

# Soul-Winning in 1972 With Mark Finley

#0373

Study Given by Mark Finley and W. D. Frazee—December 31, 1971

Before we enter into our study tonight, Cassandra's going to sing a song, and I want to tell you a little about this song she's going to sing. When I was her age, I was in San Francisco, another big city, and working with Elder Tindall there as a young assistant. And I had a group of young people, training them in soul-winning. And out of this came this song she's going to sing. It's a prayer to God to give us power to win souls. And may the Lord add His blessing as Cassandra sings this prayer just now.

“Almighty One, to Thee I cry,  
To Thee I raise my tearful eye,  
On bended knee I now draw nigh,  
Unto the mercy seat.

One longing stirred my heart within,  
For this, I hate my every sin,  
Oh, give me power some soul to win,  
To lay at Jesus' feet.

I know that there is not in me,  
To win one soul, dear Lord, to Thee,  
How poor and weak my human plea,  
And yet how strong Thou art.

So earnestly for this, I plead,  
One promised gift brings all I need,  
Thy Holy Spirit, He indeed  
Shall melt the stony heart.

Not for myself, but others, Lord,  
That they may hear Thy quickening Word,  
For this unsheath the Spirit's sword,  
In this the promised hour.

Then shall my heart Thy victory know,  
Thy joy shall taste while here below,  
Oh, Lord, I will not let Thee go,  
Except Thou give this power.”  
Author Unknown.

[Elder Finley] I've been thinking about some of these great cities. Those pictures that Cassandra showed of Philadelphia were almost overwhelming, weren't

they? As you looked at the large skyscrapers, the teeming multitudes, the question ran across my mind, "How is the work of God going to be finished?"

I think of the millions of Philadelphians, the millions of individuals living in New York City. I think of this great city lying right at our doorsteps, Chattanooga, population of some 135 or 140,000. How is God going to finish the work? How is Jesus going to work so that each of these individuals has a knowledge of Him so that they can intelligently make a decision, so He can close the sanctuary and thus come?

This past year the Lord has led my mind to study the Bible in a way that I haven't studied it before. I've taken different books of the Bible and followed a theme as I've read the book through.

For example, one of my studies this past year has been a study of the book of Luke. I've taken the book of Luke and underlined each time in the book of Luke that Christ prayed. And I've asked some questions about the prayers of Christ. What did Christ pray for? And what was the answer that His Father gave? And it was a thrilling thing to go through the book of Luke and underline each time Christ prayed and also mark the answers to those prayers. It was enriching for my own prayer experience.

I've enjoyed going through the little epistles of John, taking 1 John, 2 John and 3 John, and underlining all the assurances of salvation. You know, first, second and third John are epistles of certainty. Over and over again, the glorious refrain comes, "And I know," "And I know," "And I know." It's a wonderful thing to get that assurance.

But just this past week, as I was thinking about this coming year, and thinking particularly about soul-winning and about these great cities, about how the work of God is going to be finished in these great cities. I've taken the book of Acts, and I've read Acts this past week from this perspective.

I've said as I've read each chapter, "Now Lord, what is it in this chapter that You want to teach me about soul-winning? Lord, what is it that is contained herein that will help me to be a more efficient and a more effective soul winner for You?"

You know, the book of Acts is an exciting book. It's just thrilling to read because in every chapter, there are thrilling soul-winning experiences. The book of Acts is just exciting, and it's dynamic, and after I've read each chapter, I just became so excited because of the thrilling work that the Lord was doing through the disciples and the apostles throughout the whole book of Acts.

You know, as I was thinking about it, I've thought that I'm sure that many would have considered the apostolic church a very underprivileged church. There are many reasons for this. Think of it. Here the apostolic church had the commission from Christ:

“Go ye therefore, and teach all nations, baptizing them in the name of the Father, and of the Son, and of the Holy Ghost”  
Matthew 28:19.

So, they had the commission to go out and evangelize the world. But yet they were a very small group, largely uneducated. They had very few highly-educated men among them, although they had some. But they were small in numbers, they had very little education, they had very little money, very little funds as they started out.

