



**Principles of Evangelism**  
**Lesson 5: Two Methods of Soul Winning & the Reality of Hell**

The Two Methods of Soul Winning

**1. The Bible reveals two approaches for leading someone to Christ. Jesus used both of these methods.**

**Jude 22, 23**

The first is the \_\_\_\_\_.  
 This was used by Jesus when he was dealing with the many various types of people who were hungry for God and had a desire to know more.

The second is the \_\_\_\_\_.  
 This was used by Jesus when dealing with the Scribes and Pharisees who exemplified a “know it all” spirit and were full of religious traditions.

**2. The compassion approach**

- This touches people where they are hurting with the love of Jesus.
- Listen for key “feeling” words such as lonely, hurting, useless, confused, empty, hopeless, etc. These words will help to confirm the right approach to lead the person to Christ.
- Share the quote from Pascal, a French mathematician and philosopher. He said, “There is a God-shaped vacuum in the heart of every man, which cannot be satisfied by any created thing, but only by God.”
- Ask them if you can take a moment and tell them how Jesus came into your life.
- Briefly share the relevant parts of your testimony that will help them.
- Make the transition into the scripture, showing them how to be saved.

- If they do not want to give their lives to Jesus, ask them, “How can I pray for you?” You can pray for any area of their lives where they need God’s help.
- It is also good, while praying for them, to take authority over the devil who has blinded them to the Gospel. Sometimes, after praying this, you can then ask the person again if they want to give their lives to Jesus.

### 3. The fear approach

- The fear approach lovingly, but forcefully, brings people to grips with the question of where they will spend eternity.
- Listen for key phrases and attitudes such as:

“Things have never been better in my life without God.”

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“Who needs religion anyway?”

“God is loving so we are all going to heaven anyway.”

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“I live better than most Christians I know.”

- Share with them the relevant parts of your testimony.
- Ask them this question – “If you were to die today, are you 100% sure that you would go to heaven?”
- Following a negative or unsure response, ask them if y to show you could take a moment and show them how they could know for sure.
- Make the transition into the scripture, showing them how to be saved.

### Hell – Fact or Fiction?

Many church attenders, and even evangelical Christians like to minimize the idea of an actual place called Hell. However, the Bible has significant evidence to substantiate the existence of a literal place called Hell for unbelievers.

1. \_\_\_\_\_

**Luke 16:19-31**

This is not a parable. When Jesus taught by parables He never used the actual names of people. Instead He said things like: a sower, a widow, a shepherd, etc.

2. \_\_\_\_\_

**Luke 16:23, 24**

**Luke 16:28**

3. \_\_\_\_\_

**Matthew 8:12**

4. \_\_\_\_\_, **without the slightest hope of relief.**

**Matthew 25:46**

**Isaiah 66:24**

5. \_\_\_\_\_

**Revelation 14:11**

**Isaiah 57:20**

6. \_\_\_\_\_

**Luke 16:24**

**Matthew 25:41**

7. \_\_\_\_\_

**Revelation 20:15**

8. \_\_\_\_\_

**Revelation 21:8**

## Bible Memory Verses

- Jude 22**                    *And on some have compassion, making a distinction;*
- Jude 23**                    *but others save with fear, pulling them out of the fire, hating even the garment defiled by the flesh.*
- John 4:35**                *Do you not say, 'There are still four months and then comes the harvest'? Behold, I say to you, lift up your eyes and look at the fields, for they are already white for harvest!*
- John 3:3**                    *Jesus answered and said to him, "Most assuredly, I say to you, unless one is born again, he cannot see the kingdom of God."*
- Matthew 9:37**            *Then He said to His disciples, "The harvest truly is plentiful, but the laborers are few.*