

**BEGIN IMMEDIATE FOLLOW-UP**

**1. TAKE THEM TO THE NEXT CHURCH/CHAPEL SERVICE**

Encourage them to publicly confess Jesus Christ as their Saviour and Lord. Read these verses to them: (Matt 10:32-33). Then, when the altar call is given, YOU should walk the aisle with them if possible.

**2. ENCOURAGE THEM TO BE BAPTIZED** soon (Matt 28:19-20).

**3. GET THEM INTO THE WORD** (2 Tim 2:15)

Point them to the Gospel of John and have them read it through to Revelation. Also, have them write PMI for our 8 Lesson Foundations of Faith to ground them.

**4. PRAY FOR THEM AND WITH THEM EVERY DAY** (Col 1:3).

**5. SHARE JESUS** (fellowship) with them as often as you can

Alert them that Satan will try to convince them they are unworthy of Christ's love, and that they really didn't get saved. Tell them Satan is a liar (John 8:44), and not to believe him.

**6. SHEPHERD YOUR NEW BORN BABE** (Acts 20:28)

Remember there are wolves around you! God will bless you as you serve Him and care for His people (John 21:25; Acts 20:28; 1 Pet. 5:2). Have them write Dr. Mike and share their testimony when they request the FREE Foundations of Faith Bible Study.

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# Dr. Jack Van Impe

## Soul Winning Course



Dr. Rexella and Dr. Jack Van Impe

“... he that winneth souls is wise” (Pro 11:30)

# Sharing Jesus

**3 Credit Hours**

Step by step evangelism instruction you can use in ministry for the rest of your life

**Dr. Mike Johnston**

## DEDICATION TO DR. JACK VAN IMPE

This course is named in honor of one of the finest men I’ve ever known and one of the greatest soul winners in the history of the world; my long time mentor and friend **Dr. Jack Van Impe**.

Known to millions as “The Walking Bible”, Dr. Jack – an expert in Bible prophecy – has instant recall to over 18,000 topically arranged Bible verses He began memorizing after God saved him and called him and his wife Dr. Rexella into ministry several decades ago.

To date, the Dove Award winning Van Impe’s have ministered through packed evangelistic crusades in churches and arenas, weekly radio, television and social media production called *Jack Van Impe Presents* and mass literature distribution circling the earth where their combined efforts have won over seven million souls to faith in Jesus Christ as Saviour and Lord.

### COMPLETING the ASSIGNMENTS

All assignments throughout this text are in bold. Some require writing a report, others may be answered in the text.

**DO NOT submit individual assignments.  
SUBMIT THE ENTIRE COURSE TEXT UPON COMPLETION!**

## ▶▶ WHAT YOU’LL LEARN ◀◀

CHAPTER ONE THE PRIORITY FOR SHARING JESUS .....3

CHAPTER TWO THE PASSION FOR SHARING JESUS ..... 11

CHAPTER THREE THE PLAN FOR SHARING JESUS ..... 18

You begin by asking two questions:

QUESTION 1: Name, does what I have just shared with you make sense to you?

QUESTION 2: Can you tell me any reason why you wouldn’t want to ask Jesus into your heart? Fine. The Bible promises that “whosoever shall call upon the name of the Lord shall be saved” (Rom. 10:13). That includes you, too.

All we need to do now is call on Jesus, and we do that by praying, Name.

3. The salvation prayer. Let me lead in a simple prayer that you can repeat out loud, ok Name? (Sample prayer you lead. Speak slowly a few words at a time and have them repeat it out loud. Wait for them to speak before you continue to the next part):

*“Lord Jesus, I believe that I am a sinner worthy of Hell. But Lord Jesus, I believe that You died for my sins so that I wouldn’t have to go there when I die. I ask You to forgive me of my sins, Lord Jesus, and I ask You to come into my heart to be the Lord of my life. Thank You for saving me, Lord Jesus. I believe that from this day forward, when I die I will go to heaven to be with You. Help me to live my life for You, and You only. In Jesus’ Name. Amen!”*

4. Pray for a fullness of God’s Spirit for guidance.

Please pray for God’s Spirit to give them a hunger and a thirst for His Word, His righteousness, and Himself. Pray also, that they will desire to live for Jesus and will go to church/chapel WITH YOU IF POSSIBLE and be baptized by immersion as soon as possible.

Follow up begins now ...

► **STEP 2: BELIEVE** begins by saying: *Name, God also has revealed to us two things we must believe in order to get to heaven:*

1. First, that Jesus died to pay the price for your sins. “But God commendeth his love toward us in that, while we were yet sinners, Christ died for us” (Rom 5:8).

And . . .

2. *That Jesus Christ is the only Way to Heaven. “I am the way, the truth, and the life; no man cometh unto the Father, but by me” (John 14:6).*

► **STEP 3: CONFESS** begins by stating:

Now, there are two things we must confess in order to know that we have eternal life.

First you need to confess your sins to God. The Bible promises us that, “If we confess our sins, he is faithful and just to forgive us our sins, and to cleanse us from all unrighteousness” (1 John 1:9).

Second, we are also told in God’s Word that we receive salvation when we confess . . . Jesus Christ as Saviour and Lord. “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” (Rom 10:9-10).

► **STEP 4: DECISION**

Asking Christ into one’s heart is very important step. In his book, Great Salvation Themes (p136) Dr. Van Impe agreed, emphasizing that this “automatically and instantaneously makes one a child of God because John 1:12 states: ‘But as many as received Him, to them gave he power to become the sons of God ...’ (so) spiritually speaking, then, sons are born to God as the Lord Jesus Christ is received.”

## CHAPTER ONE THE PRIORITY FOR SHARING JESUS

Let’s be clear. There are no part time Christians. Every believer in Christ is in full time service for our Lord Jesus or they are living disobediently. Three relevant facts that will touch and impact many eternal destinies:

- First: Most of the people around you are NOT SAVED
- Second: God placed you where you are with these unsaved people
- Third: God burdened me to write this course to assist you in the ministry of winning the lost that He has placed within your reach

Please hear me. Of all the courses I have prepared over the years, this is by far one of the most important. It is a complete soul winner’s training program to prepare you and any others that the Lord may bring into your life that are hungry to follow your evangelistic example. Upon completion of this Sharing Jesus course, you will understand the importance of soul winning from God’s perspective, and will have memorized a simple plan for Sharing Jesus for the rest of your life. Hallelujah!

