



International

Operation
Go

**Trainee's
Guide**

INTRODUCTION

(Please read carefully!)

by Dr. David A. Wood

Congratulations on your decision to begin one of the most important training sessions in the Christian life -- that of learning to win precious souls to Jesus Christ!

During the next thirteen weeks, you will be led, step-by-step, through a curriculum that has been developed to a high level of consistency in the area of personal soul winning. This curriculum includes verse memorization, book reading, listening to cassette tapes, on-the-field training by visiting for three hours per week, and two hours of training under pastoral leadership. **These should be the most wonderful, exciting 13 weeks that you have spent thus far in your Christian walk!**

When you received this Trainee's guide, you began something very important -- a Christian library of cassette tapes and books. This is something that you'll want to see continually grow. Be sure and look for more books and tapes to help in soul winning and other important growth areas.

When you have successfully completed this 13-week course, you will be presented with a beautiful Completion Certificate there at your church. There are also three beautiful *Operation Go* pins you can strive for: the bronze is presented when you win your first soul, the silver is for when you have five of your new converts walk the aisle and make their decision public at church, and the gold pin is awarded to those who have won 50 precious people to the Lord.

The certificate and the pins will serve as wonderful reminders to you that you are now equipped for the job -- all that is left is for you to do it!

This course has been designed to successfully help any sincere Christian in growing and learning to be a proficient soul winner. However, you will also experience real spiritual growth in many other areas of the Christian life. **In short, the 13 weeks ahead will be gloriously wonderful weeks of real Christian growth and excitement in the things of God.**

May God richly bless you and give you many precious souls as you present the "PLAN" made possible by the shedding of our Savior's precious blood on Mt. Calvary so many years ago!!

"Let him know, that he which converteth the sinner from the error of his way shall save a soul from death, and shall hide a multitude of sins."
- James 5:20

Welcome
to
Operation
Go!

TABLE OF CONTENTS

Trainee’s Assignment Guide	4
Leader’s Weekly Curriculum Assignment Guide	5

(NOTE: The two pages above represent all coursework at a glance so that you can easily see the work this program entails. At the end of each lesson, your assignments are also given. Therefore, if you finish the work at the end of each lesson, you will have finished all of the work on these two pages. Please make sure your trainer initials the completed sections on the Trainee’s Assignment Guide, as well as the areas at the end of each lesson.)

(Notice also that your verses are given at the very end of this manual (after the “Three-Page Soul Winning Plan”). The actual verses are on the front and the references are on the back. Please cut these out in squares so that you can carry the verse(s) assigned to you for the week with you and can easily study.)

Session 1	7
Session 2	9
Session 3	12
Session 4	15
Session 5	18
Session 6	20
Session 7	24
Session 8	26
Session 9	29
Session 10	32
Session 11	35
Session 12	38
Session 13	41
Three-Page Soul Winning Plan	42
Verse Cards	45

Operation Go

Trainee's Assignment Guide (All Coursework at a Glance)

Trainee _____ Soul Winning Director _____
 Trainer _____ Session Dates _____ to _____

Date(s) Assigned	Assignment	Date(s) Completed	Trainer's Initials
_____	1. Learn the key phrases of the Soul Winning Club Plan (Pages 42-44)	_____	_____
_____		_____	_____
_____		_____	_____
_____	2. Learn the four-fold purpose of soul winning:	_____	_____
_____	a. Win people to Christ	_____	_____
_____	b. Get them baptized	_____	_____
_____	c. Teach & Train them	_____	_____
_____	d. Help save the world!	_____	_____
_____	3. Read <u>The Jerusalem Factor</u>	_____	_____
_____	Pages 1 -20	_____	_____
_____	Pages 21-44	_____	_____
_____	Pages 45-58	_____	_____
_____	Pages 59-81	_____	_____
_____	Pages 81 (Lesson 8) - 104	_____	_____
_____	Pages 104 (Toolbox) - 126	_____	_____
_____	Pages 126 (Lesson 12) - 142	_____	_____
_____	Pages 142 (Lesson 14) - 160	_____	_____
_____	Pages 160 (Lesson 16) - 174	_____	_____
_____	Pages 175-202	_____	_____
_____	Pages 203-223	_____	_____
_____	Pages 224-252	_____	_____
_____	4. Listen to these cassette tapes:	_____	_____
_____	a. Soul Winning Lecture #1	_____	_____
_____		_____	_____
_____	b. Soul Winning Lecture #2	_____	_____
_____		_____	_____
_____	c. Soul Winning Demonstration (Tape #3)	_____	_____
_____		_____	_____
_____	d. Fruit that Remains (Tape #4)	_____	_____
_____		_____	_____
_____	5. Outline three soul winning examples in the Bible	_____	_____
_____		_____	_____
_____	6. Read & study John 14-16	_____	_____
_____		_____	_____
_____	7. Memorize the following (verse cards, pages 45-48):	_____	_____
_____	a. Romans 3:23; 6:23; 5:8; 10:13	_____	_____
_____	b. Club Verse: Matthew 4:19	_____	_____
_____	c. Luke 9:62	_____	_____
_____	d. Psalms 126:6	_____	_____
_____	e. John 15:16	_____	_____
_____	f. Matthew 28: 19, 20	_____	_____
_____	g. Acts 4:13	_____	_____
_____	h. Isaiah 44:3	_____	_____
_____	i. Mark 9:29	_____	_____
_____	j. Acts 5:32	_____	_____
_____	k. Acts 1:8	_____	_____
_____	l. Acts 4:31	_____	_____
_____	m. I Corinthians 2:1-3	_____	_____
_____	n. I Corinthians 2: 4,5	_____	_____
_____	8. Take non-member soul winning	_____	_____
_____		_____	_____
_____		_____	_____

