

Win Them

Other Books

BY JARRETTE AYCOCK

*If Christ Had Not Come*  
*The Nightingale of the Psalms*  
*The Crimson Stream*  
*The Two Prodigals*  
*The Grand Old Book*  
*The Prince of This World*

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# Win Them<sup>A9</sup>

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Jarrette Aycok, D.D.

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DEDICATION

To my friend, Rev. D. Shelby Corlett, whose ministry has been so graciously used of God in winning young people to Christ, is this little book dedicated.

JARRETTE AYCOCK.

## FOREWORD

The work of Personal Evangelism is a very vital phase of the church program. Its practice began when Andrew went to his brother Simon and invited him to "Come to Jesus." It has persisted throughout the history of the Christian church. It has no less important a place today. Indeed, it is more essential now than ever to the successful promotion of the Kingdom of God in the earth. The conditions under which we live make personal contact with men absolutely necessary to permanently attach them to the church. This phase of evangelism has not received large emphasis in the church until recent date. The growing interest in this part of the work is one of the most encouraging omens for the days that are ahead.

In the preparation of this little volume Evangelist Jarrette Aycok has rendered the church a great service. It is to be hoped that it will be widely circulated, carefully studied, and put into practice. The section which deals with "Excuses" should prove to be especially helpful. The tendency of the people to offer excuses that are both illogical and

unreasonable is almost universal. If the fallibility of these excuses can be pointed out successfully, numbers of souls who would otherwise be lost may be won to Christ.

Whenever a man undertakes to tell others how to accomplish a task it is expected that he shall prove the worth of his counsel in his own efforts. This Brother Aycock has done. He has been a very successful soul winner for several years. The fruits of his ministry abide in every quarter. The fact that he has given this book to the public should recommend its use. I do not hesitate to give it my hearty endorsement and wish for it a large circulation.

G. B. WILLIAMSON

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## A Christian Worker's Pledge

Having accepted Jesus Christ as my Savior, and having consecrated my whole life to Him, God being my helper, I will:

*First*, taking the Bible as my guide, do my utmost to live a consistent Christian life and to walk in all the light God gives me;

*Second*, make it the rule of my life to meet God in daily devotions, praying and reading at least one chapter in the Bible each day and committing some choice portion to memory;

*Third*, faithfully give to God that portion of my time, service and possessions that He may desire for the advancement of His cause; and,

*Fourth*, relying upon the Holy Spirit, endeavor to win at least one soul to Christ each year as long as I live.

Signed .....

Date .....

## PART I

### The Soul Winner's Equipment

#### THE GREATEST WORK IN THE WORLD

The greatest work in the world is winning souls to Jesus. An old general of the Civil war was once heard to pray, "Lord stop this cruel war, that we may get back to winning souls to Jesus, for it is the only thing that is worthwhile."

We cannot all preach, we cannot all sing, we cannot all be leaders in the Church of God. These tasks require talents, gifts and ability. But we can all be soul winners. This is not accomplished by "might or power, but by my Spirit saith the Lord." While it is not necessary to be especially talented or gifted to be a soul winner, there are, however, certain qualifications to which one may attain, that, while they are very simple, are quite essential in winning men to Christ.

#### A GOAL

If we would accomplish anything worthwhile we must have a goal to-

ward which to work. This is especially true in soul winning. We are not going forth to win men to the church; that is incidental. Neither are we merely trying to reform them; our goal must be to "Win them to Christ." We may win them to the church without reforming them; we may reform them without saving them, but when we have *won them to Christ*, they will be both reformed and won for the church.

If our goal is to win men to Christ, then as we deal with them we must present Christ to them. All the promises for salvation hinge upon Jesus. "And as Moses lifted up the serpent in the wilderness, even so must the Son of Man be lifted up: That whosoever believeth in him should not perish, but have eternal life." And again, "And, I, if I be lifted up from the earth, will draw all men unto me."

An old fisherman said there were three rules which must be observed in catching trout; first, stay out of sight; second, stay farther out of sight; third, stay still farther out of sight. If we would be real fishers of men we must stay out of sight and show them our Lord.

## EQUIPMENT FOR SOUL WINNING

### **We Must Know Christ.**

Know him, not theoretically, but experimentally — know personally that he saves us. A personal testimony supported by a clean life and the Word of the Lord is an effective weapon in personal work. Especially is this true when dealing with an individual who is being defeated by some of the very things which Christ has conquered in our lives. Sinners may doubt our theory and withstand our argument. But when we can truthfully say, "I know, for Jesus did that very thing for me, and He can do the same for you," such a statement is better than all the arguments in the world.

### **A Consecrated Life.**

This is very necessary. Nothing short of a consecration of our all, be it ever so little, can properly equip us for this great work. In the miracle of the feeding of the multitude, when Andrew told Jesus of the lad with five barley loaves and two small fishes, Jesus said, "Bring them to me." The lad gave his *all* and Jesus accepted it. But with that *all* Jesus fed the five thousand. If we would

be efficient soul winners, we must bring our *all* to Jesus. Moses felt his weakness, but he gave his *all*, and what he lacked God supplied. If we will fully surrender our *all* to him He will supply our every need.

### **We Must be Filled with the Spirit.**

The baptism with the Holy Spirit, which both cleanses from all sin and empowers for service, comes as a result of complete consecration and faith. We must not stop with this baptism, but we must so live and walk with Him that we may have His continual and special anointing upon our life and work. We must fully realize it is, "Not by might nor by power, but by my Spirit, saith the Lord." The real secret of personal work is, that to be successful fishers of men we must be filled with the Spirit.

### **We Must Realize Men Are Lost.**

Learn to look upon men, not just as so many human beings, but as souls for whom Christ died. A big business man in Chicago, on being passed by a street car crowded with people, said, "There goes a carload of nickels." But the man with him thought, not of the money they represented, but of the fact that each soul in that car was more valuable than all the world, and unless they

knew Christ as their personal Saviour they were lost. We must recognize that no amount of morality will redeem men. If they know not Christ they are lost.

### **A Passion for Souls.**

If we would win men we must love them and have a burning desire within our hearts to see them come to a saving knowledge of Christ. All new converts, to some degree, have a passion for souls. It was true of Andrew, for, "He first findeth his own brother Simon and brought him to Jesus." If a new convert will cultivate this passion it will remain, but many do not and they become indifferent to the value of the souls of men.

### **Perseverance.**

As soul winners we must strike the word "discouragement" from our vocabulary. We must adhere to the old adage, "If at first you don't succeed, try, try again." We may have to make many efforts to win the one in whom we are interested, and we may have to resort to more than one method to reach him. It may take years to accomplish this task, but rest assured, any soul you may win is worth all the effort and time it may take to do it.

## **A Knowledge of the Bible.**

No one can proceed far in the vocation of soul winning without a working knowledge of the Bible. There are at least four things which we must know about the Bible if we would succeed in this great work.

First, we should be able to show men from the scriptures that they have need of Christ.

Second, we should be able to show them from the Bible that Christ can meet their need.

Third, we should be able to point out to them from the scriptures how to make Christ their personal Saviour.

Fourth, we should be able to show them from the Bible a way out of the difficulties and problems which they apparently think prevent them from giving their hearts to God.

## **Prayer.**

Prayer is indispensable in the winning of souls. It must be constantly on our minds and hearts as we deal with the individual. Pray for God to guide you to the right person. Pray that He will give you the right message. Pray that He will empower the message as you give it. Pray for the right word or scripture verse to give in answer to any question. Pray that He will do that which is impossible for you to do.

## **A Work-shop.**

Remember that any place is a work-shop for the winning of souls. Christ won them on the highway, in the synagogue, in the home, and on the streets. Soul winners today who are alert will find some of their greatest opportunities on trains, in depots, on street cars, in business houses—in fact any place where men work, travel or play is a good place to win souls for Jesus.

**PART II**  
**Personal Evangelism**  
**(Outside the church)**

**PERSONAL EVANGELISM AND  
REVIVALS**

Personal Evangelism is not a substitute *for* but rather it is a supplement to the revival. In fact it is one of the three great factors which make a genuine revival of religion; that is, prayer, personal work and preaching. The lack of either is a tremendous loss in any evangelistic campaign.

Genuine Personal Evangelism is neither an individual or organized effort to enlist people merely for the church, it is not a drive to get members, but it is an effort on the part of the person or group to stir up an interest in the hearts of the un-churched masses with a view of winning them to Christ.

Personal Evangelism was endorsed by the Master, practiced by the disciples and given as a blanket commission to the church of Christ. To this day that commission has not been revoked.

**PERSONAL EVANGELISM IS  
SCRIPTURAL**

The Bible endorses personal evangelism. It is set forth by direct statement, by implication and by example.

The World's wisest man said, "He that winneth souls is wise." (Prov. 11:30). Daniel, hero of the lions' den, said, "They that be wise shall shine as the brightness of the firmament; and they that turn many to righteousness as the stars forever and ever." (Dan. 12:3) The Apostle James said, "Let him know, that he which converteth a sinner from the error of his way shall save a soul from death, and shall hide a multitude of sins." (Jas. 5:20)

Personal evangelism is implied in the parable of the great supper, (Luke 14:16-24) when the Master said, "Go out into the highways and hedges and compel them to come in, that my house may be full." The words of Jesus in his last message to his disciples, "Ye shall be witnesses unto me both in Jerusalem, and in all Judea, and in Samaria, and unto the uttermost part of the earth," (Acts 1:8) are just as applicable to personal evangelism as they are to mass evangelism. Also in the sending out of the seventy (Luke

10:1-12) we have a very strong implication of personal evangelism.

