

*You* Are a  
SOUL WINNER!

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IRVING, TEXAS

YOU ARE A SOUL WINNER!  
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Published by:  
Benny Hinn Ministries  
P. O. Box 162000  
Irving, TX 75016  
[www.BennyHinn.org](http://www.BennyHinn.org)

Scripture quotations are from the King James Version.

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ISBN: 1-59024-307-2

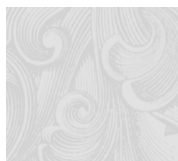
Printed in the United States of America.  
10 9 8 7 6 5 4 3 2 1



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## *Introduction*

*I*n our crusades around the world, millions have experienced the presence of the Holy Spirit and have witnessed miracles of healing. However, to me, the most important part of any service is when I present God's plan of salvation and we see countless people come forward to receive Jesus Christ as their personal Lord and Savior.

From the beginning, the heartbeat of our ministry has been souls—and this has never changed. In fact, the theme of our Web site ([www.bennyhinn.org](http://www.bennyhinn.org)) is “Winning the Lost at Any Cost.”

I am thrilled you have chosen to join me in this effort.

In this book I want to show how you can personally lead men, women, and young people to Christ. As you will discover, it begins by building a strong personal foundation for your faith—and feeling a true burden for the lost.

You will learn, step by step, the art of soul winning:

1. Proven guidelines to follow
2. Questions to ask
3. Types of people you will encounter
4. How to deal with excuses
5. Helpful hints in leading a soul to Christ

I am praying that through these words, the Lord will increase your vision to win the lost and give you the skills to win many to God's Son.

— BENNY HINN

# 1

## *Your* Foundation

*A*s a child of God, do you truly want to be a soul winner? Is it a passion burning deep within your heart?

As far as I am concerned, there is no greater calling in life than to bring the lost to the Lord Jesus. Yet, before you can effectively lead men, women, and young people to Christ, a solid spiritual foundation must be established—in *you!*

I am praying that what you are about to read will build your faith, establish your confidence, and give you the tools to use in seeing lives transformed by God's saving grace. By the time you finish the last page of this book, I want you be equipped with everything you need to help others come into the kingdom and begin a victorious Christian life.

If this is your desire, we are about to embark on an exciting journey.

## LET'S START WITH THE BASICS

The prerequisite for winning a lost soul to Jesus is that *you* have received Christ into your heart as your personal Savior. It is as simple as believing in Him by faith. Scripture tells us, “*But as many as received him, to them gave he power to become the sons of God, even to them that believe on his name*” (John 1:12).

The moment of salvation takes place when you fully surrender your life to the only begotten Son of God.

Sadly, many people have good intentions about walking with the Lord, but they fail. Why? Because they have never truly accepted Jesus. They may walk to an altar and pray a prayer—perhaps they are even sorry for their sins and shed a few tears. And some may *believe* they are saved. But until we ask Christ Jesus into our heart, we are not born again. It requires a personal encounter with the Lord and a change of heart.

Once we really meet Christ, it is almost impossible to turn away.

There are people who come to the altar because they feel the need for a change, or they want deliverance from bad habits or horrible situations.

This is where the mistake is often made—they feel they just need salvation, when they actually need the *Savior*. Our task is not to offer an escape from life's circumstances; it is to present Jesus the Savior, the Deliverer, the Rescuer. In doing so, we must introduce Christ Himself.

Just because a person desires to be delivered from eternal



damnation doesn't mean that he will be saved. He needs Jesus Christ!

### HAVE YOU PERSONALLY MET JESUS?

Recently, I asked a person, "When were you saved?"

"Oh," he replied, "when I was fourteen."

"Did you meet Jesus then?" I questioned further.

"What do you mean?" he asked.

"Did you meet Jesus?" I repeated. "Did you actually meet the Son of God? Have you had a face-to-face encounter with Him?"

"No," he admitted, "not really."

"Then you aren't saved," I told him.

This came as a shock. Since he was fourteen years old when he went to an altar and prayed, he had believed he was a Christian. However, he knew nothing about the Bible and struggled all his life committing the same sins over and over again.

I shared this fact with him: "You cannot truly meet Jesus Christ and keep sinning. True salvation isn't just walking to an altar and saying, 'I'm so sorry I sinned.' You must have a one-on-one encounter with the living God."

### STEPS TO A FACE-TO-FACE ENCOUNTER

What is involved in having a life-changing, personal relationship with Christ? Let's begin by examining what took place when Peter met the Lord: "*When Jesus came into the coasts of*

*Caesarea Philippi, he asked his disciples, saying, Whom do men say that I the Son of man am? And they said, Some say that thou art John the Baptist: some, Elias; and others, Jeremias, or one of the prophets. He saith unto them, But whom say ye that I am? And Simon Peter answered and said, Thou art the Christ, the Son of the living God” (Matthew 16:13–16).*

Three distinct things happened to Peter that day, which show us the steps we must take to receive Christ:

### **1. You must meet Jesus personally.**

Peter met Jesus, God’s precious Son, face to face.

When you enter into the presence of the resurrected Lord, your life will be forever changed. You will never be the same again.

### **2. The Holy Spirit will reveal the Savior.**

Peter knew by the Holy Spirit that the One standing before him was the Christ, God’s Son. You cannot know the Lord just because others tell you about Him, even though this is important. Although you hear the Gospel from a minister or friend, it is the Holy Spirit who will reveal Him to your heart. Salvation is impossible without this revelation.

### **3. You must confess Christ.**

When Peter said, *“Thou art the Christ, the Son of the living God,”* he was making a public confession of what he had experienced in his heart privately. Scripture tells us, *“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*" (Romans 10:9).