Operation Go

Leader's Weekly Curriculum Assignment Guide

Session Dates _____ to _____ Soul Winning Director _____

<u>Date</u>	<u>Week Number</u>	<u>Verses</u>	<u>The Jerusalem Factor</u>	<u>Cassette Tapes</u>	<u>General Assignments</u>
_____	1	7a	Pages 1 - 20	4a	1, 2
_____	2	7b & c	Pages 21 - 44	4b	1, 2
_____	3	7d	Pages 45 - 58	4c	6
_____	4	7e	Pages 59 - 81	4d	1, 2, 5 (#1)
_____	5	7f	Pages 81 (Lesson 8) - 104		
_____	6	7g	Pages 104 (Toolbox) - 126	4a	5 (#2)
_____	7	7h	Pages 126 (Lesson 12) - 142	4b	6
_____	8	7i	Pages 142 (Lesson 14) - 160	4c	8
_____	9	7j	Pages 160 (Lesson 16) - 174	4d	5 (#3)
_____	10	7k	Pages 175 - 202	4a	1, 2
_____	11	7l	Pages 203 - 223	4b	6
_____	12	7m & n	Pages 224 - 252	4d	8
_____	13	NO ASSIGNMENT -- REVIEW -- CHECK-UP!!			

THE VALUE OF PERSEVERANCE

It's a rare person who does not get discouraged. Whether it happens to us, or to friend we are trying to cheer up, the answer to discouragement centers around one word: **PERSEVERANCE**.

The value of courage, persistence, and perseverance has rarely been illustrated more convincingly than in the life story of this man (try and guess who he is while you are reading):

Event In Life	Age
Failed in Business	22
Ran for Legislature -- Defeated	23
Again Failed in Business	24
Elected to Legislature	25
Sweetheart Died	26
Suffered a Nervous Breakdown	27
Defeated for Speaker	29
Defeated for Elector	31
Defeated for Congress	34
Elected to Congress	37
Defeated for Congress	39
Defeated for Senate	46
Defeated for Vice-President	47
Defeated for Senate	49
Elected President of the United States	51

That's the record of Abraham Lincoln, the 16th President of the United States!

THIRTEEN WEEK SESSIONS TO FOLLOW

(This next section contains the lessons,
space for extra note-taking, and
the assignments you are
responsible for each week.

May God bless you as you learn, and put
into practice, what is closest to the heart of
our Lord -- personal soul winning.)

SESSION #1

Extra Notes

Date: _____

Definition of a first-time soul winner:

A Person Who

- 1) Wins _____ to _____,
- 2) On _____,
- 3) _____ of the _____,
- 4) Using a _____.

Section One:

I. _____

Step #1: What is your _____?

(Give your testimony.)

REMEMBER, _____! & _____!

Step #2: If you should _____ right now, do you know _____ that you would go to _____?

***We Can't All Be
Preachers, But We Can All
Be Reachers!***



ASSIGNMENTS FOR NEXT WEEK:

WRITE:

Write a SHORT Testimony of Your Own Salvation Experience Below
(Continues on next page):

Trainer's Initials: _____

RECITE:

-  Recite the Key Phrases and Questions from the Soul Winning Plan (see pages 42-44 for the complete plan)
-  Recite the four-fold purpose of soul winning:
- a) Win people to Christ
 - b) Get them baptized
 - c) Teach & train them
 - d) Help save the world!

Trainer's Initials: _____



LISTEN:

Listen to Soul Winning Tape #1

Trainer's Initials: _____

READ:

Read The Jerusalem Factor, pages 1-20.

Write a short summary of what you read, and what you learned, below:

Trainer's Initials: _____



MEMORIZE:

Memorize Romans 3:23, 6:23, 5:8, and 10:13 -- "The Romans Road"

Trainer's Initials: _____

PRACTICE:

Complete Three Hours of Visitation with Your Trainer. Fill Out the Following Log:

Date of Visitation: _____

Any Salvation Decisions? _____

If yes, give names and ages of those saved: _____

What special blessings did you receive? _____

Trainer's Initials: _____

DON'T PRAY FOR RAIN IF YOU INTEND TO COMPLAIN ABOUT THE MUD!

SESSION #2

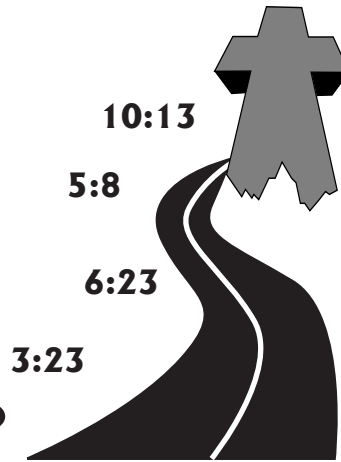
Extra Notes

Date: _____

What are the two major areas of personal soul winning?

