

# **The Divine Art of Soul-Winning**

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MOODY PRESS

CHICAGO, ILLINOIS

## **CHAPTER 4 -**

### **DO'S AND DON'TS FOR THE SOUL-WINNER**

THE AIM OF THESE STUDIES is eminently practical. They shall have failed of their purpose if many readers are not stirred to engage in this most fascinating and fruitful form of Christian service. The need of a genuine concern for souls and the necessary qualifications of a soul-winner, have been passed under review. The next step is to be found in II Samuel 3:18: "**Now then do it.**" The art can be learned in no other way.

"Soul-saving is a divine art," says Dr. T. C. Horton. "Men are not born soul-savers, but are made. There is a widespread misapprehension in the minds of most Christians concerning responsibility for this work. Christians seem to think that some people are called to this work, but that the obligation is not universal; that it is work which one may do or not do, as they choose. This is false, unscriptural, and illogical. Soul-saving is the greatest work in the world, and is committed to every believer. All may have the joy of doing it *who give themselves* to it, and all who fail to do it are recreant to a holy trust, and will be the poorer throughout eternity." If this be true, now then, do it.

1. DO believe GOD's promise of wisdom (James 1:1-5). Many hold back from this work because they feel so ill-equipped to engage in it, and are sure that they will never succeed. But has the faithful GOD not said: "**If any of you lack wisdom, let him ask of God, who giveth to all men liberally . . . and it shall be given him**"? Can you not trust Him to keep His word? Often stammering words, prompted by a genuine concern, achieve more than an eloquent discourse. Even if we seem to fail, GOD can bless our blunders, as the following story shows.

Dr. L. G. Broughton once said to an ignorant member of his congregation: "Why don't you speak to someone about JESUS CHRIST?"

"I will," he said. He walked down the aisle and sat beside a brilliant young lawyer. "Do you want to go to Heaven when you die?" he commenced.

"I don't know whether I do or not," answered the man.

"All right, then, go to Hell." He rose and left him.

Needless to say, the lawyer was piqued, but the shaft went home. When visiting Dr. Broughton a few days later he confessed: "I hate to acknowledge it, but that remark of that blundering fool of yours kept ringing in my ears, and I could not get rid of it. At last I got down on my knees, and said: 'LORD, give me the faith of that blundering fool who made me so mad,' and JESUS saved me."

They went together to the home of the "blundering fool," and, with tears streaming down his face, the lawyer wrung his hand, saying: "You are the man who led me to CHRIST."

I am not commending his method of approach, but I do contend that the result certainly atoned for his faulty method. Are you willing to be a blundering fool for CHRIST?

2. DO claim deliverance from the fear of man. It is essential that the soul-winner should lose the fear of man. A former employer of the writer, a Christian lawyer, was a fearless, personal worker. One day, feeling my bondage to the fear of man, I ventured to ask him if he had always been bold in this work. He replied that he had been as timid as anyone, until one day he could stand it no longer. He fell on his knees with his Bible open at Psalm 34:4: "**I sought the LORD, and he heard me and delivered me from all my fears.**" "LORD, you did this for David," he prayed; "do it for me now."

From that moment his timidity was replaced by a holy boldness. So long as we are in bondage to the opinions of the world, our work will be circumscribed and hampered. There are many who fail to engage in aggressive soul-winning through fear of being thought peculiar. Do claim deliverance from this satanic fear.

GOD will give a full deliverance to the most timid and fearful soul who dares to claim it.

3. DO keep your eyes open for opportunities. I have found myself surrounded with opportunities when willing to seize them, but when I was unwilling, no opportunities seemed to present themselves. Doubtless, there were just as many opportunities, but I was blind to them. We can be so occupied with what we consider "bigger things" that we neglect to speak to our milkman, baker butcher, or maid.