And you think of the apostolic church; they had no church buildings when they started, did they? They had very few committees, an occasional church counsel in the book of Acts that is recorded. They had a rather loose organization.

And I suppose humanly speaking, looking upon the apostolic church, one would think, “How can this little group of uneducated men with no money, a loose organizational structure, no statistical reports, a very inefficient organization, how can they possibly move the world?”

But yet, reading over in the book of Colossians the first chapter, Paul says that in his day, writing there in about between 50 and 60 A. D. in Colossians:

“...The gospel... was preached to every creature which is under heaven...” Colossians 1:23.

And so, as I read these various things, there was kindled within my soul a desire to find within the book of Acts the technique that brought such glorious results. And let's look at some of those results from the preaching of the apostolic church, the preaching of the disciples, shortly after the ascension of Christ into heaven. Let's notice the results of their preaching.

Acts chapter 2, noticing verse 41. Acts 2, of course, is that great chapter in which the outpouring of the Holy Spirit on the Day of Pentecost is recorded. And then, after the outpouring of the Holy Spirit, the Bible records Peter's sermon. Now, notice the results of the outpouring of the Spirit on the Day of Pentecost, and the results of the stirring sermon that Peter preached:

“Then they that gladly received his word were baptized: and the same day there were added unto them about three thousand souls” Acts 2:41.

It says those that heard Peter preach gladly received his word, they were baptized, and there were 3,000 souls added to the church that day. When I read this, it just thrilled my soul.

I thought, “Well, only if today we understood and implemented the method that Peter used.”

Because his method got results, didn't it? Three thousand people were baptized in a day.

Now, notice some more results in the book of Acts, the fourth chapter of Acts, and the fourth verse. Over there in Acts 2, we've read that 3,000 were added to the church in a day. Notice, Acts chapter four and verse four:

"Howbeit many of them which heard the word believed..."  
Acts 4:4.

These are those that heard the word of the disciples as the disciples preached.

"Howbeit many of them which heard the word believed;  
and the number of the men was about five thousand"  
Acts 4:4.

Amazing. Five thousand men led to accept the preaching of the disciples, driven to their knees, driven to repent, converted and brought into the church. We long for an experience like that again, don't we? An experience where the multitudes are reached, where the multitudes are led to Christ.

Notice, Acts the 5<sup>th</sup> chapter and the 14<sup>th</sup> verse—notice, in the book of Acts, this little group moved the world. And God wants to do it again today with another little group.

"And believers were the more added to the Lord,  
multitudes both of men and women" Acts 5:14.

So, as we've read in these first few chapters of the book of Acts, we've seen that the disciples had tremendous results, fantastic results, results that would startle us today. How did they achieve these results?

As you study Acts, you find that the focal point in the whole book of Acts is Acts the 8<sup>th</sup> chapter to Acts the 10<sup>th</sup> chapter. Now, it's interesting, from Acts 8 to Acts 10, we do not have recorded the preaching to the masses. We don't have recorded the great numbers of souls being brought into the church.

Acts 8 to Acts 10 record three experiences. They record the experience of Philip working with the Ethiopian eunuch, the experience of Ananias going to Paul, and the experience of Peter dealing with Cornelius. And in these three experiences, the experience of Philip, the experience of Ananias, and the experience of Peter, we find a microcosm of that which was taking place to bring in the great numbers.

In other words, we find a very minute account, a very specific account of how three individuals were won. And thus, we can see the principle that God used in working with three individuals to reach the great masses.

Now, I want us to focus our attention specifically tonight on these three chapters in the book of Acts, Acts 8, Acts 9, and Acts 10, and study them very carefully, both in their relation to one another and independently. And see the method that God used in winning three individuals, and understand that it was

this method that was used throughout the entire book of Acts to win the great masses.

I'm interested in knowing more about that method, aren't you? I'm interested this new year, particularly in being a more efficient, more effective soul winner. I'm interested in helping each one here tonight to be an effective soul winner for Jesus so that each of us can be reaching out our hand for some soul.

So that this year we can be thinking about, "Lord, who do You want me to win? Lord, which special one do You want me to work with and pray for and plead for and never give up on until they're won?"