_____ & _____

HAVE YOU LEARNED THE



ROMANS ROAD??

HOW TO QUALIFY YOUR PROSPECT:

Refer back to step #2. You must determine at this point if the person is _____ or _____.

Step #3: Could I take just a _____ and show you how _____?

IT IS VERY IMPORTANT TO PRACTICE BY

R_____ P_____!

What is it? _____
_____.



GOLDEN KEY #1:

BE _____!

What Does It Mean? _____

The Importance of Transitions:

Extra Notes

How To Make Smooth Transitions:

- 1) _____ that it is easy to get off the subject.
- 2) _____ move to the next step.
- 3) _____ how to use Golden Key #2 (we will cover this in our next session.)
- 4) _____ the importance of the second man.

ASSIGNMENTS FOR NEXT WEEK:

RECITE:



Recite the Key Phrases and Questions from the Soul Winning Plan (see pages 42-44 for the complete plan)



Recite the four-fold purpose of soul winning:

- a) Win people to Christ
- b) Get them baptized
- c) Teach & train them
- d) Help save the world!

Trainer's Initials: _____



LISTEN:

Listen to Soul Winning Tape #2

Trainer's Initials: _____

READ:

Read The Jerusalem Factor, pages 21-44.

Write a short summary of what you read, and what you learned, below:

Trainer's Initials: _____



MEMORIZE

Memorize Matthew 4:19 and Luke 9:62

Trainer's Initials: _____

PRACTICE:

Complete Three Hours of Visitation with Your Trainer. Fill Out the Following Log:

Date of Visitation: _____

Any Salvation Decisions? _____

If yes, give names and ages of those saved: _____

What special blessings did you receive? _____

Trainer's Initials: _____

SESSION #3

Extra Notes

Date: _____

REVIEW!!

Definition of a first-time soul winner:

A Person Who

- 1) Wins _____ to _____,
- 2) On _____,
- 3) _____ of the _____,
- 4) Using a _____.

What is the four-fold purpose of soul winning?

- 1) _____
- 2) _____
- 3) _____
- 4) _____



GOLDEN KEY #2: STAY ON THE _____!

How To Do It:

- 1) _____ him.
- 2) Ask for _____ to put the question aside.
- 3) _____ him that he will understand the question and its answer later.



THE FUNCTION OF THE "2ND MAN":

- 1) He is an encouragement (Bible teaches principle of two-by-two soul winning).
- 2) He becomes the "silent partner." At what point is he to become quiet? _____
- 3) He helps with interruptions/disturbances. When does he "go into action"? _____

THE “IMAGE” OF THE SOUL WINNER:

He represents:

- 1) God
- 2) His pastor
- 3) His Church
- 4) Himself

Section Two:

II. _____ !

Step #4: Teach him that he _____.

Verse: _____

a. _____

b. _____

c. _____

“And he saith unto them, Follow me, and I will make you fishers of men.” - Matthew 4:19

ASSIGNMENTS FOR NEXT WEEK:

READ & STUDY:

Read and study John 14-16. What most impresses you about this passage of Scripture?

Trainer's Initials: _____



LISTEN:

Listen to Soul Winning Tape #3 (The Demonstration)

Trainer's Initials: _____

READ:

Read The Jerusalem Factor, pages 45-58.

Write a short summary of what you read, and what you learned, below:

Trainer's Initials: _____



MEMORIZE:

Memorize Psalms 126:6

Trainer's Initials: _____

PRACTICE:

Complete Three Hours of Visitation with Your Trainer. Fill Out the Following Log:

Date of Visitation: _____

Any Salvation Decisions? _____

If yes, give names and ages of those saved: _____

What special blessings did you receive? _____

Trainer's Initials: _____

STAGES OF ACCOMPLISHMENT:

Every great accomplishment has three distinct stages:

- 1) It's impossible,**
- 2) it's difficult, and**
- 3) it's done.**

SESSION #4

Extra Notes

Date: _____

Unsaved People Fall Into Two Categories:

- 1) Those who have _____ been shown the _____, and
- 2) Those who _____ been shown the _____ and will not accept _____.

Step #5: Teach him that _____

_____.

Verse: _____

- a. _____
- b. _____
- c. _____

HOW TO REMOVE ALL FALSE HOPES OF HEAVEN:

***REMEMBER TO READ
ALL VERSES
OUT LOUD TWICE.***

Extra Notes

Step #6: Teach him that _____
_____.

Verse: _____

- a. _____
- b. _____
- c. _____

ASK THE FOLLOWING QUESTIONS:

- 1) _____
_____?
- 2) _____
_____?