A study conducted some time ago by Moody Bible Institute revealed that at least 95% of all Christians in America **HAVE NEVER LED ONE SOUL TO CHRIST!** That’s LESS THAN one out of twenty who have!

Consider two things here:

1. The wisest people in the world are soul winners (Prov. 11:30).
2. Those who win souls will shine like the brightest stars in the universe throughout eternity (Dan 12:3).

### **The prospects for soul winning are staggering**

As a salesman I learned qualified prospects were the key to success. Consider the prospects for soul winning. Over 150,000 people die daily. Estimates are

upwards of 120,000 <sup>1</sup> of these souls are headed to Hell on a greased pole . . . yet most of us say nothing! How can that be, beloved friend? Consider this: if you witnessed a blind man about to step in front of a semi, what would you do?  
[ ] Nothing because I might offend him [ ] I would look the other way  
[ ] I would cast all caution aside and do whatever was necessary to rescue him

If you put an "x" in the last box, you're about to discover that this course has been written for those who are *compassionate* about soul-winning, are *consumed* by holiness and righteousness, and are *committed* to reaching as many hell bound sinners as possible before they die. That someone- I believe- must be you!

☺ **STOP RIGHT NOW and thank the precious Savior Jesus for saving you and choosing you to take this course. As a result of your decision to participate with me, at least one precious soul will avoid an eternal Hell!**

### **MEN are condemned**

Man was created in the \_\_\_\_\_ and likeness of \_\_\_\_\_ (Gen 1:26). He possessed moral and spiritual faculties. Adam had God's power to resist sin, but he was a human being that had been created with a totally free will. He chose to disobey God's command thus nullifying the original blessings. This brought about a change in the nature of man and his relationship with the Heavenly Father.

"Wherefore, as by \_\_\_\_\_ man \_\_\_\_\_ entered into the world, and death by \_\_\_\_\_, and so \_\_\_\_\_ passed upon all \_\_\_\_\_, for all have \_\_\_\_\_" (Rom 5:12).

Sin is essentially the manifestation of *selfishness*. Every sin can be traced to this root cause. The first sin, passed down to us, brought about the moral ruin of the human race. Now, depravity is universal (Rom 5:12,14), all are declared \_\_\_\_\_ (Rom 5:19), and the soul that dies without Christ will be cast into \_\_\_\_\_ (Mt 8:12; 22:13; 25:30).

\_\_\_\_\_

<sup>1</sup> 150,000 men, women, boys and girls die daily. Estimates are that upwards of 80 per-cent do not know Jesus Christ personally.

# KEEP PAGES 29-32

before mailing in this booklet

► **STEP 1: ADMIT** begins with 3 IMPORTANT QUESTIONS:

QUESTION 1: Name, can I ask you a personal question? I want to kind of put you on the spot, would that be alright?

QUESTION 2: Name, have you come to a point in your spiritual life that you know FOR CERTAIN that if you died today you'd go to Heaven? (wait for their answer)

QUESTION 3: If you died to night, Name and stood before God and He asked you why He should allow you into Heaven, what would you answer Him? (This question tells you who they are trusting in).

When they have answered all three questions, and you have discovered that they are NOT trusting in Jesus Christ ONLY to get them to Heaven, then you begin by . . .

Name, God has provided a Way for us to get to Heaven that is as simple as ABC. Could I take a couple minutes and share with you how I came to know for sure that when I die I am going to heaven? Great! First we need to admit two very basic things . . .

1. First, that we are all sinners, which includes you and me. God tells us that we are ALL sinners worthy of Hell. "As it is written, There is none righteous, no, not one" (Romans 3:10). "For all have sinned, and come short of the glory of God" (Romans 3:23). The Bible also tells us . . .

2. That in this present condition we are unacceptable to God so we can't save ourselves. "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" (Ephesians 2:8-9).

**Summary Report**

- [ ] I have shared Jesus \_\_\_\_\_ times already!
- [ ] I won \_\_\_\_\_ precious souls to Christ while doing this course- Hallelujah!
- [ ] I won at least 10 souls. Please send me a **PMI Associate Evangelist License** request form.

**Do not submit this course UNTIL YOU'VE shared Jesus 3 times.**

**Praise God! Congratulations!** You stuck with it and you are now trained in *Sharing Jesus*. Bear in mind that you **are now an even bigger threat to the devil than ever before**. I pray you will win hundreds upon hundreds of souls to Christ and that you will also disciple others to do what you are now trained for (2 Tim2:2).

**Dr. Van Impe and/or Dr. Mike: this course was a special blessing to me because . . .**

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**KEEP PAGES 29-32 OF THIS BOOKLET BEFORE MAILING IN YOUR BOOKLET**

**SUBMIT THIS COMPLETED COURSE NOW**

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How does God view man in his present Christless condition?

- A. \_\_\_\_\_ (Isa 59:2)
- B. \_\_\_\_\_ (Isa 64:6)
- C. \_\_\_\_\_ (Isa 53:6)
- D. \_\_\_\_\_ (Rom 3:19)
- E. \_\_\_\_\_ (Eph 2:1)

Study Luke 16:19-31

How many times does the word *torment(s) or tormented* appear in this passage? \_\_\_\_\_

From the passage, **circle** all that apply:

- The rich man went directly to: Heaven - Purgatory - Hell (23)
- Hell is a big party where the lost have fun forever. Yes – no
- The rich man could: feel - see - hear – think - speak - cry (23-24)
- The rich man was: regretful – happy - thirsty - tormented - carefree (25)
- The rich man could: leave - never leave (26)
- The rich man begged someone to warn his brothers? T - F (27-28)
- Abraham told him no; that they have the witness of the Word: T - F (29)

As you can see in this study, Hell is a terrible place to be avoided at all cost. It is ETERNAL, it is FRIGHTENING, and it is very, very REAL. Its inhabitants possess all their emotions and senses: They remember. They cry. They are scared, thirsty, hungry, lonely, and they are **TORMENTED** day and night forever and ever and ever and ever (Rev 20:10). Our ministry is to tell them that Christ died for their sin and by trusting Him they will go to Heaven.

