

Habits of Successful Soul Winners



Successful Soul Winners are:

PERSISTENT

Sales and Persistence

“Selling or running a business for a living requires a tremendous amount of persistence. Obstacles loom in front of us on a regular basis. But it’s what you do when faced with these barriers that will determine your level of success. I believe it was Brian Tracy who once said that a person will face the most challenging obstacle just before they achieve their goal. The most successful people in any industry have learned to face the obstacles that get in their way. They look for new solutions. They are tenacious. They refuse to give up.”

Evangelism and Persistence

- Satan will always try to stop us.
- He tried to stop God's plan through Jesus
 - Through death, temptation, and Jesus' own disciples – Matt. 2:16-18; 4:1-11; 16:21-23
 - But, Jesus refused to be hindered – Heb. 12:1-2
- We must look to Jesus as our example and source of strength – Heb. 12:3; 10:35-36

Successful Soul Winners are:

**AVID GOAL
SETTERS**

Sales and Goal Setting

“They know what they want to accomplish and they plan their approach. They make sure their goals are specific, motivational, achievable yet challenging, relevant to their personal situation, and time-framed. They visualize their target, determine how they will achieve their goal, and take action on a daily basis.”

Evangelism and Goal Setting

- You need to ***set goals to save souls!***
- You have a great challenge – John 4:35-36
- You must be specific in setting your goals to:
 - Learn the “Big Picture” or some other means
 - Teach “x” number of people the gospel this year/month
 - Target specific individuals with your efforts
- You need to be sure of your motivation behind these goals.
- You need to visibly post these goals!

Successful Soul Winners:

**ASK QUALITY
QUESTIONS AND
LISTEN TO THE
ANSWERS**

Sales and Quality Questions

“The best sales people ask their clients and prospects plenty of quality questions to fully determine their situation and buying needs. They know that the most effective way to present their product or service is to uncover their customer’s goals, objectives, concerns and hesitations. This allows them to effectively discuss the features and benefits of their product and service that most relate to each customer.”

Sales and Listening

“Most sales people will ask a question then give their customer the answer, or continue to talk afterwards instead of waiting for their response. Great sales people know that customers will tell them everything they need to know if given the right opportunity. They ask questions and listen carefully to the responses, often taking notes and summarizing their understanding of the customers’ comments. They have learned that silence is golden.”

Evangelism, Questions, and Listening

- Jesus was aware of His purpose and asked questions to point people toward salvation – John 4:7-10
- We must be **aware of our purpose** so as to ask the right questions to lead other to Christ.
- Be prepared to listen attentively, which shows to others we care!
- Proper questions and effective listening offer opportunities to present Jesus as the answer – Matt. 11:28-30

Successful Soul Winners are:

**PASSIONATE
AND
ENTHUSIASTIC**

Sales and being Passionate

“They love their company and they exude this pride when talking about their products and services. The more passionate you are about your career, the greater the chance you will succeed. The reason for this is simple—when you love what you do you are going to put more effort into your work. When you are passionate about the products or services you sell, your enthusiasm will shine brightly in every conversation. If you aren’t genuinely excited about selling your particular product or service, give serious consideration to making a change. You are not doing yourself, your company or your customers any favors by continuing to represent something you can’t get excited about.”

Sales and being Enthusiastic

“They are always in a positive mood—even during difficult times—and their enthusiasm is contagious. They seldom talk poorly of the company or the business. When faced with unpleasant or negative situations, they choose to focus on the positive elements instead of allowing themselves to be dragged down.”

Evangelism, Passion, and Enthusiasm

- These are two very important keys to success.
- God wants us to be on fire for His cause – Rev. 3:15-16
- Jesus summed up the proper approach to evangelism – Matt. 22:37-39

Successful Soul Winners are:

**TAKE
RESPONSIBILITY
FOR THEIR
RESULTS**

Sales and Responsibility

“They do not blame internal problems, the economy, tough competitors, or anything else if they fail to meet their sales quotas. They know that their actions alone will determine their results and they do what is necessary.”

Evangelism and Responsibility

- You must accept that “go ye means go me” – Matt. 28:19-20
- We must not spend all our time looking for the perfect system.
- Every means of spreading the gospel needs people getting out and doing the work!
- We all need to be setting up “one hour” studies!

Successful Soul Winners are:

WORK HARD

Sales and Hard Work

“Most people want to be successful but they aren’t prepared to work hard to achieve it. Sales superstars don’t wait for business to come to them; they go after it. They usually start work earlier than their coworkers and stay later than everyone else. They make more calls, prospect more consistently, talk to more people, and give more sales presentations than their coworkers.”

Evangelism and Hard Work

- Success demands effort and self-sacrifice.
- Paul's great success was directly related to his efforts – 1 Cor. 15:9-11
- When we appreciate the grace given us in Christ we will put forth the needed effort.

Successful Soul Winners...

- Are persistent
- Are avid goal setters
- Ask quality questions and listen to the answers
- Are passionate and enthusiastic
- Take responsibility for their results
- Work hard