Wouldn't it be a wonderful thing if next new year, we could look back over this past year and see someone that we know that God has used us to win for Him? Thrilling thing.

Let's study Acts the 8<sup>th</sup> chapter. Now, notice here in Acts 8, starting with verse 26, we have the experience of Philip and the Ethiopian eunuch. Acts 8, follow along in your Bibles as I read verse 26 and onward:

"And the angel of the Lord spake unto Philip, saying, Arise, and go toward the south unto the way that goeth down from Jerusalem unto Gaza, which is desert. And he arose and went; and, behold, a man of Ethiopia, an eunuch of great authority under Candace, queen of the Ethiopians, who had the charge of all her treasure, and had come to Jerusalem for to worship, was returning and sitting in his chariot, read Esaias the prophet. Then the Spirit said unto Philip, Go near, and join thyself to this chariot. And Philip ran thither to him, and heard him read the prophet Esaias, and said, Understandest thou what thou readest? And he said, How can I, except some man should guide me? And he desired Philip that he would come up and sit with him" Acts 8:26–31.

Then following down to verse 38, after Philip explained to him Isaiah the 53<sup>rd</sup> chapter, we have the glorious results of Philip's explanation of that chapter recorded in verses 37 and 38:

"And Philip said, If thou believest with all thine heart, thou mayest. And he answered and said, I believe that Jesus Christ is the Son of God. And he commanded the chariot to stand still; and they went down both into the water, both Philip and the eunuch; and he baptized him" Acts 8:37–38.

Now, I'd like us to notice some interesting things about this experience. Here is an amazing soul-winning experience. Philip, one of the seven deacons, after the persecution in Jerusalem of the disciples, and after Philip had been driven out of Jerusalem, went down to Samaria. And Philip preached in Samaria and had success in his preaching.

But one day, his attention was arrested, as he was in meditation and prayer, by an angel. Notice, verse 26, particularly:

“And the angel of the Lord spake unto Philip, saying, Arise, and go toward the south unto the way that goeth down from Jerusalem unto Gaza, which is desert” Acts 8:26.

Now notice, Philip had been working for the Lord. Philip had been preaching in Samaria. Philip had made a complete surrender to the claims of Christ in his life, and dedicated himself to working for the Lord in soul-winning. And an angel arrested his attention and led him to the Ethiopian eunuch.

Notice the method that God used in bringing Philip in contact with the eunuch was that God sent an angel from heaven to lead Philip and direct his steps. Notice also that when Philip came into contact with the eunuch that Philip was filled with the Spirit of God, and thus being filled with God’s Spirit, opened the Bible beside the Ethiopian eunuch and explained to him the 53<sup>rd</sup> chapter of the book of Isaiah. Notice after that, that the Ethiopian eunuch was baptized.

Here we have a sketchy outline of God’s method of leading His disciples through the whole book of Acts, angels cooperating with men. Those men being led by angels, those men being filled by the Holy Spirit, those men opening the Bible to other individuals, bringing those individuals to a decision and then leading them in baptism.

Let’s notice now, Acts the ninth chapter. Keep our outline in mind: heavenly angels cooperating with human instrumentalities, leading men to specific individuals, these disciples being filled with the Holy Spirit, proclaiming the scripture, thus leading men to a decision and then following up that decision with baptism.

Now notice, Acts the ninth chapter. The experience in Acts 9, the first few verses, deals with the experience of Saul on Damascus road and his conversion. But notice, after the vision of Saul, starting in verse 10:

“And there was a certain disciple at Damascus, named Ananias; and to him said the Lord in a vision, Ananias. And he said, Behold, I am here, Lord” Acts 9:10.

Now notice, in this verse Ananias had been praying. Visions are not given in the hectic pace of life. Revelations from heaven usually don’t come in the midst of a busy street or a crowded thoroughfare. Visions from heaven usually come when an individual is alone with God, seeking God.