Bow your head right now, and ask God to give you an opportunity to bring someone to Jesus before its too late!

Dr. Mike, I prayed today (date) \_\_\_\_\_ / \_\_\_\_\_ / \_\_\_\_\_ for God to give me at least one soul.

The first priority of a soul winner is to KNOW how God feels about sending us to lost sinners. A person who speaks for Christ must understand his authority. He must know and be convinced that his message is direct from God's Word. Listed below, you'll find 8 different places where . . .

**MINISTRY is commanded**

- A. \_\_\_\_\_ (Acts 1:8)
- B. \_\_\_\_\_ (John 14:15)
- C. \_\_\_\_\_ (Rom 3:10,23)
- D. \_\_\_\_\_ (Rom 10:14-17)
- E. \_\_\_\_\_ (2 Pet 3:9)
- F. \_\_\_\_\_ (2 Cor. 5:18)
- G. \_\_\_\_\_ (John 4:35)
- H. \_\_\_\_\_ (Matt. 5:13-16)

What were the Lord's first instructions?

\_\_\_\_\_  
\_\_\_\_\_ (Matt 4:19)

In this Scripture, Jesus Christ presented the clearest method of leadership and discipleship training to be found anywhere. He believed in utilizing "on-the-job" ministry training which you will also want to employ in your ministry. He chose twelve men, from a variety of backgrounds, and He personally took them out and showed them how to win souls.

The Lord's teaching on the great ministries of the Holy Spirit are found in (John 14-16). Remember: "The Spirit of God takes the Word of God and makes sons of God." In light of that, read John 15:26-27 and comment:

*He shall \_\_\_\_\_ of me (Jesus) (26), and ye also shall bear \_\_\_\_\_ (27)*

When should we witness? "Be \_\_\_\_\_ always to give an \_\_\_\_\_ to every man that asketh you a \_\_\_\_\_ of the \_\_\_\_\_ that is in you" (1 Pet 3:15).

**BEGIN IMMEDIATE FOLLOW-UP**

1. **TAKE THEM TO THE NEXT CHURCH/CHAPEL SERVICE.** Encourage them to publicly confess Jesus Christ as their Saviour and Lord. Read these verses to them: (Matt 10:32-33). Then, when the altar call is given, YOU should walk the aisle with them if possible.
2. **ENCOURAGE THEM TO BE BAPTIZED** soon (Matt 28:19-20).
3. **GET THEM INTO THE WORD:** Point them to the Gospel of John and have them read it through to Revelation. Also, have them write PMI for our 8 Lesson Foundations of Faith to ground them.
4. **PRAY FOR THEM AND WITH THEM EVERY DAY** (Col 1:3).
5. **SHARE JESUS** with them as often as you can! Tell them that Satan will try to convince them they are unworthy of Christ's love, and that they really didn't get saved. Tell them Satan is a liar (John 8:44), and not to believe him.
6. **SHEPHERD YOUR NEW BORN BABE!** Remember there are wolves around you! God will bless you as you serve Him and care for His people (John 21:25; Acts 20:28; 1 Pet. 5:2). Have them write Dr. Mike and share their testimony when they request the FREE Foundations of Faith Bible Study.

**STEP 4 ASSIGNMENTS**

1. Look up Romans 10:13 in your Bible. Underline it. In the margin write: PRAYER AND FOLLOW-UP! Date completed \_\_\_\_\_
2. Memorize the 2 main points and the two leading questions in Step 4. Date memorized \_\_\_\_\_
3. Review the entire plan outline up to this point. Meet with someone for final review. Date met \_\_\_\_\_ Who? \_\_\_\_\_
4. Prepare a list of at least 10 names of people you are going to SHARE JESUS within the next few months. **Include THE LIST** in your mailing.

**HAVE YOU MARKED ALL THE SCRIPTURES AND REFERENCES IN YOUR BIBLE?**

**► STEP 4: DECISION**

Asking Christ into one's heart is very important step. In his book, Great Salvation Themes (p136) Dr. Van Impe agreed, emphasizing that this "automatically and instantaneously makes one a child of God because John 1:12 states: 'But as many as received Him, to them gave he power to become the sons of God ...' (so) spiritually speaking, then, sons are born to God as the Lord Jesus Christ is received."

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All we need to do now is call on Jesus, and we do that by praying, Name.

1. The salvation prayer. Let me lead in a simple prayer that you can repeat out loud, ok Name? (Sample prayer you lead. Speak slowly a few words at a time and have them repeat it out loud. Wait for them to speak before you continue to the next part):

*"Lord Jesus, I believe that I am a sinner worthy of Hell. But Lord Jesus, I believe that You died for my sins so that I wouldn't have to go there when I die. I ask You to forgive me of my sins, Lord Jesus, and I ask You to come into my heart to be the Lord of my life. Thank You for saving me, Lord Jesus. I believe that from this day forward, when I die I will go to heaven to be with You. Help me to live my life for You, and You only. In Jesus' Name. Amen!"*

2. Pray for a fullness of God's Spirit for guidance.

Please pray for God's Spirit to give them a hunger and a thirst for His Word, His righteousness, and Himself. Pray also, that they will desire to live for Jesus and will go to church/chapel WITH YOU IF POSSIBLE and be baptized by immersion as soon as possible.

How do you think you can find the ability to witness for Christ on a consistent basis? (Eph 5:18) \_\_\_\_\_

What did Andrew do right after he met Christ? (John 1:40-42)

What did the blind man say after Jesus healed him? (John 9:25)

Some feel sharing Jesus is embarrassing. What did Paul say about that in Romans 1:16? \_\_\_\_\_

In the *Great Commission (Matt 28:19-20)* Jesus gave 4 orders to His disciples about reaching people for the Kingdom. What does each mean to you?

