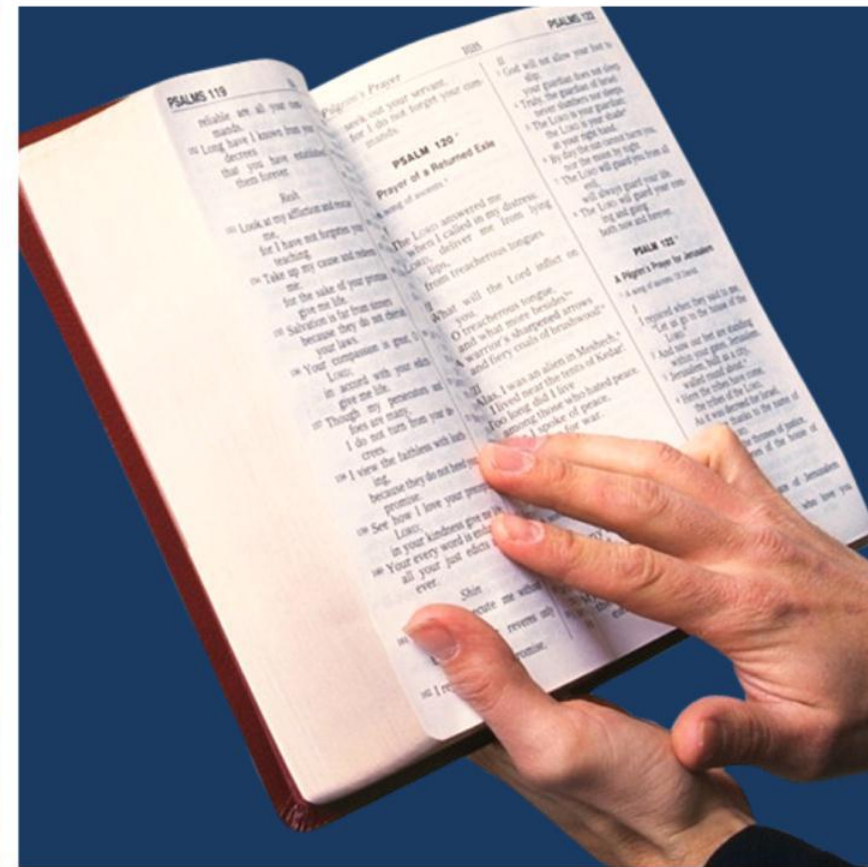
Judaism – 14M



MATTHEW 7:13-14 (KJV)

<sup>13</sup> ENTER YE IN AT THE STRAIT GATE: FOR WIDE IS THE GATE, AND BROAD IS THE WAY, THAT LEADETH TO DESTRUCTION, AND MANY THERE BE WHICH GO IN THEREAT:

<sup>14</sup> BECAUSE STRAIT IS THE GATE, AND NARROW IS THE WAY, WHICH LEADETH UNTO LIFE, AND FEW THERE BE THAT FIND IT.



**Most Christians do not believe this verse**

MANY CHRISTIANS BELIEVE AS DOES  
BILLY GRAHAM AND SCHULLER:  
EVERYONE IS GOING TO HEAVEN



| BILLY GRAHAM SAID  | THE BIBLE SAYS  |
|--|---|
| <p>They are members of the body of Christ whether they are conscious of it are not</p>   | <p><b>Romans 8:9 (KJV)</b><br/> <sup>9</sup> But ye are not in the flesh, but in the Spirit, if so be that the Spirit of God dwell in you. Now if any man have not the Spirit of Christ, he is none of his. (How can you not be conscious of it if the Spirit bears witness that you are the son of God?)</p>   |
| <p>If they come from the Christian world, or the Muslim world, or the non-believing world, they are members of the body of Christ</p>  | <p><b>John 3:18 (KJV)</b><br/> <sup>18</sup> He that believeth on him is not condemned: but he that believeth not is condemned already, because he hath not believed in the name of the only begotten Son of God.</p>   |
| <p>They may not even know the name of Jesus but in their heart they turn to the only light they have and I think they are saved</p> <p><i>Does that mean that there is "another light" that can save you? Does that mean that any "other light" can save you?</i></p> <p><i>Billy Graham said they turn to the only "light that they have" but if it is not Jesus - they are walking in darkness, not light.</i></p> | <p><b>Acts 4:12 (KJV)</b><br/> <sup>12</sup> Neither is there salvation in any other: for there is none other name under heaven given among men, whereby we must be saved.</p> <p><b>John 3:19-20 (KJV)</b><br/> <sup>19</sup> And this is the condemnation, that light is come into the world, and men loved darkness rather than light, because their deeds were evil. <sup>20</sup> For every one that doeth evil hateth the light, neither cometh to the light, lest his deeds should be reproved.</p> <p><b>John 8:12 (KJV)</b><br/> <sup>12</sup> Then spake Jesus again unto them, saying, I am the light of the world: he that followeth me shall not walk in darkness, but shall have the light of life.</p> |
| <p>They're going to be with us in heaven</p>   | <p><b>John 8:24 (KJV)</b><br/> <sup>24</sup> I said therefore unto you, that ye shall die in your sins: for if ye believe not that I am <i>he</i>, ye shall die in your sins.</p>   |