David was brought back to God through the personal Evangelism of Nathan the prophet. 2 Sam. 12:1-7.

Naaman the Syrian was started on his road to God, by a little slave girl, who though far from home was ready to witness for her Lord. 2 Kings 5.

If the words of Jesus be included there are seven instances of personal work in verses 35 to 48 of the first chapter of John. Other instances are to be found in Matt. 8:16; 15:30, and Mark 6:55-56.

As for the Master, there are fourteen different instances of His personal work recorded in the four Gospels. By far the majority of those in the New Testament who were prominent enough to be named or described, were won, not by pulpit oratory, but by the personal evangelism of Christ or His followers.

"Follow me and I will make you fishers of men." Matt. 4:19.

## NEW TESTAMENT EXAMPLES

This personal method of bringing men to Christ is not only sanctioned by the scriptures, but it is there we have our greatest examples and illustrations.

Four different types of personal evangelism, which may be used outside the church or revival, are suggested in the first chapter of John's gospel, verses 35 to 51. These are:

### (1) Employer and Employee

In verses 35 and 36 we have what might be classified as personal work among employees, when John the Baptist pointed the two disciples who worked under him, or for him, to the Lamb of God. But while this thought is only suggested here, we know of not a few instances where the Christian employer has won his employees to Jesus.

### (2) In the Home

In verse 41 we see Andrew bringing his own brother Simon to Jesus. This is personal evangelism in the domestic life, in the home, among one's own loved ones. How Andrew went about this we do not know, but if we would test his success ask the three thousand who were later converted under the burning message of Simon on the day of Pentecost.

### (3) Among Friends

The winning of Philip is recorded in verses 43 to 44. The latter verse would indicate that he might have been a friend of Andrew and Simon, of whom they had told Jesus. The work among friends is perhaps life's greatest field for personal evangelism.

The "Win my chum" campaigns, about which so much has been written, was primarily planned and started for the winning of friends to Jesus.

If our life is right, no one can influence our personal friends like ourselves. Go after them for the Master. Find a way to bring them under the influence of the gospel.

"I'm bringing a friend to church tomorrow night, and I want you to pray that he will be saved," said a young man to the evangelist at the close of an evening service, and before the revival closed his friend had found the Lord. That is personal evangelism among friends.

### (4) Among Business Associates

From verse 45 to the close of the chapter we have the story of Nathanael. Here, someone has suggested, is personal evangelism among business associates; for Philip probably knew him in a business way,

and as soon as he was converted he looked up his friend Nathanael. Be that as it may, soul winning in the realm of business is neither unknown nor impracticable. Many a big business man upon finding his Savior has gone to his associate and given him a tip on the world's greatest transaction,—Christ paying off the mortgage of sin on the souls of men.

You men of business, let me appeal to you. Take your Bible, which contains the world's greatest examples of salesmanship, and the record of the world's greatest transaction, and go to that business acquaintance and tell him of that One who came to lift the mortgage, pay the debt, free the slave, endow the soul and enrich the life. Others have won their associates to Christ. So can you.

### A Definite Purpose

It is also worthy of note that in the case of Andrew, verse 41; Jesus, verse 43; and Philip, verse 45, we have the word "findeth", indicating that in each instance they entered upon their quest with a purpose. It was not accidental, it did not happen so; they were looking for souls, and they found them.

### Among Strangers

In Acts 8:26-40, we have the story of Philip and the Ethiopian. This

is an example of work among strangers. Here was a man of high authority, whom Philip had never seen, yet with tact he took advantage of his opportunity and won him to Christ. This type of personal evangelism has been repeated by thousands of earnest ambassadors for Christ; on trains, passenger liners, street cars, busses, in the parks and on the street corners, all around the world.

"Say, boy, don't you go to school?" said a husky lad to a strange little boy sitting on the steps of a shabby home. "No, I'm crippled and can't walk," said the boy. "Get on my back, I'll carry you," said the first boy as he lifted the unfortunate chap from the steps. And so he did day after day. The name of the boy who played the horse is unknown, but the crippled boy who rode was Robert Hall, one of the world's great preachers.

### **Team Work**

There is a wonderful example in Mark 2:1-12 of co-operative, yet personal evangelism, when four men found the man who was unable to walk and brought him to Jesus. One must have become interested in him first, then solicited the help of his friends, and together they placed him at the feet of the Master.

All about us today there are pal-

sied souls that by co-operative faith and work we may bring to the feet of Jesus and share their joy as they hear Him say those same words, "Thy sins be forgiven thee."

### **From House to House**

In Acts 2:46 and 5:42 we have examples of house to house visitation, indicating that they went into the homes of the people telling them this wonderful story of the resurrected Christ and of the advent of the Holy Spirit. There are many homes that can be reached in this way which otherwise will never be reached.

Some of the modern cults realize the value of this method and use it continually for the building up of their work. We have the true gospel and the greatest story ever told. Let us go forth into the homes of the people as in apostolic times and preach and teach Jesus Christ.

Many who do this make an approach through having a good book or Bible to sell, or some pamphlets or tracts to give away. This often opens the way for them to read and pray in the home and point sin-sick souls to Jesus.

Paul said, "To the weak became I as weak, that I might gain the weak: I am made all things to all men, that I might by all means save some. 1 Cor. 9:22.

## THE SCOPE OF PERSONAL EVANGELISM

Jesus said, "Go ye into all the world, and preach the gospel to every creature." This is not a special commission to a chosen few to seek the endorsement of the church, procure a license, be ordained and enter the pulpit as a professional minister; but it is a general commission, given to every regenerated child of God. A commission to tell the old, old story of Jesus and His love.

Sermons, churches, pulpits, revivals, and altars, in modern times, are confined to places and things; but the commission for personal evangelism goes beyond the church, beyond the pulpit, and beyond the public altar, into the streets and lanes, into homes and business houses. You are not confined to things, you are not limited to places, the "world is your parish," Go ye!

Where shall we start this work for Christ? Wherever we happen to be. Whenever we are brought in contact with lost men. Many of the world's greatest Christians have been won beyond the pale of the church, and apart from the public service.

### **Keep on the Look-out**

The Master was on the look-out for souls. He saw Zaccheus in the

sycamore tree, the impotent man by the pool, the woman by the well, Matthew at the receipt of custom, and the blind man by the wayside. He did not wait for the crowd to gather before putting forth His best efforts, but preached His great message on the "Water of Life" to the lone woman on the well curb of Samaria, and His great sermon on "The New Birth" to one man, Nicodemus. If you would be a soul winner, keep on the look-out. Do not wait for opportunity to knock at your door, keep your door open.

### **On the Train**

A friend of the author whose heart had just been greatly stirred by a message on soul winning, was making a three day trip by train, and determined he would be watchful. He later said that three opportunities came in which he made successful contacts with men with reference to their souls' salvation. He kept his door open.

### **Hitch Hikers**

A certain man often picks up hitch-hikers that he may tell them of Jesus, and though it is considered dangerous to pick up men along the highway, he says if they have any evil intention, they never show it after he begins talking to them of salvation.

### **Look Them up**

When the author was a young Christian he used to go on Saturday afternoons to those streets of the city where men who were "down-and-out" congregated. When one would ask for food he would take him to a restaurant, buy him a meal and then talk to him of Jesus.

### **Eating Dinner**

A man was invited by three un-saved business men to take dinner with them in a down town cafe. Instead of ordering a big meal he ordered very little, so that he might get through first and talk to them of Jesus. This interview was the means of leading all three to Christ. Later he learned that he was invited on a wager made by one of the men that he would talk to them of salvation. Suppose he had failed?

### **Winning a Neighbor**

Invite that neighbor to go with you to church. Tell him of the interesting message he will hear; of the good singing, and of other things which you think might attract him. Then pray that God will unctioize the sermon and use the songs to stir his heart. This is personal evangelism.

### **Let's Go to Church**

"Old man, you look lonely" said a soul winner to a young fellow standing near the entrance to a cheap lodging house. "I'm just going in the corner restaurant to get something to eat, come and go along." As they ate, he talked to the stranger, not of salvation, but of things in general, learning he was out of work and away from home.

When the meal was over he was given the address of a revival being conducted in a hall down town. The Christian friend did not tell that it was a revival, but just said, "Meet me at this address at 7:30 tonight, it may be I can help you." At 7:30 the young man walked into the hall, took his friend's hand, and as the tears trickled down his face he said, "I've been wondering all afternoon what made you speak to me on the street. I might have known it was Jesus."

"I might have known it was Jesus,  
Who called in the busy mart,  
Who sent you with words of comfort,  
To cheer my broken heart.

"I might have known it was Jesus,  
Who seeking to save my soul,  
Came pleading in love and mercy,  
To cleanse and make me whole."

—Author unknown.

## MAKING THE APPROACH

The battle is often won or lost in the approach, therefore we cannot be too careful as to the manner in which we first speak to men about their souls. It is also a fact that the approach in personal evangelism outside the church and public services requires much thought, care and tact.