By understanding these three simple steps, you will comprehend what Galatians 3:26 tells us: "*For ye are all the children of God by faith in Christ Jesus.*"

The moment you meet Christ and understand by the Spirit that He is the Son of God, then confess Him—in your heart and before man—something supernatural takes place. You become the son or daughter of God. At that instant, as you believe on His name, you have His power to become God's child (John 1:12). He accepts you as you receive Him—and your heavenly Father says you are His forever! You become His by faith (Galatians 3:26).

Never overlook the necessity of the element of faith in the redemption process. You see, the Bible declares, "*God hath dealt to every man the measure of faith*" (Romans 12:3).

When you meet Christ Jesus personally, and the Holy Spirit reveals, "This is the Son of God," and when you *say*, "You are the Son of God," instantly, two things occur:

1. You are adopted into God's family, and the Father declares, "This is My child."
2. God imparts His faith into your heart, and you will know by the Holy Spirit that you have been wonderfully born again.

Only as the Lord fills you with His grace can you confess, "Thou art the Christ." It is impossible for one who receives

Christ Jesus, as the Word of God teaches, to then walk away doubting his or her salvation. The born-again experience becomes more real than life itself.

#### IT HAPPENED TO ME

I can remember the day I received the Lord into my life as if it happened yesterday. With great joy I went home and told my mama, "I am born again!"

"What do you mean?" she asked.

"Mama," I explained, "I became a Christian today."

"But," she replied, "you've always been a Christian."

"No, Mama, you don't understand. Now I *am* a Christian!"

When I uttered those words to her, it was so divine, so full, so rich, so personal and real. Yet, only I understood exactly what had taken place.

It has been many years now since February 14, 1972, at 7:50 A.M. in Toronto, Canada, when I spoke the words, "Jesus, come into my heart."

A moment later, as I walked out of the library at Georges Vanier Secondary School to attend my French class, I was a transformed young man.

Shortly after this life-changing experience, my precious mama accepted the Lord with my dear daddy, and so did the whole family, almost at the same time. In 1982 my dad went home to be with the Lord. Today my loving mother is still serving Christ, and four of her six sons are preachers of the Gospel.

## NO CONDEMNATION

At the moment of salvation, when you are at that blessed place of transformation, you are delivered from all judgment, completely set free—and you know it.

Let's look at John 3:18: *"He that believeth on him is not condemned: but he that believeth not is condemned already, because he hath not believed in the name of the only begotten Son of God."*

The second part of the verse is a mystery, but it shows us God's nature. A person can hear the voice of the Holy Spirit and still say "No!"—for God will never force an individual to accept Jesus as Savior. It is a decision only you must make, because no one reaches heaven by accident, and no one ends up judged and spending eternity in a lake of fire merely by chance. Salvation is a choice!

This is the amazing truth: God Almighty has provided salvation for you, and He waits for the slightest move on your part, then He joins in and helps you complete the process. However, you must take the initiative and make the first step.

## JESUS CHRIST—OUR SIN-BEARER

When you receive the Lord into your heart and life, expect definite results to take place. No one can receive the Lord Jesus without experiencing Him first as a Sin-Bearer—the One who bore all our sins on the cross.

At salvation there will be an exchange. You give Him your sins, and the Lord of heaven and earth gives you His righteousness.

Romans 3:21–25 tells us: *“But now the righteousness of God without the law is manifested, being witnessed by the law and the prophets; Even the righteousness of God which is by faith of Jesus Christ unto all and upon all them that believe: for there is no difference: For all have sinned, and come short of the glory of God; Being justified freely by his grace through the redemption that is in Christ Jesus: Whom God hath set forth to be a propitiation through faith in his blood, to declare his righteousness for the remission of sins that are past, through the forbearance of God.”*

What a glorious truth! When you receive Christ as Savior, He implants His righteousness in you. It is a definite, divine transaction!

As you come to Him and declare, “I give you my life,” your sins instantly become His. Jesus says, “All your sins—past, present, and future—are Mine.”

What about your future transgressions? As weak human beings we keep failing. No Christian will willingly, knowingly continue living a life of sin, but along the way we have a tendency to fall, because we are imperfect, mortal people. We don’t *decide* to sin, we entered this world with a sinful nature. The Word of God tells us, *“If we say that we have no sin, we deceive ourselves, and the truth is not in us”* (1 John 1:8). Later in his chapter, however, I will share how Christ can keep you from falling.

Forgiveness deals with yesterday. Cleansing deals with today. Justification deals with tomorrow. So when we are forgiven, cleansed, and justified, Jesus Christ becomes our eternal Sin-Bearer—now and in the future: *“For he hath made him to be*

*sin for us, who knew no sin; that we might be made the righteousness of God in him*" (2 Corinthians 5:21). "*Who his own self bare our sins in his own body on the tree, that we, being dead to sins, should live unto righteousness: by whose stripes ye were healed*" (1 Peter 2:24).

### JESUS CHRIST—OUR SIN-DELIVERER

In addition to becoming our Sin-Bearer, Jesus also becomes our Sin-Deliverer. Again, all this transpires at the moment of salvation.

It is vital to understand that His death bought forgiveness, but His resurrection brought deliverance. He purchased salvation for each of us with His shed blood, then provided deliverance when He rose from the grave. Christ saved me when He died, and He delivered me when He arose!

As the living Lord—our Sin-Deliverer—He has the power to free us from sin, for without the Resurrection, salvation is not complete, and we would continue in our iniquity. But the power of sin was broken when He rose from the dead!

In Jude 24 we are told, "*Now unto him that is able to keep you from falling.*" Not only is He able to keep us from stumbling, He is able to present us faultless before the throne with joy!

How is this possible? In Matthew 28:18 the Lord says, "*I have all power.*" Jesus Christ has total authority over sin. He is able not only to rescue you from the lowest pit, but He can also raise you to the highest place of victory.