GO: \_\_\_\_\_

TEACH: \_\_\_\_\_

BAPTIZE: \_\_\_\_\_

TEACHING THEM TO OBSERVE: \_\_\_\_\_

Then just prior to His glorious ascension He gathered His followers together for one final word of instruction regarding witnessing: "But ye shall receive

\_\_\_\_\_ after that the \_\_\_\_\_ has come \_\_\_\_\_ you; and ye shall be \_\_\_\_\_ unto me" (Acts

1:8). Now, the Holy Spirit resides in us, to remind us of the example of the Saviour, and to convict us to go and do likewise, especially in light of the following:

**The Passion and Mission of Jesus Christ**

The Lord Jesus clearly understood God's plan for His life, and everything He did was directed toward fulfilling that plan. For although He was the King of kings, He had not come to inaugurate His millennial kingdom, or to accept the

crown of a political ruler, or to claim the favors of worldly riches. No, not Christ. In His death, He made it possible for sinners to find forgiveness that otherwise would have been forever unattainable.

What comprised Christ's mission from God?

Matt. 10:6 \_\_\_\_\_

Luke 19:10 \_\_\_\_\_

1 Tim 1:15 \_\_\_\_\_

**A Word to Ponder**

Christ's blood atonement at Calvary was God's mandated sentence as payment for sin (study Isa 53). Think with me, for a moment, about what it must have been like for our Saviour Jesus. He was falsely accused and taken into custody where He was interrogated, stripped, spit upon, humiliated, and beaten beyond anything imaginable. And then He was delivered over for scourging and death!

*Two Kinds of scourging (try to imagine what Jesus endured for us)*

There were two methods of scourging used at the time of Christ. The Jewish scourging amounted to forty stripes minus one, administered with three leather whips or thongs. It was sadistically cruel, and only the strong survived this horrible thrashing.

The Romans, however, were masters of torture, so Roman scourging was far more severe! A trained *licitor* administered the punishment using a vicious looking leather whip with chunks of bone and pieces of steel chain affixed to the tips. Roman scourging, referred to as the "half-way death," stopped just before its victim died. Only the lowest and vilest form of criminals ever received this type of beating. This is what they ordered for our precious, sinless Saviour. (Read Isa. 53 for the heartbreaking prophecy)

The scourging and crucifixion JESUS SUFFERED was probably the most horrendous account of pain and suffering ever recorded. His flesh lay open as ripped and jagged meat. He was unrecognizable in human form (Isa 52:14). The torture of Christ at the hands of the Roman soldiers, by the mob, and by

is beginning to make sense. Soon, you will be able to use it for the glory of Jesus Christ! Praise Him RIGHT NOW!

► **STEP 3: CONFESS** begins by stating:

*Now, there are two things we must confess in order to know that we have eternal life.*

First you need to confess your sins to God. The Bible promises us that, "If we confess our sins, he is faithful and just to forgive us our sins, and to cleanse us from all unrighteousness" (1 John 1:9).

Second, we are also told in God's Word that we receive salvation when we confess . . . Jesus Christ as Saviour and Lord. "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" (Rom 10:9-10).

**STEP 3 ASSIGNMENTS**

1. Look up 1 John 1:9 in your Bible. Underline it. In the margin write: Rom 10:9-10. Look up Romans 10:9-10 in your Bible. Underline it. In the margin write: Rom 10:13. Date comp \_\_\_\_\_
2. Memorize the lead statement and the 2 main points in Step 3. Date memorized \_\_\_\_\_
3. Meet with someone for review of the entire plan outline and fellowship. Date met \_\_\_\_\_  
Who? \_\_\_\_\_

**DO NOT MAIL SEPARATE ASSIGNMENTS.  
WAIT UNTIL YOU COMPLETE THIS COURSE!**

**CONTINUE PRAYING FOR WISDOM AND FOR SOULS.** Please pray for PMI Center. Pray for all who are taking this course. Pray for Prison revival WORLDWIDE!

Review the entire outline in your mind a few times to be sure you begin feeling confident with it. Also review the previous Lesson and memory work. It should become much more clear to you now, and hopefully it is beginning to make sense. Soon, you will be able to use it for the glory of Jesus Christ! Praise Him RIGHT NOW!

**DO NOT MAIL SEPARATE ASSIGNMENTS.  
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**PRAY FOR WISDOM AND FOR SOULS.** Review the entire outline in your mind four or five times to be sure you can begin to think your way through it easily. Also review the previous Lesson and memory work.

► **STEP 2: BELIEVE** begins by saying: *Name, God also has revealed to us two things we must believe in order to get to heaven:*

1. First, that Jesus died to pay the price for your sins. "But God commendeth his love toward us in that, while we were yet sinners, Christ died for us" (Rom 5:8).

And . . .

2. *That Jesus Christ is the only Way to Heaven. "I am the way, the truth, and the life; no man cometh unto the Father, but by me" (John 14:6).*

**STEP 2 ASSIGNMENTS**

1. Look up Romans 5:8 in your Bible. Underline it. In the margin write: John 14:6. Look up John 14:6 in your Bible. Underline it. In the margin write: 1 John 1:9. Date completed \_\_\_\_\_
2. Memorize the lead statement and the 2 main points Step Two. Date memorized \_\_\_\_\_
3. Meet with someone for review and fellowship.  
Date met \_\_\_\_\_  
Who? \_\_\_\_\_

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WAIT UNTIL YOU COMPLETE THIS COURSE!**

**CONTINUE PRAYING FOR WISDOM AND FOR SOULS.** Please pray for PMI Center. Pray for all who are taking this course. Pray for Prison revival WORLDWIDE!

Review the entire outline in your mind four or five times to be sure you can begin to think your way through it easily. Also review the previous Lesson and memory work. It should become much more clear to you now, and hopefully it

the wicked religious leaders, was nothing less than the unleashed venom of the master viper; Satan himself. And this, MY FRIEND, was done to keep sinners like you and me, and THOSE AROUND US from having to spend one moment imprisoned in Hell's excruciating flames!