### **Bible Examples of Approach**

Jesus opened the conversation with the woman of Samaria by asking for a drink of water which she had come to draw. He approached the lame man at the pool of Bethesda with what at first would appear to be a foolish question, "Wilt thou be made whole?" But in both instances you will notice that he spoke on a plane in which they were interested.

### **Stephen**

The opening sentence of Stephen's message, "Men, brethren and fathers, hearken," as recorded in Acts 7:2, was so kind, so gripping, so appealing, and yet so disarming that for the time his enemies seemed to forget their anger and the purpose for which they had seized him. This approach gave him an opportunity to deliver his message. Had he approached them improperly they would have killed him at once.

### **Paul**

Notice the tact Paul always used in his approach. Read the opening sentences of his talk on Mars Hill, (Acts 17:22-28); and before the multitude, (Acts 22:1-3); also his defense before Felix, (Acts 24:10-11); and his plea before King Agrippa, (Acts 26:2-3). In each case his manner of approach won time for him to give his message.

### **Philip**

Philip in approaching the Ethiopian, won his way by offering his services. "Understandest thou what thou readest?" he asked. (Acts 8:30) It was just another way of saying, "Stranger, can I be of service to you?" The man accepted his courteous offer, thus giving Philip an opportunity to expound the scripture and to point the way to Jesus.

Many a wise soul winner has helped a neighbor fix a tire, given him a ride down town, or showed him some act of kindness or service, as a means of approach before ever speaking about salvation.

### **Go Hunting**

"John, do you like to hunt?" said Bill to a friend who probably never thought of God. "Sure," said John. "All right," said Bill, "Thursday is Thanksgiving, and we'll go and make

a day of it." When they returned Thanksgiving evening Bill was all elated, and one of the first things he did was to find a Christian friend to tell him, "John was saved today." The friend was glad, but greatly surprised, and asked, "Bill, how did you do it, I did not know he was even interested?" "That is why I went hunting," said Bill. "When we stopped to eat our lunch I began talking to him about his soul. Then we knelt in the sand and prayed, and God saved him." That was twenty years ago; John is still saved, has a lovely Christian family, and is an officer in the church.

### **No Infallible Rules**

There are no infallible rules to follow in contacting a person about his soul. The proper approach in one instance might be wholly unfit and fail in the next. However, while no rule may be infallible, there are at least four which are never out of place. First, *Be careful*. Second, *Be prayerful*. Third, *Be tactful*. Fourth, *Be courteous*.

### **Some Suggestions on Approach**

It is seldom wise, apart from a religious service, to approach one too bluntly about his soul by asking, "Are you a Christian?" "Are you saved?" etc. It is usually best to

talk to him at first about things in general or something in which you think he will be interested, not so much about your work, but about his, and gradually bring the conversation around to the purpose of your visit.

If you desire to win some stranger in your town or community, it is usually not thought best to speak on the first approach about his soul. Make it a point to see him a number of times, first winning his respect and friendship.

On trains and in public places, however, there is no time for this waiting and cultivating. The soul winner must go immediately to the point before his man gets away. This type calls for *much tact*, *much care* and *much prayer*.

Arguments are seldom worthwhile, but courtesy and kindness are never out of place. Be slow, very slow to speak against anything your prospects may profess to believe in or to which they may belong. You never know what family ties may bind to some belief, and a tirade against that "ism" or cult might completely drive them away. Therefore always tactfully avoid discussing anyone's belief but instead show him the better way.

Do not magnify the things one must give up to follow Christ, but rather magnify those things that will be received by following Him. Once a person's eyes are fixed on Jesus he will gladly leave all for Him.

### **Sorrow in the Home**

Sorrow no doubt originated through sin, but God who maketh the wrath of man to praise Him, has taken advantage of sorrow and grief to make His entrance into many a heart. There is no more effective avenue to unsaved souls than showing a real sincere love and kindness in the hour of trouble, sorrow or bereavement. Watch for such opportunities in your community, then go in the strength of that One who was "a man of sorrows and acquainted with grief."

### **Put Christ in Your Correspondence**

Many business concerns spend thousands of dollars every year for correspondence, advertising what they have to sell. Not only do they send out circulars, but they write many individual or personal letters. That it pays is proved by the increase in this method of advertising, and souls may be approached and won to Jesus through the simple method of correspondence.

This too will require great tact, and considerable care. The letter

should be neat, brief, friendly, and interspersed with quotations from the gracious promises of God, which may reveal a sincere interest on your part. It is also well to have some well chosen tracts on salvation to enclose with your letter. A neat attractive post card containing a quotation of scripture or an appropriate verse, may open to you an opportunity to win a soul to Jesus.

### **Outside the Church**

It is always worthwhile for the soul winner to carry some gospel tracts or copies of the gospel of John with him in his work. These handed to a person may oftentimes easily open the door for further work.

"Are you interested in the Bible?" is a definite, yet inoffensive question to ask as an opening wedge and will generally bring an answer that will identify the person's standing or belief.

Don't think you must get an individual into the church services to win him to Christ. Jesus won men everywhere. One of the most outstanding cases of soul winning in which the writer ever engaged took place in a doorway at the noon hour on the crowded streets of a great city. There was no place to kneel, but with people jostling all about, our heads were bowed, prayer was

offered and Jesus came and brought peace to another struggling soul.

Christ is not confined to time, place or position. He is seeking the lost and will accept them anywhere he can find them.

### **On Catalina Island (An illustration)**

The author was on Catalina Island when he met one of America's great preachers whom it was his privilege to know personally. The preacher was on the sidewalk with a young man, whom he introduced, saying, "This is the world's champion long distance swimmer. He is in trouble and doesn't know Jesus. I am asking him up to my room to pray with him. Come and go along." It was a joy to go with them and to see this young man find the peace that only Jesus gives. Here was a great preacher on vacation. A hired boat at that time was waiting at the pier to take him out fishing, but his chief interest was in souls. He was a fisher of men.

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Henry Ward Beecher said, "The longer I live the more confidence I have in the sermons preached where one man is the minister and one man is the congregation."

### **HAVE A DEFINITE PLAN**

A systematic plan is necessary to success in soul winning. Adopt a definite program and endeavor to follow it consistently and persistently. The following suggestions will help you:

1. Make a list of those whom you desire to win. Don't put it off, make it now.
2. Pray for them by name at least once every day.
3. In an inconspicuous way, let them know that their names are on your daily prayer list.
4. Tactfully try to get them into the Sunday school, the church services and the revival.
5. Give a copy of this list to your pastor and ask him his advice and help in reaching them.
6. Solicit the co-operation of a few tactful friends; give them a copy of your list and ask them to pray; occasionally ask them to meet with you for prayer.
7. Use the mails. Send those on your list an interesting gospel tract or story, a scripture post card or write a brief personal letter telling of your concern and interest.
8. When you have succeeded in winning any one on your list, mark off the name and add another.

**PART III**  
**Personal Evangelism**  
**in the Church**  
**and during the Revival**

**HINTS TO USHERS**

1. Courtesy is the first and greatest law of ushering.
2. Smile! Even if it requires effort, it will help others. A pleasant reception often brings visitors back again.
3. Don't seat people during the singing of a special song.
4. Don't take strangers or unsaved young folk near the front; it embarrasses them; they may resent it and not return.
5. Don't place mothers with babies or small children too near the front, but put them where they may leave when necessary with the least disturbance.
6. Urge your own people to take seats as far forward as possible, leaving the rear seats for the strangers and late comers.
7. When there are no people to usher, walk around and locate the vacant seats, so when people come you will know where to seat them.
8. Don't walk too fast or too far ahead of those you wish to follow you down the aisle.

9. Act as though you expect people to be seated where you direct; however, if they insist on sitting elsewhere, courteously submit to their wishes.

10. If called upon to pass out cards or envelopes,

(a) Always go to the front to begin, and work to the rear, facing the people.

(b) Hold the card or envelope in your hand and offer it to the people. Many may be given out this way that would never be called for otherwise.

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**A DOZEN DON'T'S FOR SOUL WINNERS**

1. Don't argue.
2. Don't pull or use force.
3. Don't scathe or bemean.
4. Don't be too urgent with strangers.
5. Don't criticize their church.
6. Don't speak to the same person each service.
7. Don't return to those who resent your coming.
8. Don't go to those with whom you may have had difficulty.
9. Don't embarrass a soul by keeping him standing when others are seated.
10. Don't, as a rule, deal with those of the opposite sex.

11. Don't put off until tomorrow that which you should do today.

12. Don't get discouraged because you do not see results.

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### A DOZEN B'S FOR SOUL WINNERS

1. Be courteous.

2. Be patient.

3. Be compassionate.

4. Be sincere.

5. Be serious, never frivolous and chaffy.

6. Be careful of your breath. Nothing is so offensive as bad breath.

7. Be courageous! you are an ambassador for Christ.

8. Be true to those with whom you deal. Never tell them they are all right if they do not have a conscious knowledge of the presence of Christ.

9. Be in a spirit of prayer as you deal with each individual.

10. Be careful of the manner in which you deal with those of the opposite sex.

11. Be sure to answer all questions with scripture if possible.

12. Be kind, even though you have failed.

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Do not be discouraged. George Mueller prayed for fifty years for two men before they were converted.

### SOME THINGS WORTH CONSIDERING

Study the audience while the message is being delivered. Ofttimes you can pick out those whose hearts are touched.

