

## HOW TO BE SUCCESSFUL IN SOUL WINNING

In the beginning of this lesson, I want to share with you, some facts, that come direct from the pen of Jule Miller, himself. He said, in 1960, 274 churches of Christ reported over 4,000 conversions as a direct result, of these film strips. Two congregations were started in New York in just one year, using these films.

Out of hundreds of individuals, who showed these film strips, there was an average of 50% success rate. In one congregation, there were 119 people, baptized into Christ, in just 18 months, all of them were the results of showing these films.

Jule Miller said, that this was, only a few of the thousands of convincing reports, that he has received in his office.

Now you are probably wondering what kind of success rate, that Mary and I have had, in showing these films. We do not believe in keeping the number of people, that we have taught and baptized. Because a person might be tempted to heap glory upon himself and lose his reward in heaven. I will give you a safe percentage. It would be at least 90% of all that we have shown these films to. I hope these facts have gotten your attention, to where we are ready to listen to the rest of the lesson.

I am going to share with you, exactly what we do, to have this kind of success rate, and you can have the results, that we have had. If you are willing to prepare yourself. I have no doubt, that every person who sees these films, who have an open mind, will BELIEVE and OBEY what is being taught regardless of what denomination they belong to. During the early years of these films, the church of Christ enjoyed its finest years of growth.

QUESTION – What has gone wrong, in the last several years, because we are now in that list of, getting smaller in number, every year? The answer is very simple, we have lost sight of the most important work of the church.

That is SOUL WINNING. The word of GOD is just as POWERFUL now, as it has ever been. So the PROBLEM is with us. Paul says it better, than I can. In Rom.13:11-14, he says, it is high time for us to WAKE

out of our SLEEP, that the night is for spent the day is at HAND. Put on the LORD JESUS, and make no

provisions for the flesh. We are so wrapped up in, getting things, that we see and want. Paul also says, in 2 Cor.4:18

that the things seen, are temporal, but the things that are not seen, are eternal. We must get our priorities on the

right things. The most serious question, that we could ask right now is, how are we going to overcome, our LUKEWARMNESS toward SOUL SAVING. Answer to this is STUDY, STUDY with an open mind, and start

PRAYING to GOD, with different things on our mind, LIKE SAVING SOULS.

PRAYER is the most important part of being a successful SOUL WINNER . Jesus says in John 15:5, where he is talking about bearing fruit. Here Jesus said, 'WITHOUT ME YOU CAN DO NOTHING'. This means, that Jesus is holding out HIS hand to each one of us, that has a desire to be a personal worker .Matt.28:20, Jesus is saying let us work hand in hand together. Jesus also knows where the PROSPECTS are.

- WE TEACH, JESUS' WORD CONVERTS, AND GOD DOES THE SAVING  
!!!!

Let us remember the lesson that Jesus taught Peter, in Luke 5:1-10. Peter and those who were with him had

fished all night, and had caught NOTHING. They were washing their nets, getting ready to go home and rest .

Jesus came along at this same time and said to Peter, LAUNCH OUT INTO THE DEEP, FOR A GREAT CATCH.!!!! Peter said , Master , we have used these nets all night, and we have not caught a single fish. Never

the less, at your WORD we will cast the nets one more time. When they obeyed Jesus , they caught so many fish

that their nets begin to break, but they still filled two boats. What was their PROBLEM? They did not know where the fish were.

What a great lesson for us today, we too, must walk with Jesus at our side, because He knows where all the pros-

pects are. Every time that we come in contact with someone, that we feel would be a good prospect, write their

name down, and start bringing their names before the throne of God in prayer. I will assure you, that it will not be long until we will be having home Bible studies.

When we feel nervous, just before , we are to teach a Bible study, prayer to God, will bring comfort and strength and joy. Then we will be able to enter the study with all confidence.

We must keep ourselves involved in the things, that will build us up. Spend time with those, who are excited about SOUL WINNING.

QUESTION - How many of us have watched all five of the Jule Miller films? I believe that these film, should be shown, to every member of the church. It is an excellent way, to provide an over all knowledge of the Bible to everyone. Who knows it might just make a personal worker out of some of us, when we see just how easy it is, and also see that it is very educational.

You may be surprised in what I am going to say. We never use a tape recorder, record player or video. We

read out loud, every word that Jule Miller has written down in the work books, because I know at my best, I can not get the message across as well, as the author does, we must remember, that our purpose is to save SOULS.

QUESTION – Why do we sometimes seek glory in what we have to say, when all that we have really said, is a repeat, from what God has already said many years ago?

