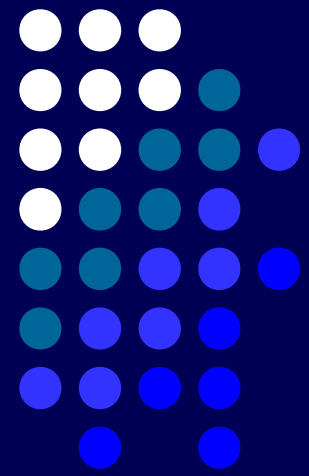


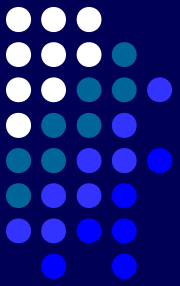
Church Visitation

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Witnessing
&
Soul-Winning



Northwest Baptist Church

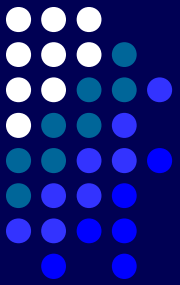
Who Are The Wise?



“...he that winneth souls is wise.”

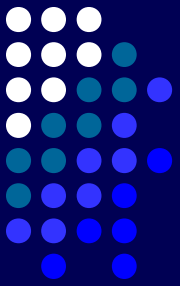
Proverbs 11:30

Stopped By A Police Officer



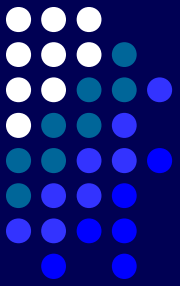
- Attended a witnessing and soul-winning class one Sunday night.
- Was taught to ask certain questions to lead into witnessing.

Stopped By A Police Officer



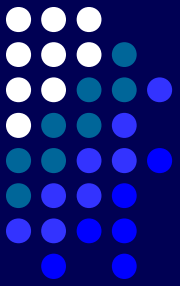
- The next morning on the way to work, I was stopped for speeding. The police officer had my passenger car door open, with one foot on the running board and was leaning over writing me a ticket. I asked him this question...

Officer....



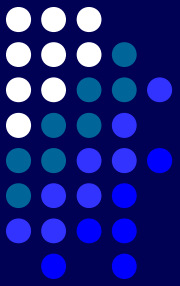
- “If you were to die today, do you know for sure if you would go to heaven?”

Compel Them To Come In



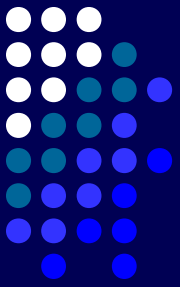
- Luke 14:23
- “Go out into the hedges and highways and compel them to come in.”
- Navy man, Nuclear Power School, on liberty walking to bus depot to go to San Francisco.

Why Bother?



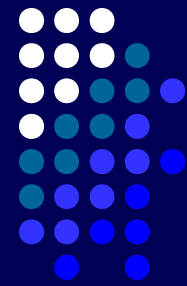
- There are more fun things to do.
- My friends will think I am weird.
- Everyone has their own beliefs. Why should I bother them?
- What is the big deal?
- I can be a Christian without trying to tell others about it.

Neighbor's House on Fire, Will You Warn Them?



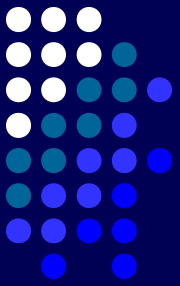
- You have more fun things to do.
- Why bother them?
- They may not believe the way you do.

Neighbor's House on Fire, Will You Warn Them ?



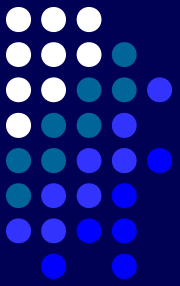
- What is the big deal?
- I can still be a Christian and mind my own business.
- *If you take the above approach what happens to the people in the house?*

Most People Don't Believe in Hell



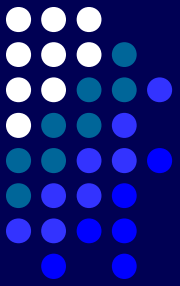
- Jesus believed in Hell.
- “...fear him which is able to destroy both soul and body in hell.”
(Matthew 10:28)
- “and these shall go away into everlasting punishment.” (Matt 25:46)
- *Read Luke 16:19-28*

If You Really Believed...