**WORK ON YOUR TRANSITIONS --
THEY ARE CRUCIAL HERE!**

ASSIGNMENTS FOR NEXT WEEK:

WRITE:

Outline a soul winning example from the New Testament below:

Trainer's Initials: _____

RECITE:



Recite the Key Phrases and Questions from the Soul Winning Plan (see pages 42-44 for the complete plan)



Recite the four-fold purpose of soul winning:

- a) Win people to Christ
- b) Get them baptized
- c) Teach & train them
- d) Help save the world!

Trainer's Initials: _____



LISTEN:

Listen to Soul Winning Tape #4

Trainer's Initials: _____

READ:

Read The Jerusalem Factor, pages 59-81.

Write a short summary of what you read, and what you learned, below:



MEMORIZE:

Memorize John 15:16

Trainer's Initials: _____

Trainer's Initials: _____

PRACTICE:

Complete Three Hours of Visitation with Your Trainer. Fill Out the Following Log:

Date of Visitation: _____

Any Salvation Decisions? _____

If yes, give names and ages of those saved: _____

What special blessings did you receive? _____

Trainer's Initials: _____

People who say that something is impossible should really stop interrupting those who are managing to get it done.

SESSION #5

Date: _____

Your Goal This Week:

PRESENT THE GOSPEL TO SOMEBODY!!

Step #7: Teach him that _____

Verse: _____

Another Great Passage to Use: _____

**Summarize the "pen" illustration below
for your own help in soul winning:**



GOLDEN KEY #3:

**Never, never, never, never, never,
never, never, never, never, never
_____!**

*If you can't win him to Christ, ALWAYS
leave him so the next soul winner can!*

Section Three:

Extra Notes

III. _____ !

Step #8: Bow your heads in prayer -- _____.

Step #9: Ask him _____ -- _____.

Step #10: Ask him _____.

Step #11: You pray with _____ !

ASSIGNMENTS FOR NEXT WEEK (Use the extra time to catch up on any old assignments):

READ:

Read The Jerusalem Factor, pages 81 (beginning of Lesson 8) - 104.

Write a short summary of what you read, and what you learned, below:



MEMORIZE:

Memorize Matthew 28:19,20

Trainer's Initials: _____

Trainer's Initials: _____

PRACTICE:

Complete Three Hours of Visitation with Your Trainer. Fill Out the Following Log:

Date of Visitation: _____

Any Salvation Decisions? _____

If yes, give names and ages of those saved: _____

What special blessings did you receive? _____

Trainer's Initials: _____

SESSION #6

Extra Notes

Date: _____

REVIEW THE STEPS...

Write the Title of Section Three Below:

III. _____ !

Step #8: Bow your heads in prayer -- _____.

Notes to help with this step:

Step #9: Ask him _____ -- _____.

Notes to help with this step:

Extra Notes

Step #10: Ask him _____

_____.

Notes to help with this step:

Step #11: You pray with _____!

Notes to help with this step:

WHAT TO DO WHEN SOMEONE SAYS “NO”:

Here's the Principle...

_____ the basketball _____!



What does this mean?

ASSIGNMENTS FOR NEXT WEEK:

WRITE:

Outline a soul winning example from the New Testament below:



LISTEN:

Listen to Soul Winning Tape #1

Trainer's Initials: _____

Trainer's Initials: _____

READ:

Read The Jerusalem Factor, pages 104 (Toolbox) - 126.

Write a short summary of what you read, and what you learned, below:

Trainer's Initials: _____



MEMORIZE:
Memorize Acts 4:13

Trainer's Initials: _____

PRACTICE:

Complete Three Hours of Visitation with Your Trainer. Fill Out the Following Log:

Date of Visitation: _____

Any Salvation Decisions? _____

If yes, give names and ages of those saved: _____

What special blessings did you receive? _____

Trainer's Initials: _____



*Life is like tennis;
the player who
serves well has a
good chance of
winning.*

SESSION #7

Extra Notes

Date: _____

Section 4:

IV. _____
_____!

Phrases non-soul winners use to discourage soul winners:

WATCH OUT FOR THESE!

- 1) You don't save them, God does.
- 2) It doesn't make any difference where the person goes to church, as long as he's saved.
- 3) How many of those who got saved really meant it?
- 4) You're a good soul winner, but you only pick "green fruit."

Step #12: Give him _____.

a. Teach him

b. Teach him _____

I John 1: 8-10

If we say we have not sinned:

- 1) we deceive ourselves
- 2) the truth is not in us, and
- 3) we make God a liar

ASSIGNMENTS FOR NEXT WEEK:

READ & STUDY:

Read and study John 14-16 again. Were you impressed with anything new out of this passage of Scripture?



LISTEN:

Listen to Soul Winning Tape #2

Trainer's Initials: _____

Trainer's Initials: _____

READ:

Read The Jerusalem Factor, pages 126 (Lesson 12) - 142.

Write a short summary of what you read, and what you learned, below:



MEMORIZE:

Memorize Isaiah 44:3

Trainer's Initials: _____

Trainer's Initials: _____

PRACTICE:

Complete Three Hours of Visitation with Your Trainer. Fill Out the Following Log:

Date of Visitation: _____

Any Salvation Decisions? _____

If yes, give names and ages of those saved: _____

What special blessings did you receive? _____

Trainer's Initials: _____

Jesus used to be our judge, but now He's our lawyer--and He's never lost a case!