# Seven Major Views (Objections)

- It doesn't matter what you believe as long as you are sincere (consider Ponce de Leon) (Matt 7:21 and Proverbs 14:12)
- All religions are basically the same – “you believe your way, I'll believe mine and we'll both get to heaven at the very same time”
  - The “road to Chicago” theory
  - But religion is not salvation. Religion is man's creation of God or no God and how man tries to reach his god. Salvation is about how God reaches man.
- The “Blame God” objection. If there is a God, why does evil, or pain, or suffering exist? (Genesis 3:5 – attributes false motives to God – therefore God can not be real)
- The 10 – 40 Window: those who live between the 10<sup>th</sup> parallel and the 40<sup>th</sup> parallel – those that have never heard of God

# Seven Major Views (Objections)

- **The Bible is a man made book and has contradictions. Every religion has it's own Bible. What make you think yours is right?**
- **Isn't religion just a crutch? (This is the objection that is at the root of communism and secular humanism that is being taught in our schools). In other words "Man does not need God"**
- **Isn't it arrogant to say that there is only one way and that Christianity is the only way.**

# BEFORE A PERSON CAN BE A SOUL- WINNER THEY MUST PASS THE TESTS OF DISCIPLESHIP

The single primary reason why Christians have trouble being soul-winners is because they took too many short-cuts when coming to God – they never passed the true test of discipleship which meant that all earthly relationships must come second to following Jesus and obedience to his gospel

Easy “believism” has destroyed the work of the gospel in true evangelism

# EASY BELIEVEISM MEANS PEOPLE ARE NOT DISCIPLED IN ACCORDANCE WITH GOD'S WORD

- ◉ Jack Hyles “saves” a “deaf-mute”
- ◉ Unscriptural statements that are “only partial truths” and not fully explained (i.e. “Accept Jesus as your personal savior”)
- ◉ Failing to tell the “full-gospel” which is the death, burial, and resurrection
- ◉ Failing to explain to other's that in order to follow Jesus, they must become disciples and obey the truth even if it means forsaking your family and friends

# Accept Jesus – The Most Common Answer Given as How to be Saved

Problem #1: If you ask a Hindu – he will accept Jesus and simply add him to his 300 million other Gods

Problem #2: It isn't Biblical (neither Jesus or any apostle ever asked someone to "accept Jesus as their personal savior", and there is no scripture that even comes close to saying it. Instead the Bible says we cannot be born by our own will – John 1: 13)

Problem #3: It isn't sufficient (it does not explain the death, burial, and resurrection of Jesus Christ – In contrast Acts 2:38 replicates through obedience the gospel of Jesus Christ)

Problem #4: It is simply calling for a person's mental assent and does not indicate that there is real faith. When Paul told the Philippian jailer to believe, he also told him *what to believe*, which resulted in obedience (an action) (Acts 16: 31-34)

# THE TEST OF DISCIPLESHIP

Always involved choosing between relationships (most often family relationships) and following Jesus

- Genesis 12:1
- Matthew 8: 18-22
- Matthew 10: 34-38
- Luke 14: 20, 25-27

*Relationships are the major reason why people will be lost. The only thing you take to heaven with you is your relationships.*