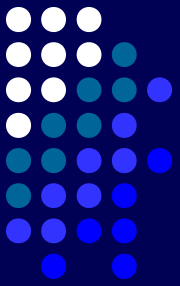
- If fire broke out downstairs in your neighbors house, while they were asleep upstairs. If you really believed that your neighbors might burn up would you try to save them from death by fire?

If You Really Believed...



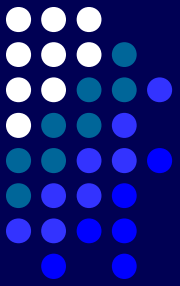
- If you really believe that the lost will die and suffer a burning torment in hell, would you try to save them?

How To Be a Wise Christian



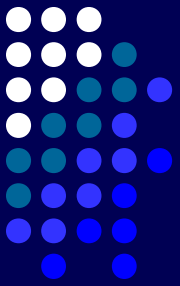
“And they that be wise
shall shine
as the brightness of the firmament;
and they that turn many
to righteousness
as the stars for ever and ever.”

The World Has Its Stars



- Stars on your papers in school
- Hollywood Stars
- Rock Stars
- All Stars in Sports
- Generals and Admirals get stars
- “Corporate Stars”
- “Rising Political Stars”

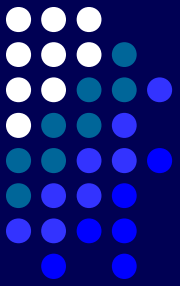
World's Stars Are Temporal God's Stars Are Eternal



“They that turn many to
righteousness shall shine forever and
ever.”

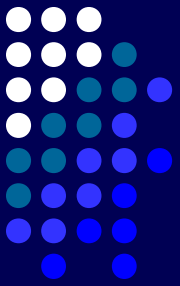
Dan. 12:3

The Sower Is Joyful When It is Time to Reap



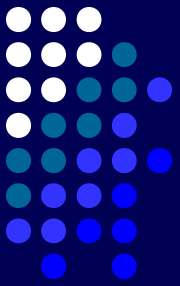
- “They that sow in tears shall reap in joy.”
- He that goeth forth bearing **precious seed** shall doubtless come again with rejoicing bringing his sheaves with him.” (Ps 126:6)

The Sower Is Joyful When It is Time to Reap



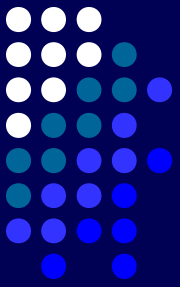
- What is the seed? (Luke 8:11)
- Sowing can be hard, difficult and sorrowful, but reaping is pure joy.

Some Joyful Sowing



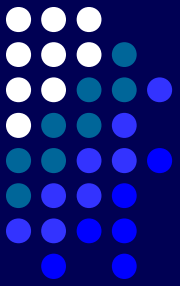
- Mr. Weisner
- Bob Ogden
- Mr. Ogden Sr.
- Dr. Fred Frazier
- Mr. James Bond
- Hawley Ham, Singer
- Ron Fishman
- Campbell Soup Executive
- Steven Neeld
- Lady, Banner Rd
- Fred Krych
- Window washer
- Mr. Ware and Family

Jesus Sends Us (But Less Than 2% Go)



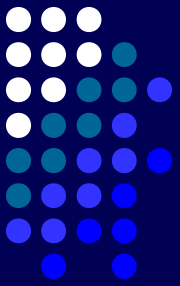
- “Behold I send you forth as sheep in the midst of wolves: be ye therefore **wise** as serpents and **harmless** as doves.” (Matt 10:16)
- Purpose of this class is to help all of us to be wise, but harmless.

Jesus Sends Us (But Less Than 2% Go)



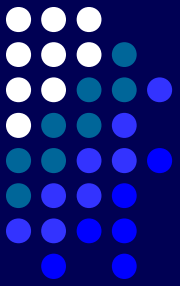
- We are sent to witness to the lost, but we are commanded to be **wise** and **harmless** in doing it.
- (That's why we have this class today.)

Jesus Sent Them by Two's



“And he called unto him the twelve and began to send them forth by two and two and gave them power over unclean spirits.” (Mark 6:7)

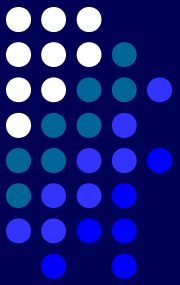
Jesus Sent Them by Two's



When going on church visitation, go by twos.