"Forasmuch as ye know that ye were not \_\_\_\_\_ with \_\_\_\_\_ things, like \_\_\_\_\_ and \_\_\_\_\_. But with the \_\_\_\_\_ of \_\_\_\_\_, as of a \_\_\_\_\_ without blemish and without \_\_\_\_\_" (1 Pet 1:18). What a price Christ paid for souls!

A WORD TO JESUS- Please tell the Lord (in your own words here) what you feel deep within your spirit about this act of supreme sacrificial love on YOUR behalf:

Lord Jesus, I \_\_\_\_\_  
\_\_\_\_\_

**WRITE THIS QUOTE IN YOUR BIBLE SO YOU WILL NEVER FORGET IT:**

"If Christ does not keep souls out of torment and purchase for them eternal happiness, then He died like a fool. If God the Father did not by the offering of His Son redeem men from the torments of hell to everlasting life, then to put the lovely and innocent Jesus on the cross, as He did, was the most awful wickedness! Oh, my brother, the death of Christ proves the worth of a soul!" -Dr. John R. Rice

I wrote this in my Bible on \_\_\_\_\_ / \_\_\_\_\_ / \_\_\_\_\_

**PRAY for the lost.**

Pray the Lord will set divine appointments for you to win them to Christ.

**A Pause to Pray**

As I am preparing this course, I am also praying. I am burdened for souls and begging the Holy Spirit to cause His chosen servants that will join me to have no rest in their spirit until they make **full unconditional surrender as a soul winner** in the army of Christ.

I am pleading with God through these words, to cause you to sense a deep conviction about soul winning just now.

"For even hereunto were ye \_\_\_\_\_, because Christ also \_\_\_\_\_ for \_\_\_\_\_, leaving us an \_\_\_\_\_, that \_\_\_\_\_ should \_\_\_\_\_ in his \_\_\_\_\_" (1 Pet. 2:21).

Are you one of the ones I'm asking God for? [ ] YES! [ ] NO

**Dear Dr. Mike:**

[ ] Yes! You can count on me. I will become a committed soul winner for Christ. I will finish this course, and I will win souls in prison and out of prison (initials)

\_\_\_\_\_  
Signature Date

**ASSIGNMENT**

1. Summarize this section in about 300-500 words.
2. Prepare a 1000 word report entitled: "Calvary and the Worth of One Soul"

**PRAY daily for opportunities to SHARE JESUS**

Ask the Lord to give you opportunities to share Jesus while you are taking this course.

**DO NOT SUBMIT SEPARATE ASSIGNMENTS  
SEND A COMPLETED COURSE!**

**► STEP 1: ADMIT** begins with 3 IMPORTANT QUESTIONS:

QUESTION 1: *Name, can I ask you a personal question? I want to kind of put you on the spot, would that be alright?*

QUESTION 2: *Name, have you come to a point in your spiritual life that you know FOR CERTAIN that if you died today you'd go to Heaven? (wait for their answer)*

QUESTION 3: *If you died to night, Name and stood before God and He asked you why He should allow you into Heaven, what would you answer Him? (This question tells you who they are trusting in).*

When they have answered all three questions, and you have discovered that they are NOT trusting in Jesus Christ ONLY to get them to Heaven, then you begin by . . .

*Name, God has provided a Way for us to get to Heaven that is as simple as ABC. Could I take a couple minutes and share with you how I came to know for sure that when I die I am going to heaven? Great! First we need to admit two very basic things . . .*

*1. First, that we are all sinners, which includes you and me. God tells us that we are ALL sinners worthy of Hell. "As it is written, There is none righteous, no, not one" (Romans 3:10). "For all have sinned, and come short of the glory of God" (Romans 3:23). The Bible also tells us . . .*

*2. That in this present condition we are unacceptable to God so we can't save ourselves. "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" (Ephesians 2:8-9).*

**STEP 1 ASSIGNMENTS**

1. Look up Romans 3:10 in your Bible. Underline it. In the margin write: Rom 3:23. Look up Romans 3:23. Underline it. In the margin write: Eph 2:8-9. Look up Ephesians 2:8-9. Underline it. In the margin write: Rom 5:8. Date completed \_\_\_\_\_
2. Memorize the three questions and the 2 main points in Step 1. Date memorized \_\_\_\_\_.
3. Meet with someone for review and fellowship. Date met \_\_\_\_\_ Who? \_\_\_\_\_

Now that you are spiritually alert...here's a quick overview of the ABCD:

**STEP 1. ADMIT . . .**

- 1. That you are a sinner (Rom. 3:10, 23).
- 2. That you cannot save yourself (Eph. 2:8-9).

**STEP 2. BELIEVE . . .**

- 1. That Jesus died to pay the price for your sins (Rom. 5:8)
- 2. That Jesus Christ is the only Way to Heaven (John 14:6).

**STEP 3. CONFESS . . .**

- 1. Your sins to God (1 John 1:9)
- 2. Jesus Christ as Saviour and Lord (Rom. 10:9-10).

**STEP 4. DECISION . . .**

- 1. Pray to receive Jesus Christ into your heart (Rom. 10:13).
- 2. Pray for a fullness of God's Spirit for guidance.

**ASSIGNMENTS**

- 1. Memorize the 4-Part Soul Winning Outline.  
Date memorized \_\_\_\_\_
- 2. Meet with someone to review and quote these assignments from memory.
- 3. Date met \_\_\_\_\_  
Who? \_\_\_\_\_

**WHERE WE'VE BEEN AND WHERE WE'RE HEADED . . .**

Now, up to this point you have memorized the basic 4-part outline. This will help you think your way through the plan of salvation as you share Jesus.

**IMPORTANT: pray for opportunities, wisdom, and for souls.**

Review the entire outline in your mind four or five times to be sure you can begin to think your way through it easily. Remember, there are no chance encounters with God. Treat every contact with another individual as an appointment arranged in eternity past by the Savior that He entrusted YOU to keep for Him! You are with someone. Small talk is out of the way. Here is how you direct the conversation.

**CHAPTER TWO  
THE PASSION FOR SHARING JESUS**

It would be wonderful if we could travel back twenty centuries to visit the Church of Jerusalem, and study their evangelism program.