# ***WHY IS THERE A LACK OF SOULWINNING?***

**SINCE SOULWINNING INCLUDES TELLING OTHERS THE GOSPEL,  
IF YOU BELIEVE THAT PEOPLE ARE SAVED EVEN IF THEY HAVE  
NOT HEARD, BELIEVED AND OBEYED THE GOSPEL –  
WHY WOULD YOU BOTHER BEING A SOUL-WINNER?**

**YOU WON'T**

**IF YOU ARE NOT TELLING OTHERS THE GOSPEL COULD YOU BE  
SAYING BY YOUR ACTIONS THAT YOU BELIEVE LIKE BILLY  
GRAHAM BELIEVES – EVERYONE IS GOING TO HEAVEN EVEN IF  
THEY HAVE NEVER HEARD THE GOSPEL?**

# *IGNORANCE IS NO EXCUSE*

**Hosea 4:6 (KJV)**

<sup>6</sup> My people are destroyed for lack of knowledge:  
because thou hast rejected knowledge, I will also  
reject thee, that thou shalt be no priest to me: seeing  
thou hast forgotten the law of thy God, I will also  
forget thy children.

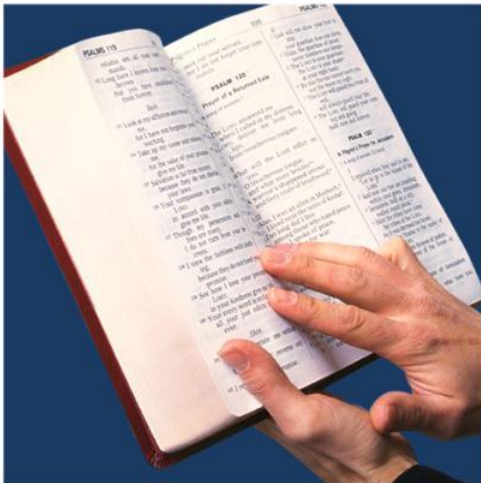
## WILL A PERSON THAT HAS NEVER HEARD BE SAVED?

Suppose there are 1000 natives on an island that have never heard the gospel – **THUS** they are saved according to those that believe that if they have never heard it would be unfair to condemn them to hell.



If a missionary is sent from your church and establishes a church on that island – many will be lost because now they will hear. Wouldn't it be better NOT to send the missionary?

ROMANS 10:13-18 (KJV)



# HAVE THEY NOT ALL HEARD?

**13** for whosoever shall call upon the name of the lord shall be saved.

**14** how then shall they call on him in whom they have not believed? And how shall they believe in him of whom they have not heard? And how shall they hear without a preacher?

**15** and how shall they preach, except they be sent? As it is written, how beautiful are the feet of them that preach the gospel of peace, and bring glad tidings of good things!

**16** but they have not all obeyed the gospel. For Esaias saith, Lord, who hath believed our report?

**17** so then faith *cometh* by hearing, and hearing by the word of god.

**18** but I say, have they not heard? Yes verily, their sound went into all the earth, and their words unto the ends of the world.

# **WHY YOU MUST BECOME A SOULWINNER**

**Because if people do not hear they cannot believe  
(Romans 10:14)**

**Because if they do not believe they are condemned  
already (John 3:18)**

**To use the excuse that people are saved when they  
have not heard is to condemn God of being unfair to  
the sinner**

**To use this excuse is to excuse yourself for your  
apathy to God's spirit, His gospel, and His "Great  
Commission"**

I

Why become a soul-winner  
The World and Its Need  
Two Tales of the Lost

II

*The Individual Soul Winner*

- Characteristics of a Soul Winner
- Soul winners as fisher of Men
- Soul winners as farmers
- Hindrances to Soul Winning

III

*The Soul Winning Church*

The Spiritual Side of Church Growth

- Except the Lord Build the House
- Hindrances to Church Revival

IV

The Practical Side of Church Growth

- Community Relations
- Media Relations
- Marketing
- Outreach development
- Outreach follow up

## SESSION TWO

IS THERE  
NOT A CAUSE?