SESSION #8

Date: _____

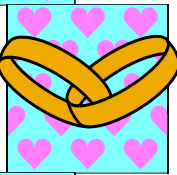
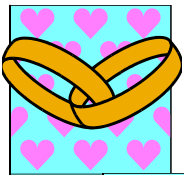
REVIEW...

Step #12: Give him assurance of salvation.

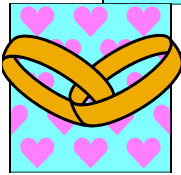
- a. Teach him Romans 10:13
- b. Teach him what to do when he sins.
- c. Make a _____
_____.

“ _____

_____”



State first half of statement, then use “Marriage Illustration,” then complete the statement:



“ _____

_____”

Step #13: Lead him to _____

_____ in the church house.

Verses to Use: Matthew 10:32,33 & Romans 10:11

How to help him do this:

- 1) _____

Extra Notes

2) _____

3) _____

4) _____

A FIVE-STEP PROCEDURE THAT GUARANTEES RESULTS:

- 1) Get him to _____!
- 2) Contact him on _____!
- 3) Pick him up on _____!
- 4) Sit by him in _____!
- 5) Walk the aisle _____!

REVIEW GOLDEN KEYS 1 - 3!!



GOLDEN KEY #4:

_____!!

ASSIGNMENTS FOR NEXT WEEK:



INVITE A FRIEND!!

Take someone who is not a member of this class out soul winning with you. Try to present the Gospel at least one time. Write any special blessings below:



LISTEN:

Listen to Soul Winning Tape #3 (Demonstration)

Trainer's Initials: _____

Trainer's Initials: _____

READ:

Read The Jerusalem Factor, pages 142 (Lesson 14) - 160.

Write a short summary of what you read, and what you learned, below:



MEMORIZE:

Memorize Mark 9:29

Trainer's Initials: _____

Trainer's Initials: _____

PRACTICE:

Complete Three Hours of Visitation with Your Trainer. Fill Out the Following Log:

Date of Visitation: _____

Any Salvation Decisions? _____

If yes, give names and ages of those saved: _____

What special blessings did you receive? _____

Trainer's Initials: _____

The person who aims at nothing will hit his target every time!

SESSION #9

Date: _____

REVIEW THE THIRTEEN-POINT PLAN IN ITS ENTIRETY -- DO YOU KNOW IT YET?

(This entire session will be focused around a personal soul winning demonstration. You have already listened to the soul winning demonstration on cassette tape twice. Now you are to watch your Soul Winning Director as he “role plays” with another member of the class and shows, step-by-step, how to use this plan. Be sure and take plenty of notes for yourself as you watch in the space below:

ASSIGNMENTS FOR NEXT WEEK:

WRITE:

Outline a soul winning example from the New Testament below:



LISTEN:

Listen to Soul Winning Tape #4

Trainer's Initials: _____

Trainer's Initials: _____

READ:

Read The Jerusalem Factor, pages 160 (Lesson 16) - 174.

Write a short summary of what you read, and what you learned, below:



MEMORIZE:

Memorize Acts 4:13

Trainer's Initials: _____

Trainer's Initials: _____

PRACTICE:

Complete Three Hours of Visitation with Your Trainer. Fill Out the Following Log:

Date of Visitation: _____

Any Salvation Decisions? _____

If yes, give names and ages of those saved: _____

What special blessings did you receive? _____

Trainer's Initials: _____

SESSION #10

Date: _____

THE FILLING OF
THE HOLY SPIRIT



Key Verse: _____

1) _____ - I Corinthians 6: 19,20

When does this happen? _____

Who is responsible for this indwelling? _____

2) _____ - When you are placed INTO the family of God.

When does this happen? _____

Who is responsible for this baptism? _____

3) _____ - Ephesians 5:18

This is a _____ matter!

Who is responsible for this filling? _____!

*It is through the power of the Holy Spirit
that we can have revival and win
precious souls to Christ!*

A DEFINITION:

What is the filling of the Holy Spirit? _____

HOW TO BE FILLED WITH THE HOLY SPIRIT:

Extra Notes

- 1) _____
- 2) _____
- 3) _____
- 4) _____
- 5) _____
- 6) _____
- 7) _____

ASSIGNMENTS FOR NEXT WEEK:

RECITE:



Recite the Key Phrases and Questions from the Soul Winning Plan (see pages 42-44 for the complete plan)



Recite the four-fold purpose of soul winning:

- a) Win people to Christ
- b) Get them baptized
- c) Teach & train them
- d) Help save the world!

Trainer's Initials: _____



LISTEN:

Listen to Soul Winning Tape #1

Trainer's Initials: _____



MEMORIZE:

Memorize Acts 1:8

Trainer's Initials: _____

READ:

Read The Jerusalem Factor, pages 175-202.

Write a short summary of what you read, and what you learned, below:

Trainer's Initials: _____

PRACTICE:

Complete Three Hours of Visitation with Your Trainer. Fill Out the Following Log:

Date of Visitation: _____

Any Salvation Decisions? _____

If yes, give names and ages of those saved: _____

What special blessings did you receive? _____

Trainer's Initials: _____

God put work into our lives;

He expects us to put life into our work!