When alone, you can still witness and testify.

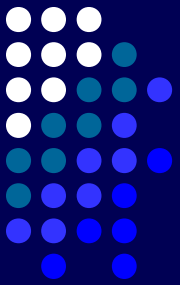
Put Your Heart Into It



“And whatsoever you do,
do it heartily as to the Lord
and not unto men.”

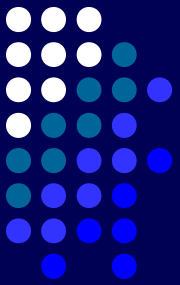
(Colossians 3:23)

How To Witness



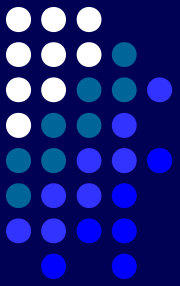
- Let all things be done decently and in order. I Corinthians 14:40
- (That is the purpose of this class. To learn how to witness and try to lead others to Christ, decently and in order.)

How To Talk To Others



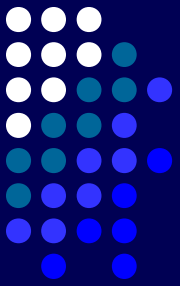
- What if I don't like to talk to others?
 - How do I converse, or talk to others, or carry on a conversation?
- The world's greatest salesmen and greatest conversationalists are NOT the best talkers. They are the best listeners.

Formula For Being A Great Conversationalist



- 75% Listening and 25% Speaking.
- Show interest and enthusiasm.
- Look for conversation items.
- 15-20 minutes at a time, except in unusual circumstances.
- Ask people about things of interest to them.

What to Talk About



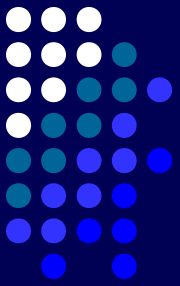
F - Family

O - Occupation (work)

R- Religious Background

M- Message

Three Types of Messages

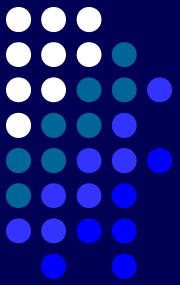


Caller centered – sickness, sorrow, injury, special need, new to area

Church centered – follow up on visit, check on absentee, invite to special meeting

Christ centered – witness and testify to a lost person (soul-winning effort).

Use Your Sword



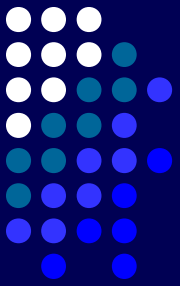
“The word of God is quick and powerful and sharper than any two-edged sword, piercing ...to the soul and spirit...”

Hebrews 4:12

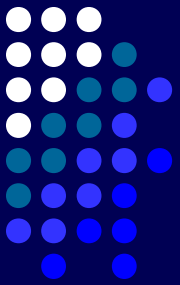
“My word shall not return unto me void.”

Isaiah 55:11

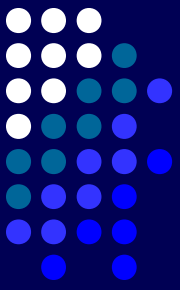
The Romans Road



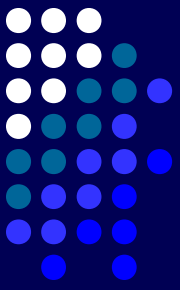
- Romans 3:10 (first verse)
- “As it is written, there is none righteous, no not one.”
 - Are you righteous?
 - If God said none is righteous, , . then how could you be righteous?



- Romans 3:23 (Second Verse)
 - “For all have sinned and come short of the glory of God.”
- Romans 5:12 (Third Verse)
 - ...as by one man sin entered into the world, and death by sin; and so death passed upon all men, for that all have sinned.”



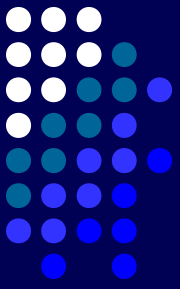
- Romans 5:8 (Fourth Verse)
 - “But God commendeth his love toward us, in that, while we were yet sinners, Christ died for us”.
- Romans 6:23 (Fifth Verse)
 - “For the wages of sin is death, but the gift of God is eternal life through Jesus Christ our Lord.”