THE CHURCH IN  
NORTH AMERICA

# THE CHURCH IN THE US TODAY

- North America is the only world continent where Christianity is not growing
- Estimated un-churched population is 200 million (2/3 of the US population)
- The US population has increased 11.4% in the last 10 years while the combined church membership has declined 9.5% (that represents an addition of 21% to the un-churched population in 10 years)
- Evangelical churches have failed to gain 2% of the population in the last 50 years
- No county in America has a greater percentage of church goers than a decade ago (Some churches grow but it is offset by losses in others) In other words there are many TRANSFERS but not CONVERSIONS
- Over half of all churches in the U.S. do not add 1 new church member by conversion. Most add growth by transfers in from other churches. Biblical growth is conversion growth, not transfer growth.

# THE CHURCH IN THE US TODAY

- A study done in the 1990's by the Southern Baptist found that over 60% of all baptisms in churches are re-baptisms rather than new baptism.
- Church population ratio:
  - In 1900 there were 27 churches for every 10,000 Americans
  - By 1950 there were 17 churches for every 10,000 Americans
  - By 1996 there were 11 churches for every 10,000 Americans
  - Today there are less than 10 churches for every 10,000 Americans
- Evangelical churches lose 72 churches per week and gain back of average 24 churches per week through church planting. Over 2000 per year are closing their doors.
- Christians by Age Group:
  - 65% are 65 years and older
  - Only 35% of the generation under that profess to be Christians
  - Less than 4% of professing Christians today are under 18 years old
- The United States is now the 3<sup>rd</sup> largest un-churched nation – and yet we still send out missionaries

# YOU WILL NOT AND CANNOT BE A SOUL WINNER UNLESS YOU BELIEVE

EVERY MAN, WOMAN, CHILD, PARENT, GRANDPARENT, AFRICAN, ASIAN, AMERICAN, EUROPEAN, ARAB, JEW, WHITE MAN, BLACK MAN, RED MAN OR YELLOW MAN -- GOOD MAN, RIGHTEOUS MAN, RELIGIOUS MAN, CATHOLIC, BAPTIST, METHODIST, PRESBYTERIAN, PENTECOSTAL, APOSTOLIC; UNBELIEVER, AND MAKE BELIEVER -- WHO HAS BECOME A SINNER REGARDLESS OF WHAT AGE, RACE, CREED, OR RELIGION

ARE LOST UNLESS

THEY HAVE HEARD, BELIEVED, AND OBEYED THE GOSPEL OF JESUS CHRIST -

# KING HEROIN IS MY SHEPHERD

(The following note was found by a police officer in a telephone booth)

**“King heroin is my shepherd, I shall not want. He leadeth me to lie down in gutters; he leadeth me beside the troubled waters; he destroyeth my soul. He leadeth me in the paths of wickedness for the efforts sake. Yea, I shall walk through the valley of poverty and will fear all evil, for thou Heroin art with Me. Thy needle and capsule try to comfort me. Thou strippest the table of groceries in the presence of my family. Thou robbest my head of reason. My cup runneth over. Surely, Heroin addiction shall stalk me all the days of my life and I will dwell in the house of the damned forever”**

(The following postscript was found written by hand on the reverse side of the note)

**“Truly this is my psalm. I am a young woman 20 years of age and for the past year and half I have been wandering down the nightmares of a junkie. I want to quit taking dope and I try but I can't. The doctor told my family that it would have been better and indeed kinder if the person who got me hooked first on dope had taken a gun and blown my brains out. And I wish to God she had. My God, how I do wish it”**

# WHAT DID THEY NOT KNOW ABOUT GOD?

- ◉ God was manifested in the flesh
- ◉ He was tempted in all points as they were
- ◉ He died on Calvary to take away the guilt of sin (Saves us from the Penalty of sin)
- ◉ He sent his Holy Spirit that replaces the nature of sin (to save us from the Power of sin)
- ◉ He gave his truth so that they could be free from sin
- ◉ He has promised a resurrection and eternal life (to save us from the Presence of sin)

I  
Why become a soul-winner  
The World and Its Need  
Two Tales of the Lost

- II  
*The Individual Soul Winner*
- Characteristics of a Soul Winner
  - Soul winners as fisher of Men
  - Soul winners as farmers
  - Hindrances to Soul Winning

- III  
*The Soul Winning Church*
- The Spiritual Side of Church Growth
- Except the Lord Build the House
  - Hindrances to Church Revival

- IV  
The Practical Side of Church Growth
- Community Relations
  - Media Relations
  - Marketing
  - Outreach development
  - Outreach follow up