Study the individual with whom you deal. No two people are alike. Each must be dealt with differently.

Notice when any scripture or particular thought seems to grip a prospect and emphasize it with prayer and patience.

Never interrogate a person concerning his feelings, but speak only those things and ask those questions which will inspire faith in the Word of God and trust in Christ.

Be careful about interrupting another worker who is dealing with a soul. The enemy takes advantage at every point.

Try to imagine yourself in the place of the individual approached. How would you like to be pulled to an altar? or, if there, have your hair touseled, your head pushed back, or have some one seize your hands and raise them heavenward?

Firmness, with gentleness and kindness was the method of the Master. He has left us an example "that ye should follow His steps."

## SOME THINGS TO AVOID

1. Avoid loud talk. It may embarrass the one with whom you are dealing and hinder other workers.

2. Avoid talking too much. Let your words sink in.

3. Avoid raising unnecessary issues and questions, such as—"Will you be a missionary?" "Are you willing to preach?" etc.

4. Avoid speaking to a person while another is dealing with him.

5. Avoid trying to force a decision. Present the plan and give assurance of its merit and worth, but let the Spirit Himself witness and give the light.

6. Avoid the "holier than thou" attitude. It is Christ who saves. Lift *Him* up.

7. Avoid anything that would make you or the person with whom you deal, conspicuous.

8. Avoid as far as possible anything which would offend. We are to be as "harmless as doves."

9. Avoid quoting too many scriptures. Choose those making the point most clear and dwell on them.

10. Avoid looseness, lightness, frivolity and indefiniteness.

## PERSONAL WORK IN REVIVALS

1. When possible, sit where you can command a good view of the audience, and when a call for show of hands is given, mark those who raise their hands for prayer. Be as inconspicuous as possible in making this observation.

2. The best time to start your personal work is as soon as the audience stands to sing the invitation song.

3. Make your approach as courteous as you can. Whenever possible answer excuses with scripture.

4. When dealing with those of your own sex, take them by the hand while talking to them.

5. If they show concern, yet hesitate about yielding, linger with them and gently urge them with earnest words and a slight pressure on the arm to yield then and there.

6. Study the persons with whom you are dealing, watch the effect of your words upon them, and if you notice the mention of mother, heaven, hell or death affects them,—whatever it is, press that home to them.

7. If you see you can't win them, walk away and send some other worker to deal with them. Some one else may succeed where you fail.

8. Always urge immediate decis-

ion, "Now is the accepted time." Never exact a promise for tomorrow, only as a last resort. A soul is too valuable to risk any delay.

9. Emphasize that as they go forward they are not merely going to the altar, they are "coming to Jesus." The altar is a convenient place to pray and to meet Him.

10. If the evangelist is making a proposition or giving an exhortation from the platform, stop talking and give the individual an opportunity to hear what is said.

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#### WORKING AT THE ALTAR

Dealing with the soul at the altar is one of the most important, and at the same time the most difficult work of the soul winner. Many good fish on the line have been lost by unwise and over zealous work in trying to land them.

One of the first steps in efficient altar work is to find out what the individual is seeking; to be saved, reclaimed, sanctified,—or has he come because he is over-conscientious and the enemy is trying to make him doubt?

Refrain from making any statement in your exhortation or prayer that would lead the individual to think the altar, praying out loud,

looking up, raising his hands or any attitude of the body is essential to finding God.

Drive home through exhortation and scripture the truth that God is ready, anxious and willing to meet the seeker's need the moment he meets the conditions laid down in God's word. Impress upon him that it is the attitude of the heart, and not any outward act or physical position that is essential.

Study the seeker with whom you deal. It is a well known fact that there are some, who, if you can get them to pray aloud, lift up their hands, or look up, will be broken up and thus find it easier to pray and believe God. It is also known that there are others so constituted that if you urge any of these things upon them too strongly, they will be driven away. The efficient worker will study the temperament of each individual and will deal with him accordingly.

Do not ask anyone if he is willing to preach, or go to the mission field. Ofttimes the enemy takes advantage of this and uses it to keep a seeker from getting through to God, or causes him to think he is called when he is not. Either is disastrous. Let God raise these questions.

## HELPING THEM THROUGH

Some seekers need more instruction than others, but practically all need exhortation and encouragement with promises which particularly fit their need. It is best, however, at the beginning of the altar service to refrain from more than an earnest exhortation to pray, for pray they must, and it is never wise to rush seekers in their dealing with God.

After a season of prayer, when you feel the seeker fully realizes his condition and has prayed over it, give him those promises that meet his need, assuring him that the promises "are yea and amen to all who will believe."

If an individual faces restitution, do not send him away to make things right. Urge him to settle his salvation now; give assurance that God will take anyone on credit and help him to right any wrong.

If you notice that some scripture or some song seems especially to move a seeker, use it and others of a similar nature.

If persons at the altar profess salvation, do not be hasty in passing judgment on them. Accept their testimony, give them some promise as a tonic for faith. Never interrogate them on points that would have a tendency to make them question

their conversion. There may not be much outward manifestation, but remember salvation is a heart matter. Time will reveal the genuineness of any soul's conversion.

Salvation comes by faith. You cannot stress too greatly the importance of the repenting soul taking God at His word and believing His promises.

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## GIVE THEM SCRIPTURE ON WHICH TO STAND

When anyone professes conversion, do not ask him how he feels, but give him some of those plain simple promises on which he may stand when the revival is over and the emotion may have subsided.

The following scriptures may be used for this purpose:

John 6:37, "All that the Father giveth me shall come to me; and him that cometh to me I will in no wise cast out."

Romans 10:13, "For whosoever shall call upon the name of the Lord shall be saved."

Jeremiah 29:13, "And ye shall seek me, and find me, when ye shall search for me with all your heart."

Romans 10:9, 10, "That if thou shalt confess with thy mouth the Lord Jesus, and shalt believe in thine heart that God hath raised him from

the dead, thou shalt be saved. For with the heart man believeth unto righteousness; and with the mouth confession is made unto salvation."

1 John 1:9, "If we confess our sins, he is faithful and just to forgive us our sins, and to cleanse us from all unrighteousness."

The person fully conscious that he has met these scriptural conditions to the best of his ability, will find these promises to be a wonderful foundation on which to stand in the hour of temptation and doubt. Every soul winner should commit these wonderful promises to memory, and every other promise which will help a soul to Christ. However, when possible, let the inquirer read the promises from a Bible.

#### HOW CAN I BE SAVED?

A personal worker may be asked "How can I be saved?" Proceed to instruct such an inquirer along the following lines: "Come to Jesus just as you are. Come just now, just where you are. In your own way confess your sins to God. Ask Him, just as you would ask your mother, to forgive you of your sins. Tell Him sincerely that you are through with your old life of sin and that by His grace and help you renounce the devil and all his works; that you now

take Him as your personal Savior, that you trust Him to save you now, because He has said, 'Him that cometh unto me I will in no wise cast out,' and you have come. Also 'Whosoever shall call upon the name of the Lord shall be saved,' and you have called. And, 'If we confess our sins He is faithful and just to forgive us our sins and to cleanse us from all unrighteousness,' and you have confessed yours."

"Lean hard upon that wonderful promise John 5:24, and remember it applies to you, 'Verily, verily, I say unto you, He that heareth my word, and believeth on him that sent me, *hath* everlasting life, and shall not come into condemnation; but is *passed* from death unto life.' Do this with all of your heart. Trust fully in his promises to save and he will not fail you."

"Here is another promise on which you may stand, Romans 10:9, 10, 'That if thou shalt confess with thy mouth the Lord Jesus, and shalt believe in thine heart that God hath raised him from the dead, thou shalt be saved. For with the heart man believeth unto righteousness; and with the mouth confession is made unto salvation.' Also Romans 8:16, 'The Spirit itself beareth witness with our spirit, that we are the children of God.'"

## HOW CAN I BE SANCTIFIED?

Frequently in dealing with Christians you will be asked, "How can I be sanctified?" Instructions may be given after this manner:

Are you conscious that you are a child of God, and as his child he is calling you to holiness? 'As obedient children . . . as he which hath called you is holy, so be ye holy?' (1 Peter 1:14, 15). In order that this experience of holiness may be yours the provision was made in the death of Christ; 'Christ also loved the church, and gave himself for it; that he might sanctify and cleanse it, . . . that it should be holy and without blame.' (Ephesians 5:25-27) As a child of God you are called to consecrate your all to Him; 'I beseech you therefore, brethren, by the mercies of God, that ye present your bodies a living sacrifice, holy, acceptable unto God, which is your reasonable service.' (Romans 12:1) This consecration is the condition which we must fully meet in order to be sanctified. Consecration involves a complete dedication of our lives to God, a full and wholehearted devotement to His will, a separation of our talents, powers of soul, abilities, possessions, time, and all we may have to Him for sacrifice or service. As we separate these to

Him we are also separating them *from* selfish or worldly purposes. Consecration reaches its climax in a deep 'amen' in the heart to all the will of God for your life, somewhat like Jesus expressed; 'Not my will but thine be done.' You are the sacrifice. You place yourself and your all upon the altar, and Christ is the Christian's altar. When your consecration is complete you may trust the merits of His blood and believe His promise to sanctify. Place your feet firmly on such promises as these: 'Whatsoever toucheth the altar shall be holy.' (Exodus 29:37); 'The altar sanctifieth the gift.' (Matt. 23:19); 'The blood of Jesus Christ His Son cleanseth us from all sin.' (1 John 1:7); 'Purifying their hearts by faith.' (Acts 15:9). Will you trust Him now to sanctify you? Do you believe He accepts your consecration and fully cleanses your heart? Fully trust Him 'who is made unto us sanctification and redemption.' (1 Cor. 1:30) Rest upon this promise; 'For by one offering he hath perfected forever them that are sanctified. Whereof the Holy Ghost also is a witness to us.' (Hebrews 10:14-15) Enter into this glorious experience by faith and live in the consciousness of his keeping power through faith.