SESSION #11

Date: _____

REVIEW...

What are the two major areas of personal soul winning?

_____ & _____

**EFFECTIVE PERSONAL
(ALTAR) WORK**

The following are the Four Participants (Groups of Participants)
at the Altar:

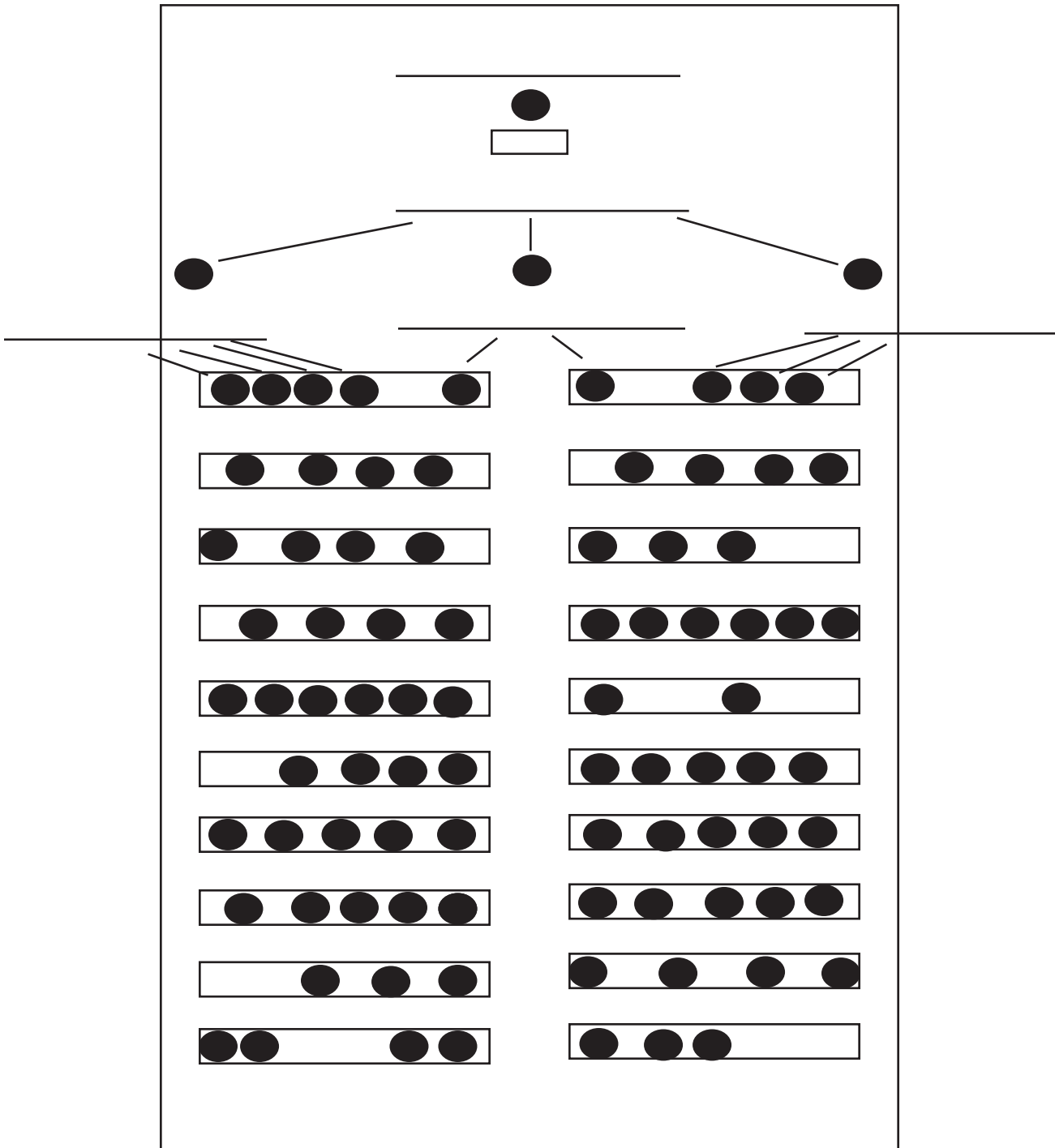
1) _____

2) _____
What verse should be emphasized? _____

3) _____

4) _____

THE INVITATIONAL PROCEDURE



ASSIGNMENTS FOR NEXT WEEK:

READ & STUDY:

Read and study John 14-16 again. Were you impressed with anything new out of this passage of Scripture?



LISTEN:

Listen to Soul Winning Tape #2

Trainer's Initials: _____

Trainer's Initials: _____

READ:

Read The Jerusalem Factor, pages 203 - 223.

Write a short summary of what you read, and what you learned, below:

Trainer's Initials: _____



MEMORIZE:

Memorize Acts 4:31

Trainer's Initials: _____

PRACTICE:

Complete Three Hours of Visitation with Your Trainer. Fill Out the Following Log:

Date of Visitation: _____

Any Salvation Decisions? _____

If yes, give names and ages of those saved: _____

What special blessings did you receive? _____

Trainer's Initials: _____

A wise person always makes more opportunities than he finds!