# SESSION THREE

## CHARACTERISTICS OF A SOUL-WINNER

### BEING FISHERS OF MEN

### SOUL-WINNERS ARE FARMERS

### HINDRANCES TO SOUL-WINNING

# Characteristics of a Soul-winner

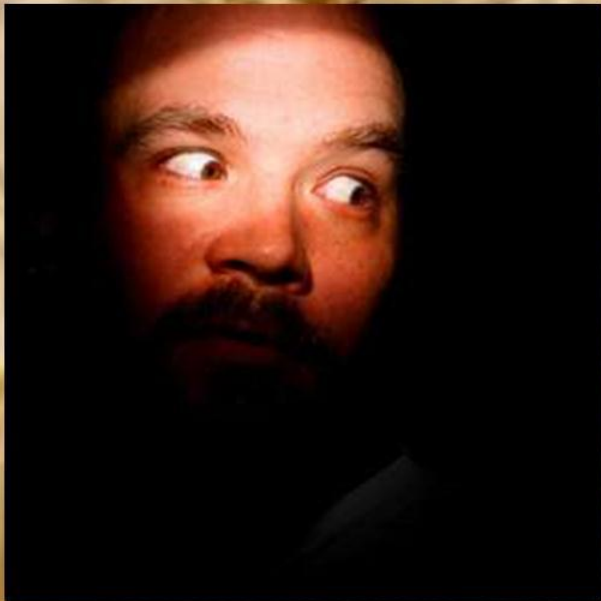


## Three basic: prayer, passion, patience

- Living water must flow (Acts 1:8)
- Soul-winning is a result of understanding the gospel (Jude 1:20-23)
- Notice passion and compassion
- Soul-winning is a result of a prayer life (the man who would speak to men about God must first speak to God about men)
- Soul-winning is a result of desire (Romans 1:10)
- Soul-winning is a result of love (Romans 5:5)
- The soul-winner is patient (this we will understand when we look at the soul-winner as a fisher of man and as a farmer in the harvest)

# The Most Common Mistake that a soulwinner can make is attacking the person

Help - I'm in the dark



## **Psalms 119:105 (KJV)**

<sup>105</sup> Thy word is a lamp unto my feet,  
and a light unto my path.

*Don't spotlight the person – spotlight  
the way (Jesus)*

# The Soul-winner as a Fisher of Men



## Matthew 4:19 and Luke 5: 1 - 5

- Why did Jesus say he would make us fishers of men?
- Three things you must know about fishing
  - There are differences in fish
  - There are differences in bait
  - There are differences in environment

## *Characteristics of a good fisherman*

- Must be patient - you will not always catch fish even if you have the best boat and net (Luke 5: 1-5)
- Obedience - “at thy word”
- Be willing to go deep (Luke 5: 4)
- Be willing to change (John 21:6)

# The Soul-winner as a Farmer



## What the farmer knows about farming

- What you sow is what you reap - the instructions are in the seed
- Farming is about work in three areas:
  - Preparing the soil (Luke 13:8)
  - Planting the seed (Matthew 13 - Sower)
  - Produce - Reaping the Harvest (Galatians 6:9 - in due season)
  - Psalms 126: 5 - 6 (Reap in Joy)
- There is a dependency on God: only God can provide light (sun) and rain. In the spiritual world it means preaching the Word under Holy Ghost anointing
- Every crop needs day and night
- Every crop has a season
- Growth: first the blade, then the ear, then the head of corn (Mark 4: 26-29)

# DON'T SOW NEXT TO THE BACK PORCH OR IN ONE SMALL PIECE OF GROUND



If you take a basket of seeds and turn them upside down next to your porch and plant them all in one spot – you will not grow a field of wheat or corn

## I

Why become a soul-winner  
The World and Its Need  
Two Tales of the Lost

## II

*The Individual Soul Winner*

- Characteristics of a Soul Winner
- Soul winners as fisher of Men
- Soul winners as farmers
- Hindrances to Soul Winning

## III

*The Soul Winning Church*

The Spiritual Side of Church Growth

- Except the Lord Build the House
- Hindrances to Church Revival

## IV

The Practical Side of Church Growth

- Community Relations
- Media Relations
- Marketing
- Outreach development
- Outreach follow up