- Romans 10:9-10 (Sixth Verse)

If salvation is not a wage,, how do you get it?

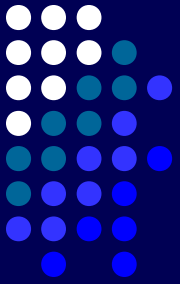
- “That if thou shalt confess with thy mouth the Lord Jesus, and shalt believe in thine heart that God hath raised him from the dead, thou shalt be saved. For with the heart man believeth unto righteousness and with the mouth confession is made unto salvation.”



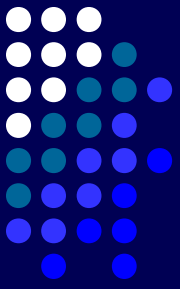
- Romans 10:13 (Seventh Verse)
 - “For whosoever shall call upon the name of the Lord shall be saved.”
- Who does “whosoever” include?

Practice

- Volunteers



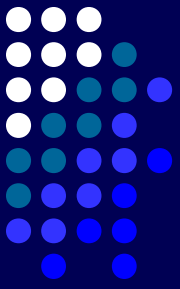
What Does Christ Want Us To Do?



“Ye shall be witnesses
unto me ...unto the uttermost part
of the earth.”

Acts 1:8

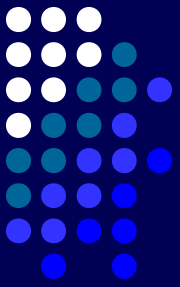
What If I Don't Want To Be A Witness?



- We all have a free will to accept or reject Christ
- We all have a free will to be baptized or not
- We all have a free will to obey Jesus who commanded us to go into all the world and preach and teach the gospel to every creature.

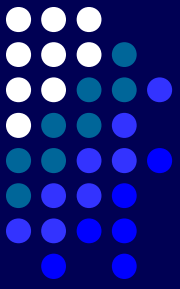
Jesus said: “If ye love me, keep my commandments”, but you have a free will.

What If I Don't Want To Be A Witness?



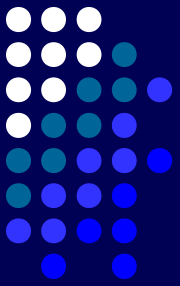
- Join the crowd. Only 2% of Christians witness and testify to others.

What If I Don't Want To Be A Witness?

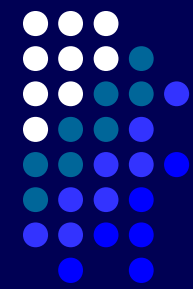


- “When I say unto the wicked, Thou shalt surely die; and thou givest him not warning, nor speakest to warn the wicked from his wicked way, to save his life; the same wicked man shall die in his iniquity; but his blood will I require at thine hand.” (Ezekiel 3:18)

“You Can’t Take It With You”



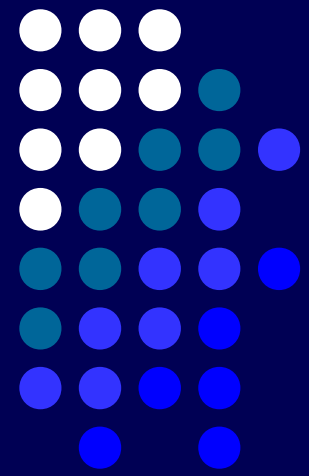
- That is not true.
- You can’t take money or possessions.
- However, you can take those that you win to the Lord.
- Some say: but I do not save them, Christ does. (In a sense you do.)
- “That I might save some.” I Cor 9:22



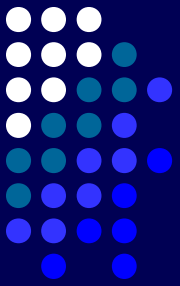
Church Visitation

Northwest Baptist Church

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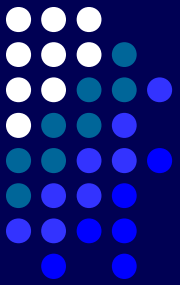


Scripture Guide To Visitation



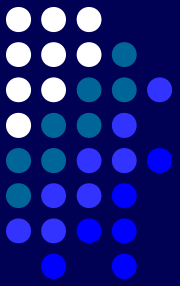
- Daniel 12:3
- Psalm 126:6
- Matthew 10:16
- Mark 6:7
- Colossians 3:23
- I Corinthians 14:40