SESSION #12

Extra Notes

Date: _____

What important principle do we learn from Ephesians?

_____ the _____!

NOTE: Week #13 is your fellowship time. Bring the person you would like to train in the next 13-week "Operation Go" program at your church!

Here are some important questions and answers:

1) How do you do _____ in the _____?

2) How do you do _____?

3) How do you do _____ to _____?

What do survey and door-to-door have in common? _____

Extra Notes

4) How do you do _____ ?

5) How do you follow up _____ ?

6) How do you take care of _____ ?

7) How do you do restore the _____ ?

Verse: _____

8) How can you be a _____ ?



ASSIGNMENTS FOR NEXT WEEK:

INVITE A FRIEND!!

Take someone who is not a member of this class out soul winning with you. Try to present the Gospel at least one time. Write any special blessings below:



LISTEN:

Listen to Soul Winning Tape #4

Trainer's Initials: _____

Trainer's Initials: _____

READ:

Read The Jerusalem Factor, pages 224 - 252

Write a short summary of what you read, and what you learned, below:

Trainer's Initials: _____



MEMORIZE:

Memorize I Corinthians 2: 1-5

Trainer's Initials: _____

PRACTICE:

Complete Three Hours of Visitation with Your Trainer. Fill Out the Following Log:

Date of Visitation: _____

Any Salvation Decisions? _____

If yes, give names and ages of those saved: _____

What special blessings did you receive? _____

Trainer's Initials: _____



Pray for God's Blessings...



SESSION #13

Date: _____

CONGRATULATIONS!!

You have successfully completed an intensive, College-level course in Personal Evangelism!

Session #13 is primarily a time of fellowship and testimony; however, you may want to use this time to catch up with any last minute assignments or with anything you need to report to your trainer.

Your Soul Winning Director will be announcing when the next 13-week session of “Operation Go” will begin -- get excited!!

You should tentatively know who you would like to bring into the club and train in the next 13-week session. Share your excitement for learning how to win others to Christ and get your friends, family, and church members involved!!

The next three pages contain the “Three-Page Soul Winning Plan,” with all key phrases and questions underlined. Following that, you will see the club verses written out with the references on the back. Simply cut them out and use them as flashcards for memorization practice.

Operation Go

Three-Page Soul Winning Plan

(with Underlined Key Phrases and Questions)

Introductions:

“Hello, I’m David Wood and this is Jerry Smith. We are from Heritage Baptist Church and stopped by to visit with you for a little while if that’s all right with you. May we come in? (Now spend some time being “folksy;” chat with them about interests, children, etc.)

Section I (Cast the Net Right):

1. “What is your church background?” Give a brief testimony here as a natural lead into your next question.
2. “If you were to die right now, are you 100% sure that you would go to Heaven?” Following a negative or unsure response, ask the next question while taking your New Testament from your pocket or purse.
3. “Could I take just a moment to show you how you can know for sure?” At this point, after a “yes,” state that there are four basic things that a person must know and act upon to become a Christian.

Section II (Use the Right Bait):

4. “The first thing that God says is that we are all sinners.” Read Romans 3:23 twice. Apply with simple illustrations.
5. “God’s penalty for sin is death in Hell.” The bible teaches that there is a price tag on our sin. Read Romans 6:23 twice. Explain that there is a physical death, and a second death in Hell. Explain here that man could not possibly come up with a plan to pay that penalty, but that God has already paid it.
6. Now read Romans 5:8 twice. “Jesus paid the penalty for ALL sin when He died and shed His blood on the cross.” It is good here to lead the person to understand that although Jesus died for everyone, not everyone is going to Heaven. “The last thing I want to show you is what YOU need to do to be saved.”

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7. Read Romans 10:13 twice, then read and explain I John 5: 11 &12 with simple illustrations. Then lead right into Romans 10:13. “If you were to call upon the Lord right now and ask Him to save you, He would do it.”

Section III (Draw the Net Right):

8. Try to not take even a second’s break here, but instantly say, “Let’s bow our heads while I lead us in prayer.” Now you pray, thanking God for this person and this wonderful opportunity. Now, ask him to pray.
9. “If the Lord Jesus would receive you right now, just as you are -- and He will -- would you receive Him right now as your Savior?” He then repeats a simple, phrase-by-phrase sinner’s prayer aloud, after you.
10. “If you really meant business, reach out and take my hand.”
11. You then immediately pray with rejoicing and confidence as to the surety of his salvation. Close your prayer with a final “Amen.” It is important to note that his head has been bowed since step #8 until this point, making a more prayerful attitude possible and leading to an easier decision for Christ.

