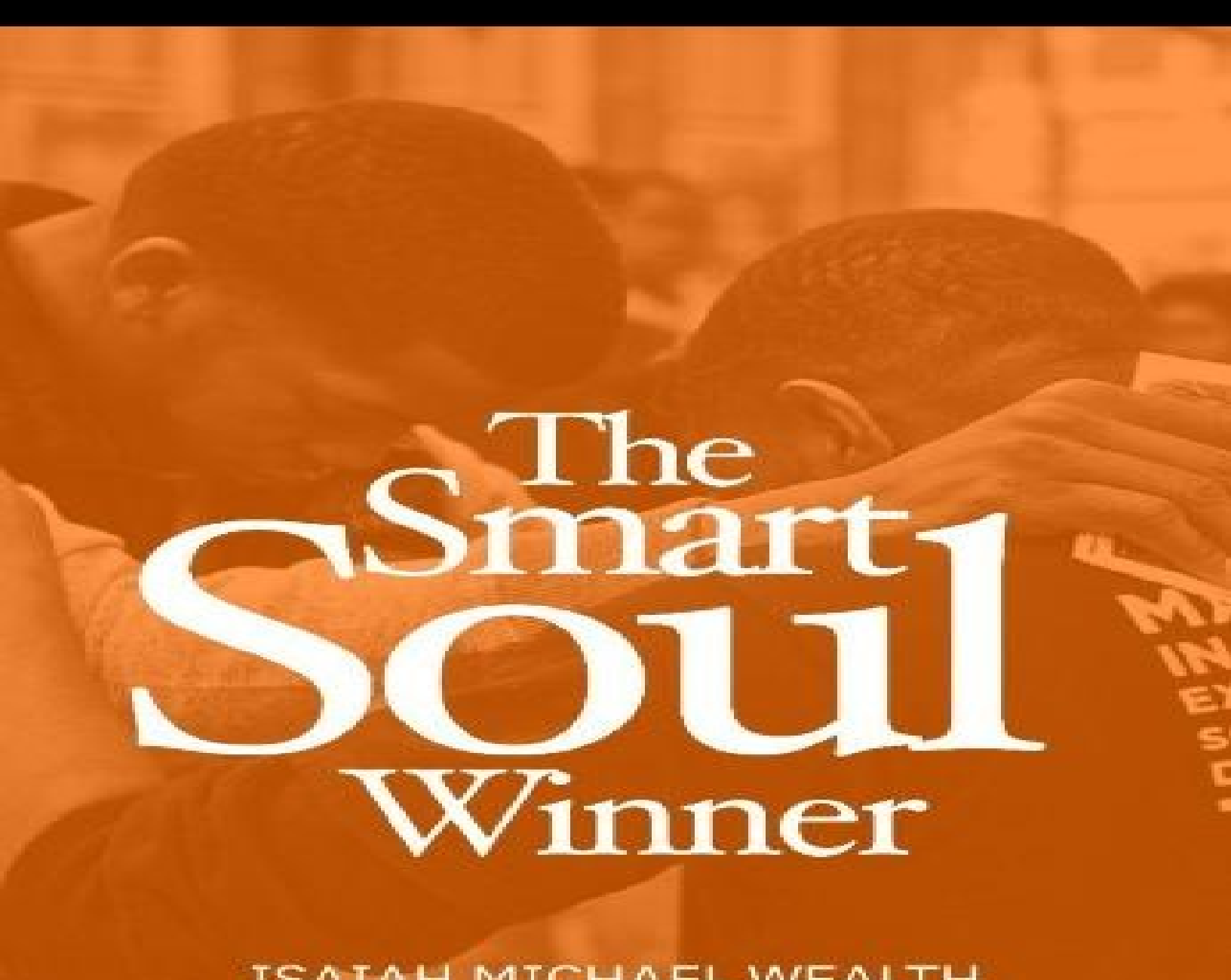


The Smart Soul Winner

ISAIAH MICHAEL WEALTH

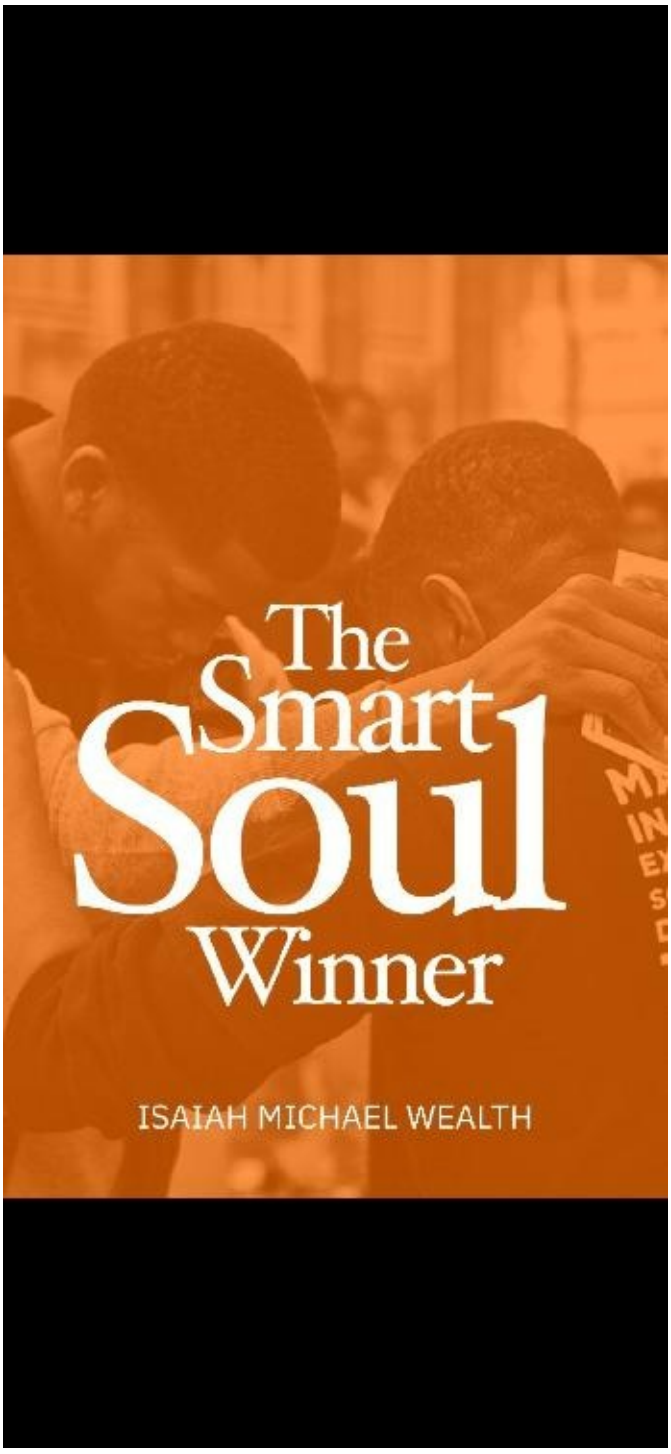

The
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INTRODUCTION

What we do can help people come to God and know Him better. Everything Jesus did during His ministry was done with the intent to save souls and to fulfil the will of the Father.

> ***"Jesus saith unto them, My meat is to do the will of him that sent me, and to finish his work."***
>
> ***John 4:34***

> ***"I must work the works of him that sent me, while it is day: the night cometh, when no man can work."***
>
> ***John 9:4***

Jesus lived His life consciously acting in ways and doing things that would attract people to God. Every true witness should also be conscious of this. Everything we do is very vital as a tool for witnessing.