This is my opinion about the teacher reading the lessons. Our prospects are only present because, of the teachers efforts in becoming a friend to him. He wants to hear the teachers voice and not the voice of some man on a tape, recorder or video. What we say , and how we

say it, and the tone of our voice, speaks volumes, to the hearers. We must NEVER forget this. We read in Col.4:5-6, where the Apostle Paul says, walk in wisdom toward those that are without, redeeming the time. Let your words always be with GRACE, seasoned with salt, that you may know how to answer every man.

The voice is so important, that some well known executives, hire their secretaries, by listening to their voice from another room while they are being interviewed. We must have a kind voice, and speak with conviction.

We must never, act like we are better than someone else. After all, the only difference between us and our student is, we are a saved sinner, and they are a lost sinner.

The teacher must be very careful in the way that he conducts himself, in a Bible discussion. We must never use our knowledge, to purposely put the student in a uncomfortable position. We may be able to win the argument but at the same time, we could end any future Bible studies. So we become the real loser.

Here are the Titles of these five lessons.

1. The Patriarchal Age 2. The Mosaic Age. 3. The Christian Age. 4. God's Plan for Redeeming Man. 5 History of the Church.

Some Teachers, do not understand, why Jule Miller would use two of the film on the Old Testament. So they

start with the third lesson, The Christian Age. In my opinion, if we are looking for short cuts, when it comes to saving souls. If so we should never start. I have no doubt in my mind, that the Holy Spirit had a lot to do in guiding Jule Miller in putting these film together. Please listen carefully, these first two film on the Old Testament, is one of the main reasons, that these films are so successful. Most people, know very little about the Old Testament. They do not know that in Gen.3:15, God gives the first prophesy concerning the redemption of fallen man, and the rest of the Bible, records a conflict between God and satan. Satan goes about, using all the power that he has, trying to keep this prophesy from being fulfilled. God uses all His power in being sure, that His prophesy does come true. As we are teaching these two lessons, keep that thought before them, ever time that you can insert it into the lesson.

The first two lessons will answer many questions, that our students have, with out them ever having, to ask them.

One of the most important facts, that the Old Testament teaches is the importance of obeying exactly what God says. Also the mercy and severity of God. We will have several opportunity, to pause in our film presentation, to point these facts out. It is important, to make eye contact with the student. This way they will know that we are personally interested, in sharing with them, Also, if they are getting a little disinterested, this will help wake them up. Always be very alert to our students attention level all during the film. If they show any signs of having their minds somewhere else, then it is time for us, to ask them, if they have any questions thus far in the lesson.

You can use a little more of your time to point out somethings, that you feel,are important for them to know, things that the film has not covered. Now when we teach the consequences of not obeying, every word of God, that will help us tremendously, when we start showing the third film. Because most people are very prejudice about what they believe. The first two films also provide us an opportunity to get better acquainted , and establish a closer relationship. We are going to need this very much, when we get into lesson three. These first two lessons are going to be a great help in causing things to remain, in a teachable atmosphere. I cannot over stress the importance of showing the first two films. For example, in the closing part of lesson two, there will be a picture of Jesus, and the two thieves , hanging on three crosses. This provides a wonderful opportunity, for us to point out that the majority of religious people, in the world today, believe that we can be saved, like the thief on the cross.This picture will provide us the opportunity to show that the thief died , while the Old Law was still in affect. He died before Jesus had shed his blood, and before Jesus, had established His church.

So if we could be saved like the thief on the cross, then Jesus would have died in vain.( This will answer the question and they wont have to ask it.)

Be sure , you read your manuals, many times before you ever show the films. Underline the important things, so you can , by your tone of voice, emphasize those things. Also, jot down in your manual, some things that you would like to enlarge upon. It will help to keep the attention level very high, because learning is taking place ,in the mind of our students.

I would like to say again, if we are not willing, to prepare ourselves to be personal workers, we will not be successful . What I am sharing with you ,is exactly the way, that we prepared, and conducted, our Bible studies.

We have learned , these things , through many years of experience. I cannot , over emphasize the importance of being a good reader. The only way, that we can accomplish this, is through prayer and practice. Anything that is worth while, takes a lot of time. There are no short cuts, when it comes to being a successful soul winner. If we are not comfortable in reading the manuals, then we should use the cassette, or the video.