Attitude



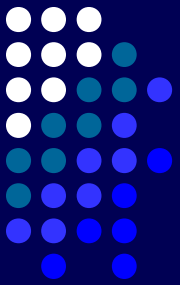
- Pray during the week
- Family agreement
 - Visitation evening – no fights
 - Boost Dad for the evening
 - Best meal of the week
- Think positive

Visitation Material



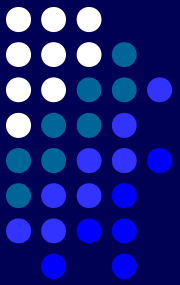
- Pocket sized New Testament
- Pen
- Note cards
- City map
- Flashlight
- Breath Freshener
- Church literature

While In The Car



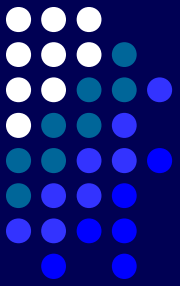
- Select items you will need for visit (tracts, baptism info, about our church)
- Personalize by writing prospects name on literature
- Memorize prospects name

While In The Car



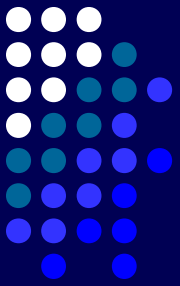
- Decide speaker/supporter
- Brief prayer in car

From Car to Front Door



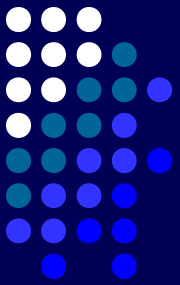
- Always use walkway
- Note conversation pieces
- Be positive

From Car to Front Door



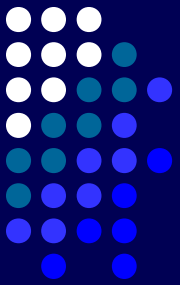
- Smile if observed
- Cease conversation near front porch
- Flash big smile to partner (*make sure partner has been to the visitation class*)

At Front Door



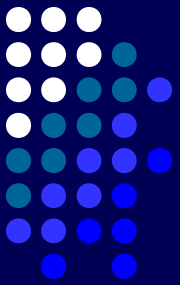
- One definite ring
- Stand back 4 or 5 feet
- Partner is back off porch
- If lady answers (and you are men) step back or shift back on feet.
- If no one is home, leave personalized literature.

The Door Opens



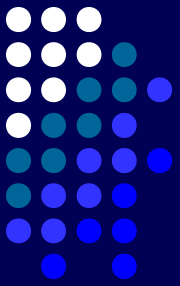
- Hello, Is this the.....residence?
- We are from Northwest Baptist Church. Pastor Rogers asked us to come see you. May we come in for a short visit.
- (why do we say short visit?)

When Not To Enter Home



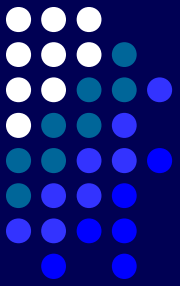
- If spouse is not home and you are two of opposite gender
- If company is present.
- Eating, or about to eat dinner
- Important event (birthday, etc.)
- May we come back another time?
- (what does this question do?)

Entering Home



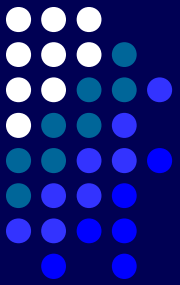
- Don't allow presence of empty beer cans or loaded ash trays change your loving interest.
- Ignore remarks about how the house is a mess.
- *Trap – oh don't worry about the mess, our house looks like this too.*

Dealing With The TV



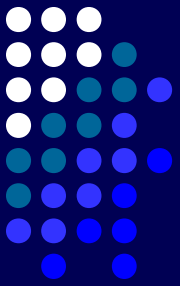
- Speak lower than TV volume, so they can't hear you. This may cause them to turn TV down or off.
- (example of Mr. Bond in Florida)

Dealing With The TV



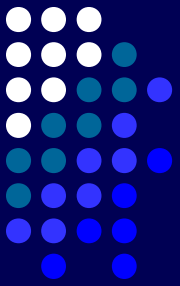
- Sit so they must look away from TV to see you, if possible.
- “If this is your favorite program, perhaps we could come back another time.” *(Most would be reluctant to admit this is a favorite program.)*