In this book, we will study how Jesus in His life time on earth witnessed actively through the following;

- Association
- Acceptance
- Invitations

- Honour
- Compliment

CHAPTER ONE

ASSOCIATION AND WITNESSING

Witnessing may sometimes be difficult because there might be no link between the witness and the soul to be won or the person being witnessed to. Hence, creating association with people can be a deliberate effort to provide the link needed to facilitate witnessing. This is why the art of associating with people is something every witness should learn.

As a witness, you can create an association with people just because you want to witness to them and this becomes a vital link. The Bible shows us how that Jesus made the "water" a link to speak to the Samaritan woman by the well.

> ***"...Jesus saith unto her, Give me to drink."***
>
> ***John 4:7***

Jesus did not ask for something the woman did not have because that could not have created the connection He needed. He asked for water because it was what she had; and He used that to create the link He needed to witness to her. In the same way, you can use something that matches an individual to

create a link so you may witness to him or her.

At the end of John chapter 4 where we just read from, you will notice that Jesus did not drink the water the woman offered him or even the food He sent His disciples to get.

> ***"In the mean while his disciples prayed him, saying, Master, eat. But he said unto them, I have meat to eat that ye know not of."***
>
> ***John 4:31-32***

> ***"Jesus saith unto them, My meat is to do the will of him that sent me, and to finish his work."***
>
> ***John 4:34***

The sole purpose of asking the woman for water was to create a connection to start up a conversation that would eventually lead to an outreach in that city.

> ***"The woman then left her water pot, and went her way into the city, and saith to the men, come, see a man, which told me all things that ever I did: is not this the Christ?"***
>
> ***John 4:28-29***

> ***" And many of the Samaritans of that city believed on him for the saying of the woman, which***

testified, He told me all that ever I did."

John 4:39

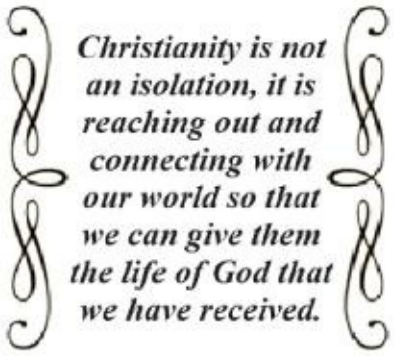
Apostle Paul, a great witness of the Gospel of Jesus understood this principle of association in witnessing hence he wrought many great works for the Kingdom.

"For though I be free from all men, yet have I made myself servant unto all, that I might gain the more. And unto the Jews I became as a Jew, that I might gain the Jews; to them that are under the law, as under the law, that I might gain them that are under the law; to them that are without law, as without law, (being not without law to God, but under the law to Christ,) that I might gain them that are without law. 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."

I Corinthian 9:19-22

Paul's association with them did not mean he compromised the truth. He stood for the Gospel at all times but associated with them in terms of traits and characteristics that were common to them as groups and individuals. He did all he did that he might

win more people for the kingdom. He did not condemn their weakness but associated with them to show through his own life, how Christ can strengthen and change a man.



The great evangelist D.L. Moody once told a story about how one day he went evangelizing and saw a man under an umbrella in the rain. He rushed up to the man and asked. "May I share the shelter of your umbrella? "Certainly" the man replied.

Then Moody said "Have you any shelter in the times of storm....is your soul saved?" Then he walked away. The man later said that those word did not leave his heart for many days until he had to look for D.L. Moody.

Christianity is not an isolation, it is reaching out and connecting with our world so that we can give them the life of God that we have received.

Like D.L. Moody, every true witness should know how to create a connection with people because different situations call for different kinds of wisdom and communication skills.

We must learn how to associate and create a connection with people so that we can be witnesses of the gospel to them. Christianity is not done in isolation, it involves reaching out and connecting with our world so that we can give them the life of God that we have received.

CHAPTER TWO

ACCEPTANCE AND WITNESSING

Acceptance is a very important element of active witnessing. I want you to understand that acceptance is not the same thing as affirming the wrong things people do. Instead, it is refusing to condemn them and judge them.