This is what Ananias was doing, seeking God. And as a result of seeking God, the Lord gave him a heavenly vision. God sent an angel to instruct Ananias. That angel brought a special message. What was the message of the angel? Acts 9, verse 11:

“And the Lord said unto him, Arise, and go into the street which is called Straight, and inquire in the house of Judas for one called Saul of Tarsus; for behold, he prayeth”  
Acts 9:11.

Now notice, in answer to Ananias’ prayer, as Ananias was praying, a vision was opened before him. An angel brought a message that here was a soul seeking help. And the angel directed Ananias to the specific street that he was to go to, a street called Straight. He directed him to the house that he was to go to, the house of Judas. And he told him the name of the one that he was to work with.

Notice, in Acts 8 that Philip was directed to the exact place that the Ethiopian eunuch was to be. In Acts 9, Ananias was directed by an angel to the exact place where Saul was to be. Can you see a pattern developing? In answer to prayer, God sends angels to cooperate with human instrumentalities to lead these individuals, to lead the disciples, to lead His disciples today to specific people at a specific place in a specific location.

Notice, Acts the ninth chapter as we continue our reading. In Acts 9 verse 12 the Lord here is telling us about Saul:

“And [Saul] hath seen in a vision a man named Ananias coming in, and putting his hand on him, that he might receive his sight. Then Ananias answered, Lord, I have heard by many of this man, how much evil he hath done to thy saints at Jerusalem. And here he hath authority from the chief priests to bind all that call on Thy name. But the Lord said unto him, Go thy way: for he is a chosen vessel unto Me, to bear My name before the Gentiles, and kings, and the children of Israel. For I will show him how great things he must suffer for My name’s sake. And Ananias went his way, and entered into the house; and putting his hands on him said, Brother Saul, the Lord, even Jesus, that appeared unto thee in the way as thou camest, hath sent me, that thou mightest receive thy sight, and be filled with the Holy Ghost. And immediately there fell from his eyes as it had been scales, and he received sight forthwith, and arose, and was baptized” Acts 9:12–18.

This is our work, to touch men’s eyes and have the scales fall off, to anoint men’s eyes with the eye salve so they can see. So that where there was once darkness now there’s light.

And what is the method that God used? Here’s a man that is dedicated, willing to go where Christ sent him. And God sent an angel to lead Ananias to Saul. And thus, God worked with Ananias to bring Saul to the place where he was in touch with the church and thus baptized.

These experiences of Philip and the Ethiopian eunuch and Ananias and Saul are not what we would call atypical experiences. Sometimes as we read these

things in the Bible, we think, “Well, that was nice for an angel to direct Philip to the Ethiopian eunuch, and it was nice for an angel to direct Ananias to Saul, but nothing like that’s going to happen today.”

This is the only way that God can finish the work today—if heavenly agencies cooperate with human beings. There’s a most wonderful statement commenting on the experience of Philip and the Ethiopian eunuch here that brings out this principle. It’s in this book *Acts of the Apostles*, page 109:

“This Ethiopian represented a large class who need to be taught by such missionaries as Philip—men who will hear the voice of God and go where He sends them. There are many who are reading the Scriptures who cannot understand their true import. All over the world, men and women are looking wistfully to heaven. Prayers and tears and inquiries go up from souls longing for light, for grace, for the Holy Spirit. Many are on the verge of the kingdom, waiting only to be gathered in. An angel guided Philip to the one who was seeking light and who was ready to receive the gospel, and today angels will guide the footsteps of those workers who will allow the Holy Spirit to sanctify their tongues and refine and ennoble their hearts” *The Acts of The Apostles*, page 109.

This is the divine combination that brought success to the apostolic church—angels leading the individual disciples to specific people. And thus, as the individual disciples were led by these angels, the Holy Spirit ministered through the human instrumentality to win the heart of the individual that was being preached to.

Think of it. This coming year Jesus is waiting in heaven to send angels to guide your footsteps. This coming year Jesus is waiting in heaven with all the power of the Holy Spirit to work through you. Now, just think how foolish it would be to spend hours of time, hours of time trying to win souls without cooperating with the divine agencies. Just think if Philip was down in Samaria so busy about what he was doing there that he did not have time to seek God to be directed by an angel.