## THE WITNESS OF THE SPIRIT

Occasionally some one will ask, How may I *know* I am saved? Or a person seeking sanctification will inquire, How may I know I am sanctified? Inform the inquirer along the following lines:

"You must not make the mistake of seeking some manifestation or special witness. When you have truly repented your only hope of salvation is to, "Believe on the Lord Jesus Christ, and thou shalt be saved." (Acts 16:31) You have the promise that the act of believing gives you eternal life; "He that heareth my word, and believeth on him that sent me, *hath* everlasting life." (John 5:24) "He that believeth on the Son of God hath the witness in himself. . . . These things have I written unto you that believe on the name of the Son of God; that ye may know that ye have eternal life" (1 John 5:10-13). When you "believe on the Son of God" you receive Jesus as your Savior; "To as many as received him, to them gave he power to become the sons of God." (John 1:12) When you become a son of God, you are conscious of this relationship because "you have received the Spirit of adoption, whereby we cry, Abba, Father." You realize that God is your Father through redemption, and

"The Spirit itself beareth witness with our spirit, that we are the children of God" (Romans 8:15, 16) You are aware of this witnessing presence in the fact that the burden of sin is gone, your guilt has been lifted, peace has come into your soul and you are conscious of a new life. In this the Spirit and the Word agree for through accepting Jesus as Saviour the Spirit actually does within your heart what the Bible declares will happen as a result of believing Him.

"Your witness of the Spirit to entire sanctification is somewhat similar. When you have made an entire consecration of yourself to God you realize in your heart that you have met the conditions. This, however, is not the witness of the Spirit. You are then to fully trust the promise and appropriate the provision of his blood to sanctify, and as you do, faith receives the baptism with the Holy Spirit. This is the Spirit's witness to your entire sanctification. "For by one offering he hath perfected forever them that are sanctified. Whereof the Holy Ghost also is a witness to us." (Heb. 10:14, 15)

"You may be aware of this experience by a sense of cleanness, or through a consciousness of fullness. It is your privilege to fully trust God's word, it is His to witness in his own way and time."

## PART IV

### Conserving Results and Helping the Young Convert

#### CONSERVING THE WORK

No successful farmer leaves his grain in the field to weather the winter's blast, but as soon as possible he gathers it into his barns. The successful soul winner must realize that the work is not finished when the soul accepts Christ as Saviour. It is only begun. The work thus accomplished must be conserved.

We have observed much *personal effort* put forth in revival campaigns to bring souls to Christ, and so little *personal effort* after they are won to conserve them.

It is a great thing to become interested in the salvation of a soul. To pray, to work, and to persistently hold on until you have won that soul for Christ. But it is just as important to follow up that convert and help to establish and develop him into an earnest worker for Christ. Will you pardon the author's personal experience here?

"The great battle of my life was not the giving of my heart to God, but it was those first three weeks of struggle against old habits, old com-

panions and old places of amusement. I won in the conflict and was enabled to stand because those who had worked to win me to Christ continued to give me their companionship, friendship and encouragement.

"Never shall I forget one morning about two weeks after I was saved. I was having a fierce struggle when a worker called me on the phone and inquired how I was getting along. When I told him of the battle I was having, he said, 'Just bow your head with me a moment.' And I heard coming over the wires these words; 'Jesus, bless Jarrette, he is having a fight, but we have confidence in him and believe he is going to make good. Lord you have saved him, now keep him for Jesus' sake. Amen.' Then with the words, 'Old boy I'm praying for you,' he said 'Good bye.' I hung up the receiver, struck the desk with my fist and said, 'If that fellow has interest and confidence enough in me to call me up and pray for me on the telephone, I'll die before I'll go back'."

A mistake is often made in keeping young converts out of the church. Leave your wheat in the field and it is sure to spoil. Put it into the elevator and you may save every grain. To preserve the work is the business of the church. The young convert who immediately joins the

church doubles his chance of standing for God. "And the Lord added to the church daily such as should be saved." (Acts 2:47)

There is no definite length of time which must elapse between the individual's conversion and his sanctification. The moment the first work is accomplished, he is a candidate for the second. It is not only possible but proper to lead the new Christian into the light of holiness and into the experience of full salvation as quickly as possible.

It is hardly advisable to try to get people sanctified while yet on their knees after conversion, but it is wise to briefly tell them of the next step and urge them to seek until they are filled with the Holy Spirit.

Do not stop with urging upon them the necessity of this experience, but show them that it is our great privilege, and point out the blessing which comes with being wholly yielded to God.

It is said Mr. Wesley urged his ministers to get their converts into the experience as soon after conversion as possible. Some of the most consecrated men and women have been saved in one service and sanctified in the next.

## TWELVE WAYS TO HELP CONVERTS

1. Make it a point to shake hands with the new converts and tell them you have confidence in them and believe they will make good. Nothing inspires confidence like knowing some one believes in you.

2. Call them occasionally on the phone, speak to them words of encouragement, tell them you are interested in their making good and that you are praying for them.

3. Remember their coming to Christ has meant the breaking of old associates and stepping out alone. Therefore put yourself out, if necessary, to be a friend and a companion to them. Do this at least until they have had a chance to make new friends of the right kind.

4. Have them out for a meal, in your home or at some restaurant.

(a) Talk to them about Jesus, show them what they may become if they will let Him have his way with them.

(b) Do not let the fact that you may be several years their senior hinder you in this work. Nothing so thrills or inspires a youth as having some older person take a personal and active interest in his living for God.

5. A Christian worker met a young convert on a downtown street just a few days after the latter had been converted. This older Christian gripped the young convert's hand, asked him how he was getting along, pulled him over against the building, bowed his head and whispered a prayer for him, and hurried on. But, oh, what an uplift that experience was to the young man.

6. Take them aside at the church and ask them how they are getting along, pray a short prayer with them, and where possible have them pray.

7. Ask them occasionally if they have any particular matter about which they would like to have you join them in prayer. This will make them feel that you look on them as real Christians and will both inspire and encourage them.

8. Suggest a promise to them. Quote it, show it to them in your Bible, or write it out for them. Some two weeks after a certain young man's conversion a man asked him one night how he was getting along. The reply was, "I am having an awful fight." He was advised to go home and read Jude 24, which he did, and on that wonderful promise, "Now unto Him who is able to keep

you from falling," he won one of the greatest victories of his life.

9. Impress upon converts the necessity of reading the Bible. Urge them to memorize verses and whole chapters, and teach them that it is only as we study and know the Book that we can fully know the wonders of the Christ it portrays.

10. Emphasize the importance of reading good devotional books and magazines. If possible place copies of suitable books and papers in their hands so they may become familiar with the proper kind of Christian literature.

11. Show them the value of uniting with the church. Church membership is owned and blessed of God and every Christian should have a church home. While the church membership will not save, it will help them to stand.

12. Urge upon them the necessity of being filled with the Spirit. Explain how He comes to cleanse the heart from carnal self and inbred sin and to fill with Divine power for living and serving Him acceptably.

## NINE DON'TS FOR DEALING WITH CONVERTS

1. Don't try to call them into the ministry. If God wants them, He will do the calling. Remember the church needs gifted laymen.

2. Don't interrogate them on their feelings, or talk too much of experience. A Christian experience is a life of faith, lived moment by moment.

3. Don't ask them too soon to lead a service. Timid young people may be driven away by this very thing.

4. Don't try to force your light on the dress question upon them. You may bungle the job. Let the Holy Spirit lead.

5. Don't sit in judgment upon them. When they have been saved as long as you have they may be far more spiritual.

6. Don't embarrass them when they are among their unsaved friends—(with personal remarks and questions). Courtesy and consideration are twin graces of Christianity.

7. Don't preach maturity for purity. A sheep may be lean and still be clean. Give the lambs time to grow.

8. Don't criticize preachers and other Christians in the presence of converts.

9. Don't urge them to do things against which they have convictions.

## HOW TO BE A BIBLE CHRISTIAN

1. "Study to show thyself approved unto God, a workman that needeth not to be ashamed, rightly dividing the word of truth."

2. Make it a rule to read at least one chapter in your Bible each day.

3. Commit scripture to memory, especially those verses and promises which will help you to win and encourage others.

4. Memorize also the location of the scripture and mark your Bible or Testament so you can readily turn to it.

5. Form the habit of carrying a Testament with you, many opportunities to read and to work will be gained in this way.

6. Take the Bible as your guide and order your life according to its teaching.

7. Receive all teaching, read all books and interpret all scripture in the *light of the entire Bible*.

8. The Bible teaches that the heart may be cleansed and empowered for service by the baptism with the Holy Ghost. Seek until you receive this blessing.