The following confession by a missionary secretary appeared some years ago in *The Missionary Review of the World*:

"I was helping to get up a big Convention, and was full of enthusiasm over making the session a success. On the opening day, my aged father, who came as a delegate to the Convention, sat with me at luncheon at the hotel. He listened sympathetically to my glowing accounts of the great features that were to be. When I paused for breath, he leaned toward me and said, while his eye followed the stately movements of the head waiter: 'Daughter, I think that big head waiter over there is going to accept JESUS CHRIST. I've been talking to him about his soul.' I almost gasped. I had been too busy planning for a great missionary convention. I had no time to think of the soul of the head waiter.

"When we went out to my apartment, a Negro man was washing the apartment windows. Jim was honest and trustworthy, and had been a most satisfactory helper in my home. Only a few moments passed before I heard my father talking earnestly with Jim about his personal salvation, and a swift accusation went to my heart as I realized that I had known Jim for years, and had never said a word to him of salvation.

"A carpenter came in to repair a door. I awaited his going with impatience to sign his work ticket, for my ardent soul longed to be back at my missionary task. Even as I waited I heard my father talking with the man about the door he had just fixed, and then simply and naturally leading the conversation to the only door into the kingdom of GOD.

"A Jew lives across the street. I had thought that possibly I would call on the folks who lived in the neighborhood - some time - but I had my hands so full of missionary work the calls had never been made; but, as they met on the street, my father talked with my neighbor of the only SAVIOUR of the world.

"A friend took us out to ride. I waited for my father to get into the car, but in a moment he was up beside the chauffeur, and in a few minutes I heard him talking earnestly with the man about the way of salvation. When we reached home he said: 'You know, I was afraid I might never have another chance to speak to that man.'

"The wife of a prominent railway man took him out to ride in her elegant limousine. 'I am glad she asked me to go,' he said, 'for it gave me an opportunity of talking with her about her salvation. I think no one had ever talked with her before.'

"Yet these opportunities had come to me also, and had passed by as ships in the night, while I strained my eyes to catch sight of a larger sail on a more distant horizon. I could but question my own heart whether my passion was for souls, or for success in getting up conventions."

Comment is needless. We are surrounded by opportunities - in our homes, in the church, in the Sunday school, among our friends, relatives, neighbors, employees, fellow workmen, on trains or cars, in parks or on the streets, if only we are willing to avail ourselves of them. Do improve your opportunities.

4. DO purpose to win ONE soul. You might well shrink from the task if you were asked to win twenty souls; but could you not win one? Have you ever honestly tried this? Don't say, "I can't!" for GOD never requires us to do something we can't do. Ask the LORD to lay one soul upon your heart, and then lay yourself out to win that one.

Incalculable possibilities lie in this purpose.

Dwight L. Moody, who later became the great evangelist, was reared in a Unitarian environment, went to Boston at an early age, was induced to join a Sunday school class, and was led to a definite acceptance of CHRIST through the faithful personal persuasion of the teacher of that class. When Andrew brought Peter to JESUS, he brought through Peter 3,000 souls on the day of Pentecost; and when Edward Kimball brought Moody to JESUS, he brought, through Moody, a million souls to CHRIST, and by that much moved the whole world Godward. One soul is worth it all, but infinite possibilities are wrapped up in every soul.

But consider the negative side.

Joseph Smith, who later became the leader of the Mormon Church, lived in a neglected home in a certain country community. A farmer on his way to church passed that home every Sunday, but he never asked the poor lad to accompany him, or even to attend Sunday school. The sad consequences of that failure will never be blotted out. Unnumbered lives have been blighted and homes ruined. Oh, the tragedy of failure!

In every community there are potential Moodys, potential Spurgeons, and also, alas, potential Joseph Smiths! There may be one or the other in your own home, or in your neighbor's home. Do seek to win at least one soul for your LORD.

In order to crystallize this purpose for you, will you, or will you not, here and now append your name to the following suggested pledge?

### **WIN ONE SOUL**

I will seek, with GOD's help, to win one soul each year, and endeavor to get them to do the same.

Name \_\_\_\_\_

~ end of chapter 4 ~

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