Is it possible to get so involved in a program and with the machinery of the program to keep the gears running that one neglects to seek heavenly agencies? You know, some things can be done without the help of heaven. There are certain people in our world tonight who are involved in manufacturing. At some of the great manufacturing plants in the United States, thousands of parts are turned out every day with no thought of prayer, no thought of prayer at all. Cars are made. General Motors produces them. Chrysler produces them with no great thought of prayer.

Gardens can be planted. Some great farmers who are harvesting hundreds, thousands of bushels of wheat give no thought to prayer.

But in soul-winning, Heaven must be enlisted, Heaven must be enlisted. There’s no way to be a successful soul winner without prayer. Why? Because it



takes the cooperation of heavenly agencies, it takes the cooperation of the angels. It takes the fullness and the power of the Holy Spirit to win hearts. And therefore, every successful soul-winner must like Philip and must like Ananias enter into an experience of cooperation with the angels and the Holy Spirit.

Notice the third experience in Acts the 10<sup>th</sup> chapter. Notice it is the same pattern, and this pattern once again brought results. Cornelius was not one of the chosen race. Cornelius was a Gentile. But Cornelius was seeking God. Like the Ethiopian eunuch, Cornelius longed for a deeper experience. Like Saul of Tarsus, Cornelius was looking for something. And so here, as Cornelius prayed, notice Acts the 10<sup>th</sup> chapter starting with verse 3. Actually, let's start with verse 2 to get the background:

“A devout man, and one that feared God with all his house, which gave much alms to the people, and prayed to God always. He saw in a vision evidently about the ninth hour of the day an angel of God coming in to him, and saying unto him, Cornelius. And when he looked on him, he was afraid, and said, What is it, Lord? And He said unto him, Thy prayers and thine alms are come up for a memorial before God. And now send men to Joppa, and call for one Simon, whose surname is Peter. He lodgeth with one Simon a tanner, whose house is by the sea side; he shall tell thee what thou oughtest to do” Acts 10:2–6.

Notice the specific instruction given to Cornelius that he was to send his servants to Joppa to call for Simon, whose surname was Peter. Notice that the angel told him exactly where Simon was staying.

“He lodgeth...” Acts 10:6.

He's living.

“...with one Simon a tanner, whose house is by the sea...”  
Acts 10:6.

Notice, in each of these experiences in Acts 8 and Acts 9 and Acts 10 that Philip was directed to the specific place where the Ethiopian eunuch was. That Ananias was directed to the specific place where Saul was. And here Cornelius was to send his servants to the place where Peter was. And God then sent the angel that had spoken to Cornelius to Peter, and that same angel revealed to Peter through a vision that he was to go to the house of Cornelius.

What were the results? Notice, Acts the 10<sup>th</sup> chapter, and we'll see once again the marvelous results of what took place, verse 44:

“While Peter yet spake these words, the Holy Ghost fell on all them which heard the word. And they of the circumcision which believed were astonished, as many as came with Peter, because that on the Gentiles also was poured out the

gift of the Holy Ghost. For they heard them speak with tongues, and magnify God. Then answered Peter, Can any man forbid water, that these should not be baptized, which have received the Holy Ghost as well as we? And he commanded them to be baptized in the name of the Lord. Then prayed they him to tarry certain days” Acts 10:44–48.

Notice, in each case, Philip baptized the Ethiopian eunuch. As a result of Ananias coming to Saul, Saul was baptized. And as a result of Peter preaching to Cornelius, Cornelius was baptized.

Now, let us in our minds have the pattern fixed. As a result of prayer, God sends angels to direct His people. These angels direct His people to the very individuals who need help. Filled with the Spirit of God, God’s servants proclaim the truth with power and bring souls to a decision. And as a result, these souls are baptized.

Oh, think of it. This year God wants to use you. God wants to have angels direct your steps. He wants to have the Spirit attend your words. And he wants to give you results. Oh this year, God wants you to enter into a covenant with Him, a prayer experience. And this is the key. It all depends on prayer, it all depends on prayer.