Section IV (Keeping What You Catch):

12. You now give him assurance of salvation. Read Romans 10: 13 once more aloud to him, then use the following to emphasize the message of this verse:

“Who does ‘whosoever’ mean?” (ANYBODY)

“Does it mean you?” (YES)

“On whom did you call just now?” (JESUS)

“What did you ask Jesus to do for you?” (SAVE ME)

“Did you mean business?” (YES)

“What did He promise to do?” (SAVE ME)

“Save you from what?” (HELL)

“Can God lie?” (NO)

“Then if you died right now, where would you go?” (HEAVEN)

“If you die tomorrow, where will you go?” (HEAVEN)

“If you die ten years from now, where will you go?” (HEAVEN)

13. Now lead him to make a public profession of faith. “Now that you are saved, the first thing Jesus wants you to do for Him is to let others know that you have accepted Him. Jesus died for you and now He has saved you. Here is your chance to do something for Him.” “I didn’t save you, did I?” (NO) “Who did save you?” (JESUS) “You are not ashamed of that, are you?” (NO) “Then Jesus says to tell others. The way to do that is to come to church and to go forward when the preacher gives the altar call or invitation. You tell the person who greets you that you got saved, and he’ll take care of the rest.”

Explain carefully how the invitation is conducted.

Now read Romans 10:10 &11 aloud twice. Explain carefully what it means to confess “with the mouth.” Explain how to not be ashamed of Jesus. Now turn to Matthew 10:32. Read it twice. Explain carefully confessing Christ “before men.” If we confess Him, He will confess us. Stress: “Here is your opportunity to do something for Jesus. After all He has done for you, wouldn’t you go forward for Him?” I will come by, pick you up, sit with you, or have someone else sit with you and go down the aisle with you. “Wouldn’t you do it for Jesus?” (YES) “That’s great! Why not promise the Lord right now that you’ll do it, and then the devil won’t be able to talk you out of it!” After he promises to come, make him respond to the following with you: “What time will you be ready?” (9:15) “What are you going to do when the preacher begins the invitation?” (WALK DOWN TO THE FRONT, GIVE MY NAME, AND TELL HIM I’VE BEEN SAVED) “What will the preacher do?” (TELL THE PEOPLE THAT I’VE BEEN SAVED).

Get his phone number so that you can call him early enough on Sunday morning for two reasons: 1) to be sure he is up and getting ready, and 2) to let him know that you will be by at the time you gave him earlier. It’s even a good idea to give him a quick call on Saturday to remind him!

PRACTICE!!
PRACTICE!!

PRACTICE!!
PRACTICE!!

PRACTICE!!
PRACTICE!!

Now when they saw the boldness of Peter and John, and perceived that they were unlearned and ignorant men, they marvelled; and they took knowledge of them, that they had been with Jesus.

Here are your club verses with the corresponding references. Simply cut them out on the dotted lines and use them as flashcards for practice!

Go ye therefore, and teach all nations, baptizing them in the name of the Father, and of the Son, and of the Holy Ghost:
Teaching them to observe all things whatsoever I have commanded you: and, lo, I am with you always, even unto the end of the world.

And he saith unto them, Follow me, and I will make you fishers of men.

Ye have not chosen me, but I have chosen you, and ordained you, that ye should go and bring forth fruit, and that your fruit should remain: that whatsoever ye shall ask of the Father in my name, he may give it you.

For whosoever shall call upon the name of the Lord shall be saved.

He that goeth forth and weepeth, bearing precious seed, shall doubtless come again with rejoicing, bringing his sheaves with him.

But God commendeth His love toward us, in that, while we were yet sinners, Christ died for us.

And Jesus said unto him, No man, having put his hand to the plough, and looking back, is fit for the kingdom of God.

For the wages of sin is death; but the gift of God is eternal life through Jesus Christ our Lord.

Here are your club verses with the corresponding references. Simply cut them out on the dotted lines and use them as flashcards for practice!

Acts 4:13

Matthew 4:19

Matthew 28: 19,20

Romans 10:13

John 15:16

Romans 5:8

Psalms 126:6

Romans 6:23

Luke 9:62

For all have sinned, and come short of the glory of God.

Here are your club verses with the corresponding references. Simply cut them out on the dotted lines and use them as flashcards for practice!

And when they had prayed, the place was shaken where they were assembled together; and they were all filled with the Holy Ghost, and they spake the Word of God with boldness.

But ye shall receive power, after that the Holy Ghost is come upon you: And ye shall be witnesses unto me both in Jerusalem, and in all Judaea, and in Samaria, and unto the uttermost part of the earth.

And we are his witnesses of these things; and so is also the Holy Ghost, whom God hath given to them that obey him.

And He said unto them, this kind can come forth by nothing, but by prayer and fasting.

And my speech and my preaching was not with enticing words of man's wisdom, but in demonstration of the Spirit and of power:

That your faith should not stand in the wisdom of men, but in the power of God.

For I will pour water upon him that is thirsty, and floods upon the dry ground: I will pour my spirit upon thy seed, and my blessing upon thine offspring.

And I, brethren, when I came to you, came not with excellency of speech or of wisdom, declaring unto you the testimony of God.

For I determined not to know any thing among you, save Jesus Christ, and him crucified.

And I was with you in weakness, and in fear, and in much trembling.

Here are your club verses with the corresponding references. Simply cut them out on the dotted lines and use them as flashcards for practice!

Romans 3:23

Acts 1:8

Acts 4:31

Mark 9:29

Acts 5:32

Isaiah 44:3

I Corinthians 2: 4,5

I Corinthians 2:1-3

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