9. Make it the rule of your life to pray at least twice a day for divine protection and guidance. "I would that men pray everywhere."

## TEN B'S FOR NEW CONVERTS

1. Be prayerful. "Pray without ceasing." Spend much time alone with God.
2. Be studious. Study the Bible until you can skilfully wield the Sword of the Spirit.
3. Be careful with whom you associate and where you go. "Shun the very appearance of evil."
4. Be humble. Any talent you may have was given you by the Lord. "Pride goeth before destruction and a haughty spirit before a fall."
5. Be a witness. Tell others what Christ has done for you.
6. Be a soul winner. You were saved for service. There are others like you were, who need Jesus. Go win them.
7. Be courageous. This wonderful story of Jesus will bear telling anywhere.
8. Be sensible. God is an intelligent being and always deals in an intelligent way.
9. Be considerate of others. You are not called to judge. You cannot see men's hearts, or know the light they have.
10. Be a tither. It is God's plan for financing His work, and you never lose by being generous with him. "The Lord loveth a cheerful giver."

## PART V

### Bible Answers to Excuses of the Unsaved

#### MEET ALL EXCUSES WITH SCRIPTURE

##### I AM NOT A SINNER

Romans 3:23—For all have sinned and come short of the Glory of God.

Romans 5:12—Wherefore, as by one man sin entered into the world, and death by sin; and so death passed upon all men, for that all have sinned.

Psalms 51:5—Behold, I was shapen in iniquity; and in sin did my mother conceive me.

Romans 3:12—They are all gone out of the way, they are together become unprofitable; there is none that doeth good, no, not one.

Jeremiah 17:9—The heart is deceitful above all things and desperately wicked.

Isaiah 53:6—All we like sheep have gone astray; we have turned every one to his own way; and the Lord hath laid on him the iniquity of us all.

1 John 1:8—If we say that we have no sin, we deceive ourselves, and the truth is not in us.

## I AM TOO GREAT A SINNER

Isaiah 1:18—Come now, and let us reason together, saith the Lord: though your sins be as scarlet, they shall be as white as snow; though they be as red like crimson, they shall be as wool.

John 6:37—All that the Father giveth me shall come to me; and him that cometh to me I will in no wise cast out.

2 Peter 3:9—The Lord is not slack concerning his promise, as some men count slackness; but is long suffering to us-ward, not willing that any should perish, but that all should come to repentance.

Romans 10:13—For whosoever shall call upon the name of the Lord shall be saved.

John 3:16—For God so loved the world, that he gave his only begotten Son, that whosoever believeth in Him should not perish, but have everlasting life.

Revelation 22:17—And the Spirit and the bride say, Come. And let him that heareth say, Come. And let him that is athirst come. And whosoever will, let him take the water of life freely.

## I BELIEVE IN A CHANCE AFTER DEATH

Proverbs 29:1—He, that being often reprov'd hardeneth his neck, shall suddenly be destroyed, and that without remedy.

Proverbs 11:7—When a wicked man dieth, his expectation shall perish: and the hope of unjust men perisheth.

Matthew 12:32—And whosoever speaketh a word against the Son of man, it shall be forgiven him: but whosoever speaketh against the Holy Ghost, it shall not be forgiven him, neither in this world, neither in the world to come.

Hebrews 9:27—And as it is appointed unto men once to die, but after this the judgment.

Jude 6—And the angels which kept not their first estate, but left their own habitation, he hath reserved in everlasting chains under darkness unto the judgment of the great day.

Matthew 25:46—And these shall go away into *everlasting* punishment: but the righteous into life eternal.

Revelation 20:15—And whosoever was not found written in the book of life was cast into the lake of fire.

## EVERY ONE WILL BE SAVED

John 3:36—He that believeth on the Son hath everlasting life: and he that believeth not on the Son shall not see life; but the wrath of God abideth on him.

Psalms 9:17—The wicked shall be turned into hell, and all the nations that forget God.

Matthew 7:13—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 there-at.

Matthew 7:14—Strait is the gate, and narrow is the way, which leadeth unto life, and few there be that find it.

1 Corinthians 6:9—Know ye not that the unrighteous shall not inherit the kingdom of God?

1 Corinthians 6:10—Be not deceived: neither fornicators, nor idolaters, nor adulterers, nor effeminate, nor abusers of themselves with mankind, nor thieves, nor covetous, nor drunkards, nor revilers, nor extortioners, shall inherit the kingdom of God.

Revelation 21:8—But the fearful, and the unbelieving, and the abominable, and murderers, and whoremongers, and sorcerers, and idolaters, and all liars, shall have their part in the lake which burneth with fire and brimstone; which is the second death. —68—

## I DON'T BELIEVE IN GOD

Psalms 14:1—The fool hath said in his heart, There is no God. They are corrupt, they have done abominable works, there is none that doeth good.

Romans 3:3, 4—For what if some did not believe? shall their unbelief make the faith of God without effect? God forbid: yea, let God be true, but every man a liar.

Isaiah 40:21, 22—Have ye not known? have ye not heard? hath it not been told you from the beginning? have ye not understood from the foundation of the earth? It is he that sitteth on the circle of the earth, and the inhabitants thereof are as grasshoppers.

Romans 1:19, 20—Because that which may be known of God is manifest in them; for God hath shown it unto them. For the invisible things of him from the creation of the world are clearly seen, being understood by the things that are made, even his eternal power and Godhead; so that they are without excuse.

2 Thessalonians 2:11, 12—And for this cause God shall send them strong delusions, that they should believe a lie: That they all might be damned who believed not the truth, but had pleasure in unrighteousness.

## I DON'T BELIEVE IN HELL

Matthew 10:28—And fear not them which kill the body, but are not able to kill the soul; but rather fear him which is able to destroy both soul and body in hell.

Psalm 9:17—The wicked shall be turned into hell, and all the nations that forget God.

Mark 9:43, 44—And if thy hand offend thee, cut it off: it is better for thee to enter into life maimed, than having two hands to go into hell, into the fire that never shall be quenched: Where their worm dieth not, and the fire is not quenched. (*See also verses 45-48.*)

Revelation 20:15—And whosoever was not found written in the book of life was cast into the lake of fire.

Luke 16:23, 24—And in hell he lifted up his eyes, being in torments, and seeth Abraham afar off, and Lazarus in his bosom. And he cried and said, Father Abraham, have mercy on me, and send Lazarus, that he may dip the tip of his finger in water, and cool my tongue; for I am tormented in this flame.

Revelation 20:1—And I saw an angel come down from heaven having the key to the bottomless pit.

## I DON'T BELIEVE JESUS IS THE SON OF GOD

John 20:29—Jesus saith unto him, Thomas, because thou hast seen me, thou hast believed: blessed are they that have not seen, and yet have believed.

John 20:31—But these are written, that ye might believe that Jesus is the Christ, the Son of God; and that believing ye might have life through his name.

John 3:36—He that believeth on the Son hath everlasting life: and he that believeth not on the Son shall not see life; but the wrath of God abideth on him.

John 9:35-37—Jesus heard that they had cast him out; and when he had found him, he said unto him, Dost thou believe on the Son of God? He answered and said, Who is he, Lord, that I might believe on him? And Jesus said unto him, Thou hast both seen him, and it is he that talketh with thee.

Matthew 16:15, 16—He saith unto them, But whom say ye that I am? And Simon Peter answered and said, Thou art the Christ, the Son of the living God.

John 6:69—And we believe and are sure that thou art that Christ, the Son of the living God.

## I DO NOT NEED TO REPENT

Acts 17:30—And the times of this ignorance God winked at; but now commandeth all men everywhere to repent.

Matthew 4:17—From that time Jesus began to preach, and to say, Repent: for the kingdom of heaven is at hand.

Matthew 12:41—The men of Nineveh shall rise in judgment with this generation, and shall condemn it: because they repented at the preaching of Jonas; and behold, a greater than Jonas is here.

Luke 13:3—Except ye repent, ye shall all likewise perish.

Acts 2:38—Then Peter said unto them, Repent, and be baptized every one of you in the name of Jesus Christ for the remission of sins, and ye shall receive the gift of the Holy Ghost.

Acts 3:19—Repent ye therefore, and be converted, that your sins may be blotted out, when the times of refreshing shall come from the presence of the Lord.

2 Peter 3:9—The Lord is not slack concerning his promise, as some men count slackness; but is long suffering to us-ward, not willing that any should perish but that all should come to repentance.

## NOT NOW, SOME OTHER TIME

2 Corinthians 6:2—Behold, now is the accepted time; behold, now is the day of salvation.

Proverbs 27:1—Boast not thyself of tomorrow; for thou knowest not what a day may bring forth.

Genesis 6:3—And the Lord said, My Spirit shall not always strive with man.

Hebrews 3:15—While it is said, Today if ye will hear his voice, harden not your hearts.

Matthew 24:44—Therefore be ye also ready: for in such an hour as ye think not the Son of man cometh.

Isaiah 55:6—Seek ye the Lord while he may be found, call ye upon Him while he is near.

Hebrews 2:3—How shall we escape if we neglect so great salvation.

Proverbs 1:27, 28—When your fear cometh as a desolation, and your destruction cometh as a whirlwind; when distress and anguish cometh upon you. Then shall they call upon me, but I will not answer; they shall seek me early, but they shall not find me.

Matthew 25:13—Watch therefore, for ye know neither the day nor the hour wherein the Son of man cometh.