What a tremendous time in the life of this infant church. These were people that loved and cared for one another. They \_\_\_\_\_ their possessions (Acts 2:45), and shared with those that had need. "And they continuing \_\_\_\_\_ with one \_\_\_\_\_ in the temple, and breaking \_\_\_\_\_ from house to house, did eat their food with \_\_\_\_\_ and \_\_\_\_\_ of heart" (Acts 2:46).

**NOW, LOOK WHAT HAPPENED AS A RESULT OF THIS...**

"And the \_\_\_\_\_ added to the \_\_\_\_\_ daily such as should be \_\_\_\_\_" (Acts 2:47). Beginning with their own city of Jerusalem they \_\_\_\_\_ it with their \_\_\_\_\_ (Acts 5:28), by preaching Christ \_\_\_\_\_ (1 Cor 1:23).

Even when persecuted for their faith by the religious leaders, and commanded not to \_\_\_\_\_ (Acts 4:17; 5:28), their evangelistic fires wouldn't burn out. How about your fire my dear friend? If your fires don't burn for souls now, the fires of Hell will burn for them later!! Please, please win the lost to Christ. Please!

What did God do for Peter when he was incarcerated for preaching Christ?  
(Acts 12:1-9) \_\_\_\_\_  
\_\_\_\_\_

One reason God performed this miracle for Peter, I believe, was that He knew how devoted Peter was to Him. Oh sure, Peter was a sinner, but whenever he made a mistake, he would quickly repent, and get his heart right with God. Be honest with God, and He'll bless you!

When the "officials" told Peter to shut up about Christ, here's what he said: "We ought to obey \_\_\_\_\_ rather than \_\_\_\_\_" (Acts 5:29).

"Therefore, they that were scattered abroad went everywhere \_\_\_\_\_ (Acts 8:4). How exciting! In Jerusalem, Judea, Samaria, and the uttermost parts of the world, they were turning the world \_\_\_\_\_ for Chris (Acts 17:6)!

What did Paul and Silas do when they were imprisoned in Philippi for their faith? (Acts 16:25) They \_\_\_\_\_

And who heard them? \_\_\_\_\_

Wow! I don't know about you, but this King's kid gets excited every time I read these accounts of courage in the face of political and religious persecution.

They were committed to Christ, WITNESSING of the things which they had \_\_\_\_\_ and \_\_\_\_\_ (Acts 4:20).

But, what does it really mean to "witness?" Someone once said that a witness is one beggar telling another beggar where he found bread. Lorne Sanny (from the Navigators) said that witnessing is taking a good look at the Lord Jesus and then telling others what you've seen. I guess they're both true! But I think a witness in the purest sense, goes deeper than that.

The Bible says: "He that winneth souls is \_\_\_\_\_ (Prov. 11:30) and a true witness \_\_\_\_\_ souls" (Prov. 14:25).

Therefore, it would appear that in order for a person to really witness for Christ, it is necessary for them to not only tell others about Jesus, but explain exactly how to have a relationship with Him.

**"But his Word was in mine heart like a burning fire shut up in my bones...and I could not refrain"  
(Jer 20:9).**

Now listen—before the devil convinces you that you can't do this, read carefully what I am about to tell you! You talk sports, politics, and about home to everyone you know. Well, SHARING JESUS is just- talking. Really! Think about this. You *know* that He gloriously saved you, and you also *know* He will do that for anyone else that asks like you did. Having an outline helps you *think your way through* all the basic steps of Sharing Jesus: A, B, C, D. It's as simple as it gets.

Now, please remember, witnessing must be done in concert with the Holy Spirit (Acts 1:8). While He will open the ears of prepared hearts, He will also use your knowledge of Scripture to draw them to Christ.

The intent of this outline is to give you that knowledge when the Holy Spirit uses you. I hope this helps you like it has me!

Again, it's really as simple as **A.B.C.D.** (note the enclosed card to help you remember)

### **4 PART SOUL WINNING OUTLINE OVERVIEW**

- STEP 1. ADMIT**
- STEP 2. BELIEVE**
- STEP 3. CONFESS**
- STEP 4. DECISION**

NOTICE, just FOUR easy STEPS to memorize and walk through. What we are attempting to do is to learn the whole first, then add the parts slowly. In other words, we' re going to view the entire picture first (from a distance) and then break it down into smaller pieces (up close). This reminds me of a humorous question I read which asked; "How do you eat an elephant?" The answer; "One bite at a time." So get out your fork, and let's eat this elephant slowly.

**STOP AND PRAY RIGHT NOW:** For guidance. Souls. Wisdom. Prison revival and revival in America. Dr. Mike and the PMI Center. For all who are enrolled and who are taking this Sharing Jesus course.

**"BEFORE IT CAME TO PASS I SHOWED IT TO THEE" (Isa 48:5)**

I don't remember a time in my life when the burden to share the Gospel has ever been greater. I didn't understand what God had in mind that night, but I acted on faith in His leading. Let me tell you dear friend, when that urging rushes through your spirit like a mighty tornado, don't fight it, God has something He wants to use you for.

Two weeks later, while reading the newspaper I came face to face with God's sovereignty . . . IN THE OBITUARY COLUMN! I bowed my head to give thanks to my all-knowing Lord Who not only prepared me several years before, but burdened me to share His wonderful plan of salvation with an aged unsaved man, who in less than a month was scheduled to die, "unexpectedly," at home in his sleep. What a wonderful Lord!

**THINKING IT OVER**

I have thought about that incident a lot through the years. Especially as I prepare the text for this course. One thing keeps crossing my mind above all else; NOTHING HAPPENS BY CHANCE! God, Who is Alpha and Omega, the Beginning and the End knows everything knowable. He looks at the future and He calls men to meet it head on. You see, He knows where you will be in one year, in five years, in five-hundred years. He also knows where those closest to you will be. He is formulating a plan to accomplish His will through your life, and then (if you're prepared) He will burden your heart when the time has come to see it through!