It is very important, while everyone is seated and ready to watch the third film to say some things that will make

a more teachable atmosphere, such as:

1. You know, there are many different churches in the world today. All of them are teaching different doctrines, and they refuse to worship together . Do you believe that God is pleased with this. Lets remember what the Apostle Paul says in 1 Cor.1:10. ` I beseech you brethren.(which means, I beg you brethren) that there be no divisions among you,but that you be perfectly joined together in one mind.
2. In this lesson, do you want me to share with you,all of the scriptures on how to become a Christian, or just the ones that point out my view, on how to be saved.

3. I also say, we are going to be studying in this lesson, several subjects that is very controversial. So it will help us to lay aside every thing that we have heard, and listen to what the Bible has to say. If we will do this, we will have no problem in understanding what Gods word is saying on these different subjects.

4. Another thing that I say is, I want you to know, that I am fully aware of the responsibility that I have in teaching nothing but the truth. I will answer to God if I teach anything that not written in Gods word. I also will have to answer to God for not teaching everything in Gods word. If we will say all these things, before we start the lesson number three, it will make a complete different atmosphere in which to teach.

5. We must have open minds that means, that we are saying in our heart, that we want to know, what God says, and not what man says.

If we will practice this, I will assure you, that the study will go much smother. Your tone of voice must be filled with love and sincerity.

Before we begin showing, the first lesson, we would pass out the lesson books, to every student, so they can follow along with the reading. This gives them something to do to keep their interest level up. Tell the students that there is 100 questions in the back of each lesson book. If they so desire, they can answer these questions at home. Then at the next meeting we will go through them and they can grade their lesson. This gives them the opportunity to ask any question, about the questions they might have missed.

Now I would like to say something about lesson four, because, about one half of this lesson is on baptism.

Before we start lesson four, we need to say, to our students, 'One of the most controversial subjects in the world today, IS BAPTISM ESSENTIAL FOR SALVATION'? So the author has chosen, because of its importance to use about half of this lesson, pointing out, what the scriptures have to say on this very important subject. So Please listen carefully and if you detect anything, in this less that you feel is not, according to truth, or, that the author is trying to deceive people. I want to assure you that you will not offend me, if you want to point it out.

Next is lesson five, which is titled, the 'History of the Lords Church. The information, that is imparted in this lesson is so important, and so interesting to the student that they just sat in awe. They just can't hardly believe

that the church that they belong to, or the church that they would go to, if they went, was not started in A.D. 33, at Jerusalem, but was started hundreds of years later, by men. They are in shock. So we can see, just how important, our work is in sharing this with them. When you get to the picture, where it shows the Bible and a group of people and the title above the picture, reads 'History of the Church'. in my opinion, the teacher can say to his students, the top half of this picture represents. the church of Christ, that Jesus built in A.D.33, at

Jerusalem.

QUESTION – Why should this comment be made? Because, we have had students ask us later on in the lesson, where is the church of Christ, in the diagram of all the other churches. We have not seen it listed.

They miss what the top half of the picture portrays. It portrays the church of Christ, that Jesus built. It just don't spell it out that plain.

We encourage the students to ask questions anytime they want to. I will pause once in a while, and ask them, if they agree, with what has been said. We should make these meetings just as informal as we can. The students will feel more at home, and more learning will take place. All we have to do is treat others like we would like for them to treat us, if we were in their place. If we will do this things will work out alright.

Don't ever lose your excitement, from teaching and showing these film over and over again.

QUESTION – How are we going to accomplish this? God will take care of that, God will always do His part. All we have to do, is do our part. To prove that this is true, we have showed these films to over 100 families, not counting the different classes and different congregations, and we have never lost our excitement about showing them. Because souls, are being taught and saved, and if this is not exciting then, WE HAD BETTER TAKE A LOOK AT OUR OWN SOULS.

This is the most exciting and rewarding work that we as Christians, can get involved with. If we get involved in showing these films, I assure you, that your life will never be the same. The Lord will give us strength and wisdom and feelings for the lost, that will totally amaze us.

All that we have to do, is commit ourselves to Jesus, and it want be long, until we can say, what the Apostle said, it is no longer I, that live, but Jesus, who lives, with in me. Isaiah says it very well in Isaiah 40:31, But they, that wait upon the Lord, shall renew their strength and they shall mount up with wings as eagles, they shall run and not become weary, they shall walk and not faint. I would like to read us, another verse, written by Paul in 1 Cor.15:58, that has been a tremendous help in my service to God. He says, therefore, my beloved brethren be ye steadfast, unmovable, always abounding in the work of the Lord, for as much as you know, that your labor, is not in VAIN, in the Lord.