Will you this year take some soul upon your heart? Some special one that you’re going to pray for, that you’re never going to give up on until the Lord does something? That you are going to keep on your prayer list and bombard Heaven for? Will you take someone on your heart this year that you’re going to work for? That you’re going to think about. Not 15 or 20 but some special one, some soul that you can channel your efforts for in prayer, some soul that you can channel your efforts for in working for?

And will you this year take this opportunity to take some prayer partner, think this year not only of someone that you can pray *for* but someone that you can pray *with* as a prayer partner. And with your prayer partner, bombard Heaven for special ones to be won to Christ.

“Lord, lay upon some soul upon my heart,  
And love that soul through me,  
And may I humbly do my part,  
To win that soul for Thee.

To win that soul for Thee,  
To win that soul for Thee,  
And may I humbly do my part,  
To win that soul for Thee.”

“Lord, Lay Some Soul Upon My Heart”  
by Frank Garlock.

[Elder Frazee] You see, folks, this is the *one* thing we can do this coming year that we’ll never have a chance to do all through eternity. We can take trips all

round the world and far off in space. We can do that all through eternity. And all the other things that people are spending time and money and effort to do now, we can do through eternity, but this *one* thing, to win souls, never, never, never. Is that true? This is true.

And what does it mean to win *one* soul? Ah, it means more than all the material universe. This is the value that Heaven has put on man. I'm glad God values *me* that much, aren't you? And He'll value that one soul that you win to Him.

Why do Brother Finley and I tonight stress working for *one* soul? I'll tell you why, dear friends. There is an infinite difference between the one and the figure that precedes it. The figures that go after the one, just adding one, one, and one more makes two, and one more makes three. But you know what one less than one is? What is it? Nothing. All right.

Now, we're told that if we add, God will multiply. Now let's see, suppose God multiplies five times, and you win one soul. How many are there? Five. All right. Suppose that you win two souls and He multiplies; what's the figure? Ten. But suppose your figure is zero, and He multiplies a hundred times. What is it? Nothing. Zero. Do you see the infinite difference between one and zero?

And so this evening, our prayer is that God will help every soul here that knows the Master to focus on *one* soul. And as has been brought to us this evening, the way to begin is on our knees.

Now, the burden that rests upon our hearts as we pray will lead us as it led Philip to get out and *do* something and witness. But it makes a wonderful difference whether our going is going from the prayer closet or merely going from a hip, hip, hurrah campaign. Makes a world of difference.

We can go out and spend hours and hours in activity. But unless we're directed by the angels and the Holy Spirit, it may be just so much motion. To our knees then, soldiers of the cross, to our knees tonight this New Year's Eve.

As Brother Glanzer said, we're getting a head start on the new year. We don't have to wait up to midnight to see the new year in. Aren't you glad, friends, we don't just have to wait up to see the new year in? It's here. It's started. Let's start it in this little service with Jesus, letting Him lead our minds, each of us who know Him, to one soul, one soul.

Be thinking right here in this New Year's service, each of you, "Who does God want to give *me* as a star to shine in the crown of Jesus? Who is the one that I am to bring to Christ and His message this year?"

Now, some of you will think of definite names just now. Some of you already have a prayer list. I hope the rest of you will get one. And some of you may need to pray alone with God before you know just who you're to work and pray for.

This isn't just some lottery, reaching in our hands and pulling a name out of a barrel or something. Oh, no. Guided by angels, we are to go not only to some soul that needs help—but watch and don't miss this—we need to go to the soul that we can reach.

Do you know that there are people that you can reach that nobody else can reach as well? That's why you're as peculiar as you are. You are made for the purpose of reaching certain souls and win them to Christ. And so, God will lay that on your heart tonight.

Now, as I've been thinking about this service all week, there's a particular thing that's been burdening my mind. Let me share it with you. I observe that it's possible for people to be up and down, up and down, back and forth. I observe that it's possible for people to get hold of the Lord and then lose Him, get hold of the Lord and then lose Him.

I want to say a word to any of you that have been having that kind of experience through 1971. You don't have to have it through 1972. And do you know the biggest thing that's going to make the difference to some of you dear people that have been up and down, back and forth, is this? It's going on from repentance and faith into soul-winning. Unless you do that, you'll repeat that, again and again, this year, up and down, back and forth, in and out.