## I CAN'T LIVE IT

Jude 24—Now unto him that is able to keep you from falling, and to present you faultless before the presence of his glory with exceeding joy.

2 Peter 2:9—The Lord knoweth how to deliver the godly out of temptation, and to reserve the unjust unto the day of judgment to be punished.

Psalms 37:24—Though he fall, he shall not be utterly cast down: for the Lord upholdeth him with His hand.

Philippians 4:13—I can do all things through Christ which strengtheneth me.

1 Corinthians 10:13—There hath no temptation taken you but such as is common to man: But God is faithful, who will not suffer you to be tempted above that ye are able: but will with the temptation make a way to escape, that ye may be able to bear it.

Philippians 1:6—Being confident of this very thing that he which hath begun a good work in you will perform it until the day of Jesus Christ.

James 4:7—Submit yourselves therefore to God, Resist the devil, and he will flee from you.

## I DON'T FEEL LIKE IT

Ezekiel 36:26—A new heart also will I give you, and a new spirit will I put within you: and I will take away the stony heart out of your flesh, and I will give you a heart of flesh.

Ephesians 4:18, 19—Having the understanding darkened, being alienated from the life of God through the ignorance that is in them because of the blindness of their heart: Who being past feeling have given themselves over unto lasciviousness, to work all uncleanness with greediness.

Matthew 13:15—For this people's heart is waxed gross, and their ears are dull of hearing, and their eyes they have closed; lest at any time they should see with their eyes, and hear with their ears, and should understand with their hearts, and should be converted and I should heal them.

2 Corinthians 6:2—(For he saith, I have heard thee in a time accepted, and in the day of salvation have I succoured thee: behold, now is the accepted time: behold, now is the day of salvation.)

Ephesians 5:14—Wherefore he saith. Awake thou that sleepest, and arise from the dead, and Christ shall give thee light.

Genesis 6:3—And the Lord said, My spirit shall not always strive with man, for that he also is flesh.

## I AM A BACKSLIDER

1 John 1:9—If we confess our sins, he is faithful and just to forgive us our sins, and to cleanse us from all unrighteousness.

Isaiah 55:7—Let the wicked forsake his way, and the unrighteous man his thoughts: and let him *return* unto the Lord, and he will have mercy upon him; and to our God, for he will abundantly pardon.

Job 22:23—If thou return to the Almighty, thou shalt be built up, thou shalt put away iniquity far from thy tabernacles.

Jeremiah 3:12—Go and proclaim these words toward the north, and say, Return, thou backsliding Israel, saith the Lord; and I will not cause my anger to fall upon you: for I am merciful, saith the Lord, and I will not keep anger forever.

Jeremiah 3:14—Turn, O backsliding children, saith the Lord; for I am married unto you.

Hosea 14:4—I will heal their backsliding, I will love them freely: for mine anger is turned away from him.

Romans 10:13 — For whosoever shall call upon the name of the Lord shall be saved.

## MY HEART IS ALL RIGHT

Jeremiah 17:9—The heart is deceitful above all things, and desperately wicked: who can know it?

Genesis 6:5—And God saw that the wickedness of man was great in the earth, and that every imagination of the thoughts of his heart was only evil continually.

Ephesians 4:18—Having the understanding darkened, being alienated from the life of God through the ignorance that is in them, because of the blindness of their heart.

Matthew 15:8—This people draweth nigh unto me with their mouth, and honoreth me with their lips; but their heart is far from me.

Jeremiah 5:23—But this people hath a revolting and a rebellious heart; they are revolted and gone.

Isaiah 29:13—Wherefore the Lord said, Forasmuch as this people draw near Me with their mouth, and with their lips do honor Me, but have removed their heart far from Me, and their fear toward Me is taught by the precept of men.

Mark 7:23—All these evil things come from within, and defile the man.

Jeremiah 22:17—But thine eyes and thine heart are not but for thy covetousness, and for to shed innocent blood, and for oppression, and for violence, to do it.

## THERE ARE TOO MANY HYPOCRITES

Job 27:8, 9—For what is the hope of the hypocrite, though he hath gained, when God taketh away his soul? Will God hear his cry when trouble cometh upon him?

James 4:12—There is one lawgiver, who is able to save and to destroy; who art thou that judgest another?

John 21:22—Jesus saith unto him, If I will that he tarry till I come, what is that to thee? follow thou Me.

Matthew 7:1-3—Judge not, that ye be not judged. For with what judgment ye judge, ye shall be judged and with what measure ye mete, it shall be measured to you again. And why beholdest thou the mote that is in thy brother's eye, but considerest not the beam that is in thine own eye?

Romans 2:1—Therefore thou art inexcusable, O man, whosoever thou art that judgest: for wherein thou judgest another, thou condemnest thyself; for thou that judgest doest the same things.

Romans 2:3—And thinkest thou this, O man, that judgest them which do such things, and doest the same, that thou shall escape the judgment of God?

## I AM BETTER THAN SOME FOLKS

Isaiah 53:6—All we like sheep have gone astray; we have turned everyone to his own way; and the Lord hath laid on him the iniquity of us all.

Roman 3:23—For all have sinned and come short of the glory of God.

Romans 14:11, 12—For it is written, As I live, saith the Lord, every knee shall bow to me, and every tongue shall confess to God. So every one of us shall give an account of himself to God.

2 Corinthians 10:17, 18—But he that glorieth, let him glory in the Lord. For not he that commendeth himself is approved, but whom the Lord commendeth.

James 4:12—There is one lawgiver, who is able to save and to destroy: who art thou that judgest another?

1 Peter 1:18—If the righteous scarcely be saved, where shall the ungodly and the sinner appear.

John 3:7—Marvel not that I said unto thee, ye must be born again.

Romans 3:12—They are all gone out of the way, they are together become unprofitable; there is none that doeth good, no, not one.

## I'LL RISK IT AS I AM

John 14:6—Jesus saith unto him, I am the way, the truth, and the life: no man cometh unto the Father, but by Me.

John 8:24—I said therefore unto you, that ye shall die in your sins: for if ye believe not that I am he, ye shall die in your sins.

Romans 2:11, 12—For there is no respect of persons with God. For as many as have sinned without the law shall perish without the law: and as many as have sinned in the law shall be judged by the law.

Acts 4:12—Neither is there salvation in any other: for there is none other name under heaven given among men, whereby we must be saved.

1 Peter 4:17, 18—For the time is come that judgment must begin at the house of God: and if it first begin at us, what shall the end be of them that obey not the gospel of God? And if the righteous scarcely be saved, where shall the ungodly and the sinner appear?

John 3:18—He that believeth is not condemned: but he that believeth not is condemned already, because he hath not believed on the name of the only begotten Son of God.

## I'LL STAND ON MY GOOD WORKS

Ephesians 2:8, 9—For by grace are ye saved through faith; and that not of yourselves: it is the gift of God; not of works, lest any man should boast.

Romans 11:6—And if by grace, then it is no more of works: otherwise grace is no more grace. But if it be of works, then it is no more grace: otherwise work is no more work.

James 2:10—For whosoever shall keep the whole law, and yet offend in one point is guilty of all.

Romans 10:3—For they being ignorant of God's righteousness, and going about to establish their own righteousness, have not submitted themselves unto the righteousness of God.

Romans 6:23—For the wages of sin is death; but the gift of God is eternal life through Jesus Christ our Lord.

Titus 3:5—Not by works of righteousness which we have done, but according to his mercy he saved us, by the washing of regeneration, and renewing of the Holy Ghost.

## I HAVEN'T THE STRENGTH TO STAND

Philippians 4: 19—But my God shall supply all your need according to his riches in glory by Christ Jesus.

Deuteronomy 31:6—Be strong and of a good courage, fear not nor be afraid of them, for the Lord thy God He it is that doth go with thee; He will not fail thee, nor forsake thee.

2 Corinthians 12:9—And he said unto me, My grace is sufficient for thee: For my strength is made perfect in weakness.

Isaiah 41:10—Fear thou not, for I am with thee: be not dismayed; for I am thy God: I will strengthen thee; yea, I will help thee; yea, I will uphold thee with the right hand of My righteousness.

Ephesians 6:10, 11—Finally, my brethren, be strong in the Lord, and in the power of his might. Put on the whole armour of God, that ye may be able to stand against the wiles of the devil.

1 John 5:4—For whatsoever is born of God overcometh the world: and this is the victory that overcometh the world, even our faith.

Philippians 4:13—I can do all things through Christ which strengtheneth me.

## THE CHRISTIAN LIFE IS A HARD LIFE

Proverbs 13:15—Good understanding giveth favor: but the way of the transgressor is hard.

Isaiah 57:20—But the wicked are like the troubled sea, when it cannot rest, whose waters cast up mire and dirt.

Psalms 37:3-5—Trust in the Lord, and do good; so shalt thou dwell in the land, and verily thou shalt be fed. Delight thyself also in the Lord; and he shall give thee the desires of thine heart. Commit thy way unto the Lord; trust also in him; and he shall bring it to pass.

Matthew 11:28-30—Come unto me, all ye that labor and are heavy laden, and I will give you rest. Take my yoke upon you, and learn of me: for I am meek and lowly in heart: and ye shall find rest unto your souls for my yoke is easy, and my burden is light.