There are many persons who will not be saved if we keep condemning them. There are many more who will not come to God if we keep pointing out their sins and mistakes. There are so much more in our neighborhoods who will not come to God because we have labeled them as sinners. They might even have accepted the label people put on them, but we must stand differently and see the light in them.

In accepting the souls we want to witness to, we have to look beyond their weaknesses and the name the society has already called them. The society might call them prostitutes and thieves but we see the preacher and soul winner in them. We need to let them know we see the beauty of God in them.

Jesus, the greatest example of a soul winner and a witness, showed us this important

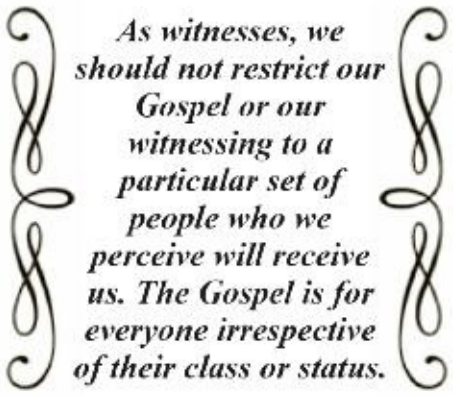
virtue in His dealing with the adulterous woman. This woman was caught in the act of adulterv and condemned by all, but Jesus did not condemn her.

> ***"And the scribes and Pharisees brought unto him a woman taken in adultery; and when they had set her in the midst, They say unto him, Master, this woman was taken in adultery, in the very act. Now Moses in the law commanded us, that such should be stoned: but what sayest thou? This they said, tempting him, that they might have to accuse him. But Jesus stooped down, and with his finger wrote on the ground, as though he heard them not. So when they continued asking him, he lifted up himself, and said unto them, He that is without sin among you, let him first cast a stone at her. And again he stooped down, and wrote on the ground. And they which heard it, being convicted by their own conscience, went out one by one, beginning at the eldest, even unto the last: and Jesus was left alone, and the woman standing in the midst. When Jesus had lifted up himself, and saw none but the woman, he said unto her, Woman, where are those thine***

accusers? Hath no man condemned thee? She said, No man, Lord. And Jesus said unto her, Neither do I condemn thee: go, and sin no more"

John 8:3-11

When you make up your mind to be an effective witness, you would also need to learn how to accept people for who they are.



Sometimes, believers try to preach to people that are already good and neglect those that are labeled or perceived as bad, this attitude is not right. The Gospel is more for those that the world has condemned, and those that have been written off. Why? Because the Gospel has the ability to change them.

"For the Son of man is come to seek and to save that which was lost."

Luke 19:10

"I will seek that which was lost, and bring again that which was driven away, and will bind up that which was broken, and will strengthen that which was sick:"

Ezekiel 34:16

The true Gospel is the Gospel to the poor, the lost, the sick and the weak. The Gospel possesses the power to save hence as true witness we must not be afraid to reach out to the lost.

"For I am not ashamed of the gospel of Christ for it is the power of God unto salvation..."

Romans 1:16

We cannot reach a world that we condemn. Many believers are only friends with people who they perceive to be good, and this is evident in the kind of people with whom they make contact. Jesus had friends among the Pharisees, one of which was Nicodemus.

"There was a man of the Pharisees, named Nicodemus, a ruler of the Jews: The same came to Jesus by night..."

John 3:1

Zacchaeus was a rich publican, but when he sought to see Jesus, Jesus met with him and even spent time at his house.

"And, behold, there was a man named Zacchaeus, which was the chief among the publicans, and he was rich. And he sought to see Jesus who he was; and could not for the press, because he was little of stature. And he ran before, and climbed up into a sycamore tree to see him: for he was to pass that way. And when Jesus came to the place, he looked up, and saw him, and said unto him, Zacchaeus, make haste, and come down; for today I must abide at thy house"

Luke 19:2-5

Jesus accepted Zacchaeus because He wanted salvation to reach his house hold.