God intends every person who comes to Him to take these three steps. The first step is repentance for sin, being sorry enough for sin to give it up and make a full surrender. The second step is to believe in the forgiveness of God and accept Christ as a Savior from sin. The third step is to get to witnessing and soul-winning.

And if you don't take the third step, you'll soon be slipping back from the second, the first, and down in the mud again. And if all we do, friends, is come on Friday nights and take those first two steps again, and then during the week slide back again, after a while it gets to be—well, we get to be a bit embarrassed. I think we ought to, don't you, friends? Isn't Jesus able to do more for us than that? He can.

Now, don't misunderstand me, friends. It's better to fall a thousand times and get up a thousand times and go on than to lie there in the mud even once. Don't misunderstand me. All I'm pointing out tonight is this. There's something better for you. And the better part is to take the third step and go right on in soul-winning.

Let me read you something very interesting from this little book *Christian Service*, page 107:

“...Those who are not engaged in this unselfish labor...”  
*Christian Service*, page 107.

That is, in soul-winning.

“...have a sickly experience, and become worn out with struggling, doubting, murmuring, sinning, and repenting...”  
*Ibid.*

That’s the way to get worn out with this in-and-out, up-and-down, back-and-forth experience. What is it? Those that don’t get into soul-winning.

“Ah,” but somebody says, “but Brother Frazee, I just feel that I’m not good enough,” or “I feel that I’m not experienced enough,” or “I feel that I don’t know enough.”

The good news to you tonight is this. If you’ve taken those first two steps, you’re ready to witness to others. If you have made a full surrender to Jesus (and if you haven’t, you can do it tonight), and if having fully surrendered to Jesus, you believe that for Christ’s sake, God forgives your sins (and if you haven’t done that before, you can do it tonight), if you have taken those two steps, you are ready to go out and get your arm around somebody and get them to take the same two steps you’ve taken.

You may or may not be able to explain the 2,300 days. You may or may not be able to give a Bible study on the Mark of the Beast. You may or may not be able to answer questions dealing with various doctrines. If you know how to do those things, fine. If you don’t, you can still begin to win souls and keep adding to your knowledge of the Bible.

But listen, no matter how *much* you know, if you haven’t taken those first two steps, you can’t win souls. No matter how *little* you know, if you haven’t taken those first two steps, you can win souls. That’s it.

And so, tonight friends, this New Year’s Eve, looking back at the old year and leaving it all with God, looking at the year ahead and surrendering it all to God, shall we say, “Yes, Lord, we’re coming with you the three steps.”

First, let me put it in the first person singular number. First, “I’m surrendering all to Jesus this New Year’s Eve. I’m giving Him my whole life, my past to cover with His blood, my future to live in His service.”

How many of you, for Jesus’ sake, would like to send Him that word of full surrender tonight? May I see your hands? Thank God, friends. What a New Year’s message going up to Heaven!

Now, this second step. As we surrender fully to Jesus, do we believe His Word that when we confess, He forgives? That when we open the door, Jesus comes in? How many of us would like to send Him the word tonight that we believe Him and accept Him as our Savior? May I see your hands? Thank the Lord. All right.

Now, shall we take the third step tonight? Shall we say, “Lord, I am not interested in just being saved by myself. I want to take some other folks with me. And so tonight, Lord, I’m putting my life on the altar to be used in Your service. I’m

putting my hand in Yours to let You lead me out to those that I can witness to. I'm giving you my voice to speak for You. And Lord, I'm covenanting with You tonight to have at least one name on my prayer list that I'm going to pray for day by day"? May I see your hands if that's your decision tonight? Thank God, my friends.

Oh, if we'll do that, when we meet here, God willing, a year from now, there can be—well, I'll tell you, if we'll do that, this room won't hold them all. That's right. We'll have to open this after-meeting room and fill that. We'll have to fill the mother's room and the recording room. And I'm willing. What do you say, friends?

Why, I know that—I see a few young men standing back there tonight. I'm sure There are a lot of other young men that would be willing to stand so that somebody could have your seat.