Psalms 84:11—For the Lord God is a sun and shield: the Lord will give grace and glory: no good thing will he withhold from them that walk uprightly.

Proverbs 3:17—Her ways are ways of pleasantness, and all her paths are peace.

Philippians 3:7—But what things were gain to me, those I counted loss for Christ.

## I CAN'T BE A CHRISTIAN AND HAVE A GOOD TIME

Psalm 16:11—Thou wilt show me the path of life: in thy presence is fullness of joy; at thy right hand there are pleasures for evermore.

1 Peter 1:8—Whom having not seen, ye love; in whom, though now ye see him not, yet believing, ye rejoice with joy unspeakable and full of glory.

1 John 5:3—For this is the love of God, that we keep his commandments: and his commandments are not grievous.

Isaiah 26:3—Thou wilt keep him in perfect peace, whose mind is stayed on thee: because he trusteth in thee.

John 15:11—These things have I spoken unto you, that my joy might remain in you, and that your joy might be full.

John 16:24—Hitherto have ye asked nothing in my name: ask, and ye shall receive, that your joy may be full.

John 17:13—And now come I to thee; and these things I speak in the world, that they might have my joy fulfilled in themselves.

## WHY SHOULD I GIVE UP WORLDLY AMUSEMENTS?

1 John 2:15, 16—Love not the world, neither the things that are in the world. If any man love the world, the love of the Father is not in him. For all that is in the world, the lust of the flesh, and the lust of the eyes, and the pride of life, is not of the Father, but is of the world.

Galatians 6:7, 8—Be not deceived; God is not mocked: for whatsoever a man soweth, that shall he also reap. For he that soweth to his flesh shall of the flesh reap corruption; but he that soweth to the Spirit shall of the Spirit reap life everlasting.

Proverbs 21:17—He that loveth pleasure shall be a poor man: he that loveth wine and oil shall not be rich.

Luke 8:14—And that which fell among thorns are they which, when they have heard, go forth, and are choked with the cares and riches and pleasures of this life, and bring no fruit to perfection.

Proverbs 14:13—Even in laughter the heart is sorrowful; and the end of mirth is heaviness.

Matthew 6:33—But seek ye first the kingdom of God, and his righteousness; and all these things shall be added unto you.

## I AM A CHURCH MEMBER

John 3:3—Jesus answered and said unto him, Verily, verily, I say unto thee, Except a man be born again, he cannot see the kingdom of God.

2 Corinthians 5:17—Therefore if any man be in Christ, he is a new creature: old things are passed away; behold, all things are become new.

Matthew 7:21—Not every one that saith unto me, Lord, Lord, shall enter into the kingdom of heaven; but he that doeth the will of my Father which is in heaven.

Luke 6:46—And why call ye Me, Lord, Lord, and do not the things which I say?

Titus 1:18—They profess that they know God; but in works they deny him, being abominable, and disobedient, and unto every good work reprobate.

Galatians 6:15—For in Christ Jesus neither circumcision availeth anything, nor uncircumcision, but a new creature.

2 Timothy 3:4, 5—Traitors, heady, highminded, lovers of pleasures more than lovers of God; Having a form of godliness, but denying the power thereof: from such turn away.

## CAN I FIND PEACE?

Isaiah 26:3—Thou wilt keep him in perfect peace, whose mind is stayed on thee: because he trusteth in thee.

Philippians 4:7—And the peace of God, which passeth understanding, shall keep your hearts and minds through Christ Jesus.

Romans 5:1—Being justified by faith, we have peace with God through our Lord Jesus Christ.

Job 22:21—Acquaint now thyself with him, and be at peace: thereby good shall come unto thee.

Luke 1:79—To give light to them that sit in darkness and in the shadow of death, to guide our feet into the way of peace.

Romans 15:13—Now the God of hope fill you with all joy and peace in believing, that ye may abound in hope, through the power of the Holy Ghost.

John 14:27—Peace I leave with you, my peace give I unto you: not as the world giveth, give I unto you. Let not your heart be troubled, neither let it be afraid.

John 16:33—These things have I spoken unto you, that in me ye might have peace. In the world ye shall have tribulation: but be of good cheer; I have overcome the world.

## PART VI

### Bible Answers to Excuses of the Unsanctified

#### I DON'T BELIEVE IN HOLINESS

Isaiah 35:8—And an highway shall be there, and a way, and it shall be called, the way of holiness.

Hebrews 12:14 — Follow peace with all men, and holiness without which no man shall see the Lord.

Isaiah 62:12—And they shall be called the holy people.

1 Peter 1:16—Be ye holy; for I am holy.

Luke 1:73-75—The oath which he sware to our father Abraham, that he would grant unto us, that we, being delivered out of the hands of our enemies, might serve him without fear, in holiness and righteousness before him, all the days of our life.

1 Thessalonians 4:7—For God hath not called us unto uncleanness, but unto holiness.

Leviticus 19:1, 2—And the Lord spake unto Moses, saying, Speak unto all the congregation of the children of Israel, and say unto them, Ye shall be holy: for I the Lord your God am holy.

## I DON'T BELIEVE IN SANCTIFICATION

Hebrews 13:12—Wherefore Jesus also, that He might sanctify the people with His own blood, suffered without the gate.

Ephesians 5:25-27 — Husbands, love your wives, even as Christ also loved the church, and gave Himself for it; That He might sanctify and cleanse it with the washing of water by the word, That He might present it to Himself a glorious church, not having spot, or wrinkle, or any such thing; but that it should be holy and without blemish.

1 Thessalonians 4:3—For this is the will of God, even your sanctification, that ye should abstain from fornication.

1 Thessalonians 5:23—And the very God of peace sanctify you wholly; and I pray God your whole spirit and soul and body be preserved blameless unto the coming of our Lord Jesus Christ.

John 17:17 — Sanctify them through Thy truth: Thy Word is truth.

Romans 15:16—That I should be the minister of Jesus Christ to the Gentiles, ministering the gospel of God, that the offering up of the Gentiles might be acceptable, being sanctified by the Holy Ghost.

## I DON'T BELIEVE MAN CAN BE PERFECT

Matthew 5:48—Be ye therefore perfect, even as as your Father which is in heaven is perfect.

Deuteronomy 18:13—Thou shalt be perfect with the Lord thy God.

Genesis 17:1—The Lord appeared to Abraham, and said unto him, I am the Almighty God; walk before me, and be thou perfect.

2 Corinthians 13:9—For we are glad, when we are weak, and ye are strong; and this also we wish, even your perfection.

Hebrews 6:1—Therefore leaving the principles of the doctrine of Christ, let us go on unto perfection; not laying again the foundation of repentance from dead works, and of faith toward God.

Colossians 1:28—Whom we preach, warning every man, and teaching every man in all wisdom; that we may present every man perfect in Christ Jesus.

*Note—This does not mean Adamic perfection, physical perfection, mental perfection or divine perfection, but it does mean we can be wholly given over to Christ, complete in Him, fully saved and filled with perfect love.*

## CAN MAN BE PERFECT IN GOD'S SIGHT?

Genesis 6:9—Noah was a just man and perfect in his generations, and Noah walked with God.

Psalms 37:37—Mark the perfect man, and behold the upright: for the end of that man is peace.

2 Kings 20:3—I beseech Thee, O Lord, remember now how I have walked before Thee in truth and with a perfect heart, and have done that which was good in Thy sight.

2 Chronicles 15:17—But the high places were not taken away out of Israel: nevertheless the heart of Asa was perfect all his days.

2 Chronicles 16:9—For the eyes of the Lord run to and fro throughout the whole earth, to show himself strong in the behalf of them whose heart is perfect toward him.

Job 1:8—And the Lord said unto Satan, Hast thou considered my servant Job, that there is none like him in the earth, a perfect and an upright man, one that feareth God, and escheweth evil?

Hebrews 13:20, 21—Now the God of peace, that brought again from the dead our Lord Jesus, that great shepherd of the sheep, through the everlasting covenant, make you perfect in every good work to do his will.

## I BELIEVE YOU GET IT ALL IN CONVERSION

Matthew 3:11—I indeed baptize you with water unto repentance: but he that cometh after me is mightier than I, whose shoes I am not worthy to bear: he shall baptize you with the Holy Ghost, and with fire.

John 17:16, 17—They are not of the world even as I am not of the world. Sanctify them through Thy truth; Thy Word is truth.

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## I THINK IT COMES BY GROWTH

Acts 26:18—To open their eyes, and to turn them from darkness to light, and from the power of Satan unto God, that they may receive forgiveness of sins, and inheritance among them which are *sanctified by faith* that is in Me.

*Note—That which comes by faith is instantaneous. We can grow in it, but never INTO it.*

## I DON'T BELIEVE YOU ARE SANCTIFIED TILL YOU DIE

Jude 1—Jude, the servant of Jesus Christ, and brother of James. *to them that are sanctified* by God the Father, and preserved in Jesus Christ, and called.

Luke 1:74, 75—That he would grant unto us, that we being delivered out of the hand of our enemies might serve him without fear, *in holiness* and righteousness before him, *all the days of our life.*

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## I DON'T THINK SANCTIFICA- TION NECESSARY

Hebrews 12:14 — Follow peace with all men, and holiness, without which no man shall see the Lord.

Hebrews 13:12—Wherefore Jesus also, that he might sanctify the people with his own blood suffered without the gate.