"This day is salvation come to this house."

Luke 19:9

This was not the only time Jesus dined with publicans and sinners, He did so severally with the sole intent of witnessing to them.

"And it came to pass as Jesus sat at meat in the house, behold many publicans and sinners came and sat down with him and his disciples and the Pharisees saw it, they said unto his disciple; why eateth your master with publicans and sinners but when

Jesus heard it, he said unto them. They that be whole need not a physician but they that are sick....for I am not come to call the righteous but sinners to repentance."

Mark 2:16-17

As witnesses, we should not restrict our Gospel or our witnessing to a particular set of people who we perceive will receive us. The Gospel is for everyone irrespective of their class or status.

We cannot alienate the world and expect to win them. Hence, we need to maintain and keep another level of relationship with people who need salvation. Like I have pointed out, acceptance is not affirming wrong or evil, it is refusing to condemn or judge others.

CHAPTER THREE

INVITATION AND WITNESSING

Witnessing is sometimes not as complex as assumed. In fact, it can be as simple as an invitation.

As we live lives worthy of our assignment, people get attracted to us, and sometimes just a simple invitation can begin the soul-winning process. There are people around us that admire us and want to be like us but are not bold enough to approach us. Invitation is a very vital tool for reaching them.

As a true witness, you should learn how to invite people because you have what they need. There are persons around us that need the fellowship and the word that our church can offer; hence we must be bold to invite them.

Jesus used this method in securing some of His disciples; from Peter, an unlearned fisherman, to Matthew, a Tax Collector.

> ***"And Jesus, walking by the sea of Galilee, saw two brethren, Simon called Peter, and Andrew his brother, casting a net into the sea: for they were fishers. And he saith unto them, Follow me, and I will make you fishers of men."***

Mathew 4:18-19

> ***"And as he passed by, he saw Levi the son of Alphaeus sitting at the receipt of custom, and said unto him, Follow me."***
>
> ***Mark 2:14***

> ***"And as Jesus passed forth from thence, he saw a man, named Matthew, sitting at the receipt of custom: and he saith unto him, Follow me. And he arose."***
>
> ***Mathew 9:9***

Jesus won one-third of His disciples through this simple but yet powerful method of witnessing.

> ***"The day following Jesus would go forth into Galilee, and findeth Philip, and saith unto him, follow me."***
>
> ***John 1:43***

Jesus invited Philip to follow Him. Philip used this same method to get Nathaniel.

> ***"And Nathanael said unto him, Can there any good thing come out of Nazareth? Philip saith unto him, Come and see."***
>
> ***John 1:46***

A simple "COME AND SEE" can be the first step in the process of change in a man's destiny.

> ***"He saith unto them, Come and see. They came and saw where he dwelt, and abode with him that day."***



John 1:39

The Samaritan woman used this method of witnessing after she met Jesus at the well. The woman then left her water pot, and went her way into the city, and said to the men,

> ***"Come, see a man, which told me all things that ever I did: is not this the Christ?"***

John 4:29

We have received a life that is above sickness, diseases and death but, it is high time we invited our world to "come and see". We have met and received Jesus but it is time to tell

everyone "follow me". There are some people waiting for a simple "come and see" and "follow me" before they receive salvation.

As a true witness, you must stand up boldly and begin to invite all kinds of people to evening meetings, Sunday services and special programs. We have what the world needs; we have the peace and healing the world seeks. So we must arise and invite them to receive what God has destined for them.

CHAPTER FOUR

HONOUR AND WITNESSING

Honour is relating to people the way they wish to be treated and it is very important in active witnessing. It is addressing people the way they want to be addressed and this will get their attention.