Now, another practical point that I want to give you, and that's this: if you really want to win that soul that you're laboring for, that you're praying for, and that you're remembering in prayer day by day, get someone to pray with you.

Now, the Bible text on that is Matthew 18:19. It says:

"That if two of you shall agree on earth as touching any thing that they shall ask, it shall be done for them of my father which is in heaven" Matthew 18:19.

And in *Volume 7*, page 21, we're told:

"Why do not two or three meet together and plead with God for the salvation of some special one, and then for still another?" *Testimonies for the Church, Volume 7*, page 21.

Their prayers will be heard.

Somebody may say, "Well, I don't understand that. Why couldn't God do it just as well if I pray all alone?"

Well, if you want to follow that plan, you go right ahead. But listen, if you want to follow a divinely-inspired and divinely-revealed plan, whether you know any reason for it or not, do it just because the One who is doing the soul-winning, Jesus, tells you to do it that way. That's a good reason.

Friends, I have watched it for 50 years, and I have seen dozens and scores and hundreds of souls won through this simple plan. I've seen young people do it, children, older people, all ages, little prayer groups of two or three. It's all right to have a prayer meeting with a dozen, 20, 50 people. It's all right to have family worship. It's all right to pray alone. There's a place for all of those.

What I'm talking about right now is something different from any of those. It's this: two people, or three, getting together and pleading with God not for a hundred things, not for the world in general, but for one or two special souls that they're burdened for.

The Bible reference for it is Matthew 18:19. The Spirit of Prophecy reference is *Volume 7*, 21. Will you do it, friends? Will you do it this year? The results will follow. The results will follow.

Let's sing it again.

“Lord, lay some soul upon my heart,  
And love that soul through me,  
And may I humbly do my part,  
To win that soul for Thee.

To win that soul for Thee,  
To Win that soul for Thee,  
And may I humbly do my part,  
To win that soul for Thee.”

“Lord, Lay Some Soul Upon My Heart by Frank Garlock.

[Man from congregation] I appreciate this thought that the Lord can use each one of us. I'd like to give just two instances, condense them, of how this has happened in areas where I've had very close contact.

I pastored a church in a rather large city where the largest drinking place in town when I got there was operated by two former Seventh-day Adventists. One was the son of my head deacon, and the other was the son of a former first elder who had passed to his rest. The situation was so hopeless that there was nothing else to do *but* pray.

And there were no evangelistic meetings going on, but we started to pray, the mother of one of these boys. And once a quarter, we had a day of fasting and prayer. To make a long story short, in two years, both of those young men were back in the church.

[Elder Frazee] Thank God.

[Man continuing] And one has since then become a worker in the cause of God, and the other is carrying on work in a little church as a church officer. Prayer did it because nothing else *could* do it, no method, no idea, no approach. Prayer did it.

In this same area, before I got there, every Monday morning a man used to show up at the home of a wealthy Methodist and do the trimming of their lawn and their shrubs and so forth. And he would just bubble over telling this lady something. This was a large 40, \$50,000 house a good many years ago, Cadillacs and what not. And this man would just bubble over with telling what he'd learned in the Sabbath school class on Sabbath two days before.

And this got under this lady's skin, as we say, and one day she said, “Can't you teach me some of these things that you learned in your Sabbath school class?”

And the poor man looked so forlorn and his jaw dropped when he says, “No, I can’t. I’m sorry. I can’t read and I can’t write.”

Now, this wasn’t too many years ago, but he had this.

But he said, “I can bring you somebody.”

And he did, and those people became Seventh-day Adventist millionaires. They were also in one of my churches.

[Elder Frazee] Thank you, my brother. Now listen, what I want is a stream of people coming up here and saying one sentence apiece this New Year’s night of what by God’s grace you’re going to set your heart on. You tell it your way, but if your heart is bubbling over with courage in the Lord, with praise to God, and with determination to put your life into the soul-winning work, come up here and express it just now. Let’s have a stream of folks, not lose a second.

Yes, here comes Doug. That’s fine. Let a dozen others just follow right on up. Remember, just one sentence apiece this New Year’s Eve.

[Testimony service follows]

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