**Making a Decision to do it now**

Dear friend **PLEASE- PLEASE- PLEASE** don't put off these assignments! It's work, BUT God will use YOU many, many times IF you are prepared to be used. Perhaps someone you talk to or write to will be dead in two weeks. Where will they spend eternity? Who is going to tell them about Jesus? Don't wait. Learn this soul winning plan now, please. Someday, when you stand proudly next to those you have led to Jesus, and you hear Him say "Well done," you'll be glad you did!

**PRAY for souls**

Ask the Lord to give you 10 precious souls for Christ while you are taking this course.

Now, Explain Daniel 12:3 \_\_\_\_\_

**THE WORD "WITNESS" IN NT GREEK**

One of the reasons the Holy Spirit used the Greek language to write the New Testament, was its unique ability to paint pictures with words. Take the word, "witness" for example. Its English meaning pales in comparison to that of the original language. Those who understood Greek knew it meant far more to them than our definition does to us.

A Greek witness was called a "*martyr*." They understood very clearly that when they accepted the call as a Christian, they would (in all likelihood) be expected to, "give testimony to the truth at the expense of their life." A witness in the early Church, therefore, had to be a person so COMMITTED TO EVANGELISM for Christ, that they would RATHER DIE than deny their faith.

But how can we be quiet about so great a salvation. "Let the \_\_\_\_\_ of the Lord \_\_\_\_\_" (Psa 107:2).

**Martyrdom of the Apostles**

Have you ever been warned *not* to talk about the Lord Jesus? Have you ever been threatened with DEATH if you didn't refrain? If you live in a predominantly Muslim country you have. The witnesses of "old" were threatened over and over and yet would not stop preaching Christ. Eventually their zeal for the gospel of Christ cost them dearly.

**HERE'S HOW A FEW OF THEM DIED . . .**

- **ANDREW** was condemned to die in Greece, on a cross, that he begged would be X-shaped, because he was unworthy to die as Jesus did.
- **BARNABAS** was killed by Jews for evangelistic preaching in Cyprus.
- **BARTHOLOMEW** was flayed alive with knives in India.
- **JAMES**, the brother of John, was beheaded by Herod Agrippa, and became the first of the Apostles to suffer a martyr's death (Acts 12:2).
- **JAMES**, the Lesser, was stoned by the Jews for preaching Christ, and was buried in Jerusalem.

- **JOHN**, died of natural causes. Tradition says that he was boiled alive in oil and poisoned because of his devotion to Christ.
- **JOHN THE BAPTIST** was decapitated by Herod (Mt 14:3-12).
- **JOHN MARK** was arrested in Alexandria, and with a rope tied around his neck was dragged through the streets until his blood stained, flesh torn body could take no more, and he gave up the ghost.
- **JUDE**, went to preach the gospel in Edessa near the Euphrates. He was martyred with arrows.
- **MATTHIAS**, returned to Jerusalem, a battered missionary, and was eventually martyred there for his testimony for Christ.
- **PAUL**, who had preached all over, was finally beheaded in Rome.
- **PETER** was crucified on an upside down cross.
- **PHILIP** the evangelist, died a martyr's death at Hierapolis.
- **SIMON**, the Zealot, became a great preacher of the gospel, and was martyred by a mob of idolatrous priests at Persia.
- **STEPHEN** was stoned to death in the streets (Acts 7:54-60).
- **THOMAS**, was killed with a spear in India as a martyr for Christ.

If the record given to us of the death, burial, and resurrection of Jesus Christ was really a message of deceit, as some would have us believe, then these martyrs were bigger fools than the liar who perpetrated the deceit.

So, what was it that caused these men to be so dedicated to winning souls, they would prefer to die a martyr's death rather than denounce allegiance to Christ?

Read and comment on (2 Pet. 1:15-18) \_\_\_\_\_  
 \_\_\_\_\_

**COULD IT ALSO HAVE BEEN . . .**

Because all have \_\_\_\_\_ (Rom 3:23), and as such are destined to be cast into the unquenchable \_\_\_\_\_ of an eternal Christless \_\_\_\_\_ (Mk 9:43,45,47)? This place of everlasting \_\_\_\_\_ (Matt. 25:41), everlasting \_\_\_\_\_ (Matt. 25:46), everlasting \_\_\_\_\_ (2 Thess. 1:9).

launched into a riveting sales presentation that would make the hair on a dog stand up.

For over an hour he painstakingly expounded the features and benefits of our merchandise over their current inferior system and then did a water test to prove it. He really knew his product, and sold me rather quickly, but unfortunately not them. Finally, feeling like a pair of whipped dogs with their ears folded back, we tucked our tails between our legs, packed up our sales kit, and dejectedly headed for the door.

**"BEHOLD, I HAVE SET BEFORE THEE AN OPEN DOOR" (Rev 3:8).**

We were just about to leave, when something happened I'll never forget. Before my hand grabbed the doorknob, the Holy Spirit grabbed my heart. We had been in that home for over an hour attempting to convince them of their need for our water softener, but never once did we tell them about our wonderful Savior. My heart pounded, and my feet froze. I couldn't go another step. I was never so convicted in all my life. I whispered this to my partner, who appeared inconvenienced at the very suggestion of combining "ministry with business," but he could see I was determined. He told me to go ahead. I did!

**"THY WORD HAVE I HIDDEN IN MINE HEART" (Psa 119:11).**

Although I didn't have my regular Sword that evening, God quickly brought to mind the plan of salvation I had memorized several years before. They both sat hungrily and listened as I covered each point in God's simple plan of salvation. When I finished, I asked them if what I had just shared made sense to them. They said it did. Then I asked if they would like to receive God's FREE gift of eternal life, so they could KNOW FOR SURE that when they died they would go to Heaven to be with Jesus. They said they would.

So there in the living room, while I held on to their trembling hands, they bowed their heads and prayed the sinner's prayer; hers for rededication, his for salvation. Praise the living Christ! That evening I went home rejoicing in the marvelous way in which God had changed that visit from OUR GOOD into HIS GLORY, and I couldn't have been happier. But over and above the immediate joy of the moment, God was about to teach me a lesson in obedience I'll never forget!