Something else, that I would like to say, about the purchasing of the films, and the film strip projector and lessons, and the necessary equipment that goes with them. It is good, when the church purchases the film strips, and the projector, and the silver screen, also extra bulbs for the projector, also all the work books, that are needed. But some thing that is better then this, is for us to purchase all of these items, for ourselves. I will guarantee you, it will be the best investment, that we could ever make, if we will use them. It is so handy to have

them in our own home, all the time. So we can use it at every opportunity , and there will be a lot of opportunities. God will see to that.

An example, there will be a lot of times, that we will say to our wife, if we didn't have to go to the church house, and hunt ever thing up, we would just call up to John and his family and have them to come over, then we could show them, one of these films, and we could have a great time together. But by the time ,I go and get them, it would be getting too late, and besides that , some one may already have them checked out. So we will just forget it. Now this is not a good situation to be in. This example, will happen, time and again. The devil will take this and use it to his full advantage, he will cause us to loose our excitement about being soul winners. If we will buy all the equipment for our self and dedicate our self to using it, this will mean more to us then our TV set, more then our computer, more then all of the videos, that we have ,because showing these film along with the Bible, we will (with the Lords help) convert more souls then we ever thought possible.

When we purchase our own set, then we need to start immediately showing these to ourselves and then to our family .The more we show them, the more confidence we will have in the effectiveness in teaching others. We must have this confidence are we will not be able to convince others, just how wonderful these films are, in helping other to better understand the truth of the Bible.

We have had a set of these in our home for many, many years. Here is a helpful hint, that I would like to pass along to you , about these filmstrip projectors, the bulb is easy to be burned out if the table it is on is shaken, while the bulb is still hot. They are rather expensive, so leave the fan on for awhile after you turn the bulb off.

There is something you need to say when you finish lesson three. We will say to our students, ` If at any time during these lessons, that you feel the need, to make a change in your life , just let it be known. We will be glad to assist you, in anyway that we can.' We tell them that we have the key to the building, the water is warm, also there are baptismal garments you can use. Everything is ready when you are. It sure makes it easier , when the man that is doing the teaching ,does the baptizing. Here are some advantages to this. This usually happens between 9.pm and 10 pm. some people have already gone to bed. We sure don't want to wait, until we have a service at the building, because the devil my come, and snatch the truth right from their heart. Another thing, some people have a problem in going up before a large number of people to be baptised.

In the Bible , examples of conversions, most people that believe are baptized the same hour of the night or day.

There is something else I would like to say, whether it is a two man team, or husband and wife team. When the student ask a question, the one doing the teaching should answer the question, and if he does not know the answer,then he can ask his helper to answer it. If nether one knows the answer,

then he should say, we do not know the Bible answer to your question, but we will try our best to have the answer for you the next time we meet.

Now here is a no! no! If the one who chooses to answer the question and the other one does not agree with the answer, DO NOT DISAGREE in front of your student.(It destroys confidence ,of the student in both people).

You will have time to discuss your differences later and work them out.

Each time, that we close a lesson, we would TELL OUR STUDENTS HOW MUCH WE ENJOYED BEING WITH THEM, ALSO THANK THEM FOR THE QUESTION THAT THEY ASKED, AND FOR THE GOOD ATTENTION , THEY GAVE.

Be sure to set a time for the next study , before they leave to go home. Here is when we must take the lead, and say, if it is a good time for you, let us meet again one week from tonight , or sooner, if you want to. If they agree, then say, do you want to meet at our home or yours? It does not make any difference to us.

We may have to go as far, as to say , we will fix a meal for you before the study next time.

This will help to get them back.

To have a successful, Bible study with a family, the man must, set up the study, and he must, set it up with the man of the house. If we will do this, the Bible study will go much smoother, because, the man will be sure, that he and his family will be there on time, he will give you , his full attention, he will take care of keeping his children quiet.

Now let us notice, what can go wrong , if we set the study up with his wife. He will feel , that his wife should not have set the Bible study up, without , his permission. Just because she is interested, is no sign that he is interested. So his feelings is hurt toward his wife. To show his hurt, he could treat you very cold when you arrive, he may not even turn off the TV, there is all kind of ways he can show his dislike. We are defeated before we even get started. If only the woman is interested, let the ladies teach her.

Another thing that we want to make very plain, about the man or even two men, out knocking doors , trying to set up a Bible study, with a mans wife when he is not home. It is a no!, no! to go in a mans house when he isn't there. We should never set one foot inside a mans house to talk to his wife, when he isn't there. Most men become very angry, when they find out another man or men have been in his house , alone with his wife, even, if he knows the man. All kind of things will begin to run through his mind. Then he will start questioning her, and then she becomes upset, and harsh words will be said, between the two. Men, all we have to do, to keep from making this mistake, is to ask ourselves, how would we like, for our wife , to be alone, with some other man in



your house. Wives , PLEASE give heed to this. You should never let another man into your home, if your husband is not there. Because it can damage the trust between husband and wife. It can sure cause a lot of hurt feelings, when there is absolutely, no cause for it. If a man thinks he cannot wait , until the husband gets home, to talk to the mans wife, then take your wife with you.