The Conversation



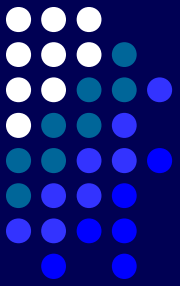
- 75% listening; 25% talking
- Conversation items
- Show genuine interest and enthusiasm
- 20 minutes

What To Talk About



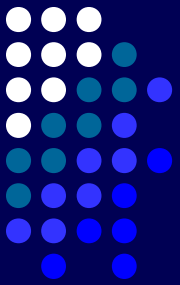
- **F** – Family, hobby, home, furnishings
- **O** – Occupation
- **R** – Religious background
- **M** - Message

Three Types of Message



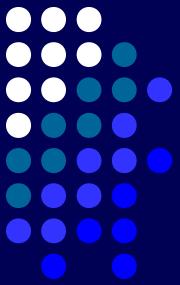
- Caller Centered – Sickness, sorrow, special need
- Church Centered – Prospective member, church business
- Christ centered – Soul winning, baptism

Dale Carnegie Course Summary



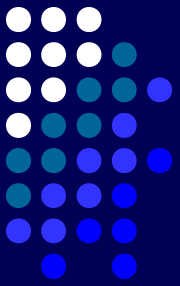
- Dale Carnegie wrote a famous book called How to Win Friends and Influence People
- I recommend it for everyone
- Today Dale Carnegie Courses are available for from \$750. to thousands of dollars per course.
- The following is a rapid fire, condensed version of Dale Carnegie material.

6 Things That Contribute To People Liking You



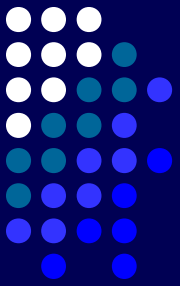
- Become genuinely interested in others.
- Smile (Isaiah 3:9)
- Honor names by using them. (Proverbs 22:1)

6 Things That Contribute To People Liking You



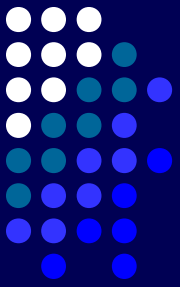
- Be a good listener. (Ecclesiastes 5:3)
- Talk about the others interests.
- Make the other person feel important in a sincere way.

9 Ways to Change People Without Offense or Resentment



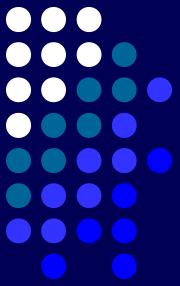
- Begin with praise and honest appreciation.
- Call attention to mistakes indirectly.
- Talk about your mistakes first.
- Ask questions instead of giving orders.

9 Ways to Change People Without Offense or Resentment



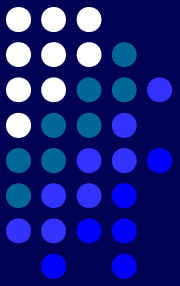
- Let the other person save face.
- Praise the slightest improvement.
- Give the other person a fine reputation to live up to.
- Make the fault seem easy to correct.
- Make the other person happy about what you suggest.

12 Ways To Win People Your Way of Thinking To



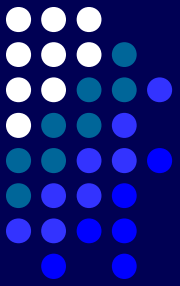
1. Never argue.
2. Never tell another person they are wrong.
3. If you are wrong, admit it emphatically.

12 Ways To Win People Your Way of Thinking To



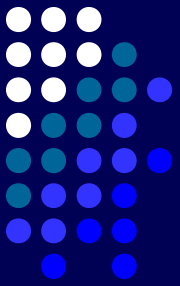
4. Begin in a friendly way.
5. Get the other person saying yes.
6. Let the other person do most of the talking.

Ways to Win People To Your Way of Thinking

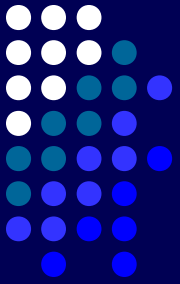


7. Let the other person think that the idea is their's.
8. Empathize
9. Be interested in the other person's ideas and desires.

Ways to Win People To Your Way of Thinking



10. Appeal to the nobler ideas.
11. Dramatize your ideas.
12. Throw down a challenge.



Thank You

For your attendance
For your participation,
For witnessing for our Lord.