### CHAPTER THREE THE PLAN FOR SHARING JESUS

A well-worn axiom still holds true today: PLAN YOUR WORK AND WORK YOUR PLAN. It is equally true that if you fail to plan, you are planning to fail! Let me tell you, our soul winning plans prove the truth of both of these statements!

**"And your feet shod with the preparation of the gospel of peace; and take...the Sword of the Spirit, which is the Word of God" (Eph 6:15,17).**

The Bible says "he that \_\_\_\_\_ is wise" (Prov. 11:30).

When I was saved April 24, 1975 at 7:30 in the morning, MY LIFE CHANGED! It was great! In fact, it was too good to keep to myself. So, I decided to write out the plan of salvation in my Bible so I could become a "Sword" fighting soul winner, and share it with others.

At that time I used the Roman's Road (Rom. 3:10, 23; 5:12; 5:8; 6:23; 10:9-10, 13), and it worked great as long as I had my Bible. But soon I discovered that there were times when the Lord would give me witnessing opportunities (aka *Divine Appointments*) where I didn't have my Sword, and I was lost. At that point, I made a conscious decision to commit the plan of salvation to memory. That was without doubt, one of the best decisions I ever made—and I am praying that you make that decision too, my friend. Let me illustrate this truth with a real life and death story . . .

#### SEE EVERY OPPORTUNITY AS A DIVINE APPOINTMENT

Several years ago, I was working in door to door sales with a bi-vocational pastor I knew. I was excited to be going out with such an experienced sales pro, and I was convinced the evening would result in something fantastic. And it did!

We picked a street, parked our car, and with sales kit in hand, eagerly began knocking on doors. After a few unsuccessful attempts, we were finally invited into the home of an elderly couple in their late seventies. I could tell they enjoyed our company, and probably would have continued way past the small talk—but that was not the reason we called. As skillfully as possible, my companion smoothly

☉ **Dear student and friend of PMI and Jesus: Please stop and meditate upon these verses above. Those around you RIGHT NOW (prisoners, guards, administrators, workers, the warden) who do not know Christ will one day be cast into that pit of EVERLASTING TORMENT! Their screams, suffering, and anguish will be NEVER, NEVER ENDING. Please, please don't cover your eyes and let them go there without at least hearing about Jesus!**

God is, "not willing that any should \_\_\_\_\_, but that all should come to \_\_\_\_\_" (2 Pet 3:9). Do you believe this?  
[ ] Yes! [ ] I'm not sure!

God so \_\_\_\_\_ the \_\_\_\_\_ that He gave His only \_\_\_\_\_ son that \_\_\_\_\_ believeth on him should not \_\_\_\_\_ but have \_\_\_\_\_ life (John 3:16). Our precious Lord Jesus suffered horribly at the hands of cruel sinners so that cruel sinners might have life without end through Him. That includes me, YOU, and all THOSE AROUND YOU!

WHAT DO YOU THINK JESUS WANTS YOU TO DO?

\_\_\_\_\_  
\_\_\_\_\_ (Mark 16:15).

#### A Word to Ponder

Soul winning needs be the MAIN occupation of every Christian. Soul winning is the pulse of the Church and the heartbeat of God, and soul winning will impart to your life the very presence of Christ (Mt 28:20), and the blessing of God (John 15:16).

For many years, God has given me a ministry of evangelism and personal soul winning. During that time, I have had the blessed privilege of leading **thousands of souls** to Christ. Now you might think that after a while the "thrill" would be gone. NOT SO! Let me tell you dear friend, that nothing in this world will ever compare to the exhilaration I feel EVERY TIME a soul comes to Christ. NOTHING! Please ask the Holy Spirit to give you an intense burden for those

around you that do not know Jesus. Love them. Pray for them, live Christ in front of them, and by all means—speak to them. What does Rom. 10:14 ask us? \_\_\_\_\_

**A Word on Purpose**

As you can no doubt see, this "Sharing Jesus" course has been prepared with a three-fold purpose in mind: First, it is my prayer that these assignments will INSTILL THE EVERLASTING FIRES OF EVANGELISTIC FERVOR IN YOUR HEART.

Secondly, it is also my intention to personally TEACH YOU HOW TO WIN SOULS, by leading you step by step in effectively sharing the plan of salvation. I've seen God use this method over and over again!

Thirdly, I'm trusting that the Holy Spirit will take the reality of Paul's method of Biblical discipleship, and make it real in your life: "And the things that thou has heard of \_\_\_\_\_ among many \_\_\_\_\_, the same commit thou to \_\_\_\_\_, who shall be able to \_\_\_\_\_ also" (2 Tim 2:2).

**DON'T let that DECEIVER SATAN tell you that you can't DO THIS!**

The fact is, he knows how powerful the Word of God is, and he fears what YOU MIGHT DO WITH IT NOW! Believe God (Mk 9:23)! You *can* do this!

**A Word on Prayer**

Begin now to ask God for someone to witness to. Ask God specifically to let you win someone to Christ. Beg God for this soul. Believe Him, and watch Him work a miracle in bringing you face to face with an opportunity. What does Psalm 2:8 promise:

\_\_\_\_\_  
\_\_\_\_\_

Your praying must be focused, fervent, and faithful. To assist in this, Dr. Mike prepared a thorough discussion in a tract entitled "How to pray for an hour per day" you may have by requesting it.

Pray for the lost. Pray the Lord will set divine appointments for you to win them to Christ. Pray for all the students of PMI, past, present, and future who will take this course and win souls with you.

**ASSIGNMENTS**

1. Prepare at least a 500 word essay entitled: "My Evangelism Goal"
2. Using Romans 1:16 as your text, write a 100+ word essay on your interpretation.
3. Summarize this section in about 300-500 words.
4. Study 2 Cor 5:15-20. Explain it in about 300 words or so.
5. In at least 500-1000 words, write out your personal response to the following question: "Why Should I Try to Win the Lost to Christ?"

**PRAY for souls**

Ask the Lord to give you 10 precious souls for Christ while you are taking this course. If He does give you these ten conversions, you may apply to become PMI Associate Evangelist.

**DO NOT MAIL SEPARATE ASSIGNMENTS.  
WAIT UNTIL YOU COMPLETE THIS COURSE**