The very important part of the success , that we have had in saving souls is that we always worked as a team.

When the husband, invites some family into his home, for a meal and a Bible study, that means there is a lot more house cleaning and cooking, that needs to be done. So we can easily see, that the wife, must also , love the

souls of people, or she will resent this whole idea of being a soul winner.

My wife has always been by my side, all the way. We have always worked together, as a team, knowing that Jesus was walking side by side with us, supplying our needs. We set up Bible studies together, we work together

on lessons, we pray together, we worked on cooking together and cleaning house together.

While my wife was building a relationship with the lady, I would be doing the same with the husband. We always tried to spend enough time with them, to gain their respect, before we ever told them, about the film strip.

To be a successful soul winner, we must have a friendly personality. This is extremely important. If we have a friendly personality, we will be able to talk to strangers, without much difficulty. When we are walking , hand and hand , with Jesus every day, He is going to help our attitude. Then we will be ready to start building relationships with our prospects.

Sources for prospects are people we come in contact with every day.

1. Visitors to the assemble.
2. Spouses of members of the church.
3. Unfaithful members.
4. Our friends, and neighbors.
5. New residents.
6. Engaged couples, and newly weds.
7. Young people
8. Hospitals, jails, rest homes, VBS and etc.

Jesus says in Matt.9:37,38 the harvest is truly great ,but Jesus needs HARVERSTERS.

Every person that we come in contact with through the day should be viewed as a possible prospect for a future Bible study. IT can began with nothing more than a smile and a friendly salutation. Most people will return a friendly smile. Then we can build upon that. Don't get in a big hurry in developing a relationship, the other person may not be ready for it. We will have plenty to do working with the people on our list that we have been praying about.

Find out what our prospects like to do and involve out selves with them. We should be ready now to set up our own Bible study. We must be excited about showing these films.

EXCITMENT is catching. It has a lot to do with our success in setting up Bible studies. This excitement can rub off on the prospect.

QUESTION – What can GENERATE, this kind of EXCITMENT? First we must know, our product. It is very difficult to sell something that we know very little about.

We must BELIEVE in and KNOW our product.

We must be willing to PREPARE our SELVES ,so we can put forth our BEST EFFORT.

WE must get acquainted with the lesson material and equipment, by using them . Read the manuals with the pictures on the screens, until we become comfortable in showing them. Keep our bibles in our possession always.

It is not enough to know the product. We must know , just how effective it is on the hearts of the hearers.

QUESTION – If we have never shown these films before, how are we going to know how effective they are?

Just believe what we have read from the pin of Jule Miller, and the results of what my wife and I have had.

We attended ever personal work class in our area for years, and we heard more then once that , you can't change

a Catholic, so there is not any use trying. But you will not hear us say that , because we have taught and baptised

several Catholics. We must put our confidence in the POWER OF GODS WORD,and not in what we think.

**IF WE WILL JUST PRESENT THE WORD OF GOD IN LOVE, GODS WORD WILL ACCOMPLISH WHAT GOD HAS WILLED FOR IT TO DO.**

Just remember **WE DO NOT** have the **POWER** to **CONVERT** anyone. **JESUS SAID YOU CAN DO NOTHING WITH OUT ME.**

These film provide us the opportunity to approach people about setting up a Bible study, with out offending them. After we establish a good relationship with someone, God will provide us the opportunity during our normal conversation to say something like this. ` We have a study of the entire Bible on five films. Each film has about 80 beautiful pictures, illustrated in color, by some of the most famous artists in the world. They also have a manual with each film that describes what the pictures portray . These five film gives a birds eye view of the entire Bible. It also helps to rightly divide the words of God. We will not pressure you to change or to obey any

anything. There is no charge for showing these film. You can take what you will learn and do with it what so ever you choose to. I will assure you that you will learn more about the Bible then you ever thought you would know. It takes about an hour to show each film. As you know we are living in a time when it is nearly impossible for us to find something that we can do as a family. This is something the whole family can get involved in that has lasting values. We will be glad to show the film in our home or your home or we can mix it up.

When we use this approach it will keep from offending anyone,and leave our relationship in tact.

We hope this will help you in your soul saving work.

Herb Trout