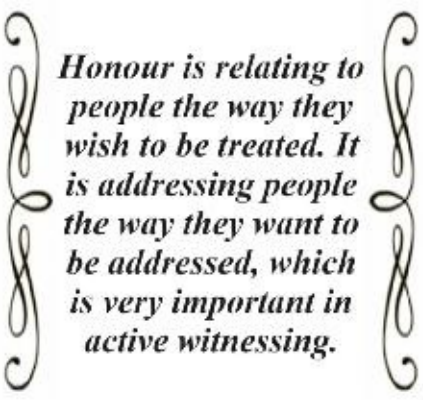
Many people do not like to give honour to those to whom it is due.

> ***"Be kindly affectioned one to another with brotherly love; in honour preferring one another"***
>
> ***Romans 12:10***

> ***"Render therefore to all their dues: tribute to whom tribute is due; custom to whom custom; fear to whom fear; honour to whom honour"***
>
> ***Romans 13:7***

> ***"Honour all men. Love the brotherhood. Fear God. Honour the king"***
>
> ***1 Peter 2:17***

> ***"Render to Caesar the things that are Caesar's, and to God the things that are God's"***
>
> ***Mark 12:17***



A true witness must learn to treat people in authority with respect and honour. There are some people who are used to royal treatment hence they need to be treated as royalty.

As a true witness, when you meet a person who is in a position of power and influence, do not address them in a manner that is less than their status, because dishonour creates a barrier.

Jesus had a multitude of people following Him but He selected Zacchaeus for honour and requested to visit him.

> ***"And when Jesus came to the place, he looked up, and saw him, and said unto him, Zacchaeus, make haste, and come down; for today I must abide at thy house."***
>
> ***Luke 19:5***

By this act of honour Zacchaeus choose a new way of life.

> ***"And Zacchaeus stood, and said unto the Lord; Behold, Lord, the half of my goods I give to the poor; and if I have taken anything from any man by false accusation, I restore him fourfold."***
>
> ***Luke 19:8***

Jesus also showed Nicodemus honour by receiving him at night.

> ***"There was a man of the Pharisees, named Nicodemus, a ruler of the Jews: The same came to Jesus by night."***
>
> ***John 3:1-2***

There are persons around us that we should give special attention in other to win them, although, this should be done with discretion.

Honour is not only for men in authority, we should also honour all men because there is something special about all men. Sometimes it pays to see men as God sees them, because that would help us even to honour them beyond their expectations.

Every true witness should honour men because honour gains their attention. When we think like this, pride will have no place in our lives as witnesses.

As a true witness, you must honour people and those who admire you as a tool to get the gospel to them. A witness who constantly

gives honour will always gain the attention required that may lead to a conversion.

CHAPTER FIVE
COMPLIMENT AND WITNESSING

Everyone loves compliments, hence it is a very useful tool in witnessing. Speaking nice and complimentary words to people can give you the access required to reach them. Therefore, a smart soul winner must understand the power of compliment and its ability to open doors for witnessing.

Compliment grants the witness access to the soul to be won because people tend to let their guards down when they feel they are not in competition with others.

A true witness must look out for the good and beautiful things about others, may be their character, physical attributes or even their clothes. There is something to compliment in everyone.

For example, Jesus complimented Nathaniel when He first met him, and this was part of what convinced Nathaniel who later became one of His disciples.

> ***"Jesus saw Nathanael coming to him, and saith of him, Behold an Israelite indeed, in whom is no guile!"***
>
> ***John 1:47***

Jesus called Nathaniel a man without guile or deception. What a compliment!

When we meet with people as witnesses, we should not be selfish. We should be willing to give them what they need to bring them to God.

A compliment might be all that your neighbor, co-worker or even a stranger needs to begin the process of witnessing. This consciousness eliminates the thought of jealousy in a believer because he knows he is unique and sees the uniqueness in others that need compliment.

OTHER BOOKS BY

ISAIAH MICHAEL WEALTH