# HINDRANCES TO SOUL-WINNING

## SPIRITUAL APATHY

## HINDRANCE OF EXCUSES

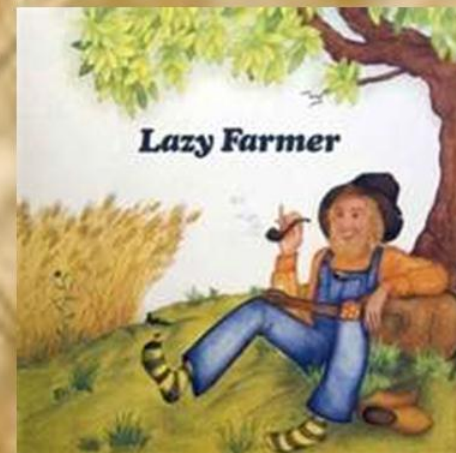
## HINDRANCE OF FEAR

## LACK OF A PLAN

# Hindrances to being a Soulwinner

## Represented by poor farming

- Ecclesiastes 11:4 - he that observeth the wind shall not sow (Prov. 20:4 - sluggard will not plow because of the cold)
- Ecclesiastes 11:6 - In the morning... in the evening (don't stop because we think it is too late) (Consider winter wheat)
- Isaiah 32:20 - sow beside all waters
- Proverbs 24:30-34 - laziness among preachers and saints attribute to lack of church growth / but also lack of spiritual revival
- Haggai 2:9 - "Is the seed yet in the barn?"
- Jeremiah 8:20 - "The harvest is past, the summer is ended, and we are not saved"
- Galatians 6:9 - "Be ye not weary..."



# SPIRITUAL APATHY

KITTY GENOVESE – Genovese was stabbed to death in 1964 by a serial rapist and murderer. According to newspaper accounts, the attack lasted for at least a half an hour. The murderer attacked Genovese and stabbed her, then fled the scene after attracting the attention of a neighbor. The killer then returned ten minutes later and finished the assault. Newspaper reports after Genovese's death claimed that 38 witnesses watched the stabbings and failed to intervene or even contact the police. This led to widespread public attention, and many editorials.

**One witness stated – “I just didn’t want to get involved”**

DEAN CAMPBELL – 21 years old, was shot in the mouth, chest, and left side and lay dying in Dallas, TX. No one helped. Passing motorist ignored his cries until after 30 minutes a fireman’s wife finally helped.

A YOUNG MOTHER – in Oklahoma was compelled to deliver her child in sub-freezing weather on the streets. A taxi driver refused to pick her up and a hotel clerk refused to give her a blanket

# SPIRITUAL APATHY

Why Did Jesus Tell The Story of the Good Samaritan? (Luke 10: 25-37)



- Down from Jerusalem (back toward God)
- Going toward Jericho (the city of priest)
- First came the priest – the preacher
- Then came the Levite (the folks that represent the saints – or workers in the Temple – those that carried the tabernacle furniture)
- Then the Samaritan – representing Jesus
- Bound up his wounds, poured in the wine and oil (blood and spirit)
- Who is the inn-keeper? The church
- Jesus said to the inn-keeper “if more is needed I will pay you”

# THE HINDRANCE OF EXCUSES

AN EXCUSE IS A LIE  
IN THE SKIN OF A REASON

**The same excuses that sinners use for not coming to church are the same excuses that saints use for not going into the harvest field**

| The excuses (Luke 14:15-23)  | Jesus's Answer (Luke 14: 25-33)  |
|--|--|
| Materialism: bought ground and oxen  | Count the cost: (Luke 9:25 - gain the whole world)   |
| Family issues: married a wife and cannot come                                  | Hate father, mother, wife, children - here we are again with the test of discipleship where relationships matter |
| The sinner says: I can't come to church because I have family from out of town | The saint says: I can't go witness, I have family in town  |
| The sinner says: I work on Sunday  | The saint says: I work on Saturday   |
|  |  |

# HINDRANCE OF FEAR

- Fear of failure (Mark 4:26 – 29)
  - I have a shy nature
  - I don't know how to talk to people
  - I don't think we should push people
  - No one on my block is interested
  - I thought we paid the preacher to be the soul-winner
  - Parable of talents: give to the banker
- Fear of rejection: John 6:44
- Fear of embarrassment (Acts 1:8)







