

Tent Making 1 Cor 9

by George Verwer

George Verwer emphasizes the importance of tent making as a means of supporting ministry while spreading the gospel effectively.

Duration: 1:13:49

Scripture: Exodus 20:12, Deuteronomy 25:4, Matthew 6:33, Acts 20:35, Romans 10:14, 1 Corinthians 9:14, 2 Thessalonians 3:10, 1 Timothy 5:18

Topics: "Tent Making"

Description

In this sermon, the speaker emphasizes the importance of following five principles in preaching the word of God. These principles include being enthusiastic, learning the product thoroughly, practicing effective communication techniques, demonstrating sincerity, and considering the needs of the person being spoken to. The speaker encourages the audience to believe that God will provide for their needs and make their prayer meetings more effective. They also emphasize the importance of sincerity in conveying the message and suggest using phrases and presentations that effectively communicate the message. The speaker shares personal experiences of encountering difficult individuals but believes that sincerity can still make an impact.

Transcript

We apologize for the rather rough quality of this recording. 1 Corinthians chapter 9. In chapter 9 we read about the laborer being worthy of his hire. Then Paul goes on, verse 12, If others be partakers of this power over you, are not we rather? Nevertheless, we have not used this power, but suffer all things, lest we should hinder the gospel of Christ.

Do you not know that they which minister about holy things live of the things of the temple, and they which wait at the altar are partakers with the altar? Even so hath the Lord ordained that they which preach the gospel should live of the gospel. But I have used none of these things. Nevertheless, have I written these things, that it should be so done unto me.

For it were better for me to die, than that any man should make my glowing void. For though I preach the gospel, I have nothing to glory of, for necessity is laid upon me. Yea, woe is me, or woe is unto me, if I preach not the gospel.

Now the clear teaching of this chapter is that the laborer of the gospel, the minister of the gospel is worthy of his hire. We're not going to go into the theological aspects of that. Yet Paul goes on to say, I don't use this power.

In other words, Paul has a right to take from the offerings of the church in order to live. He had that right, but he never used it. Instead it tells us in scripture that basically Paul earned his living through tent making.

And of course now we have that expression of tent making. In that day it wasn't an expression, that's what Paul did. He made tents and he sold them.

And he took the money from the sale of tents and he lived. Now most of us have never pictured Paul that way, have we? Picture Paul the great preacher, the great theologian. We never picture Paul sitting down sewing, making a tent, and then selling it.

Almost sounds unspiritual, doesn't it? Paul going out selling tents. And yet the scripture is quite clear about it, that Paul made his own living. He tells in another place how he worked with his own hands, his own hands to support himself.

You say, well my poor fellow, didn't he know the life of faith? Didn't he know that he could have just believed God for that money and have gone to work? We have a great distorted idea, some of us, about the life of faith. And we have it confused with sort of a life of foolishness, a life of poverty. There's a great verse in the New Testament, I like it very much, some people don't.

It says, if a man not work, let him not eat. If a man not work, let him not eat. So it was very appropriate we sang that hymn, work for the night is coming.

Ever since the beginning of this work, before it was ever called OM or STL or BDB or whatever other name you might want to call it by, we were convinced that God had given us the greatest tent making that ever could be thought about. The very first campaigns were sponsored often by tent making. We kept ourselves alive by tent making.

Now as you know, we're not living in a day in which tents are exactly the most flourishing business to get into. So we never got into the literal tent business, but we got into the selling of Christian books. We were planning our first campaign for Mexico.

We went out with Christian books, I must confess, with a rather mercenary viewpoint in some people's terms. We went out to sell Christian books to dear old Americans because we wanted to get the profit to buy Gospels of John from Mexico. And now if you think there's something wrong with that, you're in the wrong movement.

If you think there's something wrong with making money and giving it to the Lord Jesus Christ for the spread of the Gospel, if you think that's not the life of faith, I'm not saying God's going to call you to make tents. I'm not saying God's not going to call you to take the hire that the labor is worthy of. If you think there's something wrong with that, you're really on the wrong side of the fence.

And so we went out from house to house. And we, of course, discovered that this was what we would call in the States a double-barreled ministry. On one hand, we were tent making.

We were making our own way so that as gifts came in in answer to prayer, and we saw gifts come in in answer to prayer, we didn't have to touch them. We never had to touch them. For our own food, our own clothing, our own little necessities.

But any gifts that came in, we could put that right into literature or into Mexicans, national workers, or into a bookshop or whatever it might be. And so as we went out with these books in this tent making, we saw that this brought in funds for our own support so that any gifts were given were given to literature ministry. Now sometimes I think of it vice versa.

Sometimes I like to think of it as the money I'm making at the doorstep paying for the literature and the gifts paying for me. For example, when somebody sends me a personal gift and they say, well, this must be for you. You must use this personally.

Well, in my mind, my bank account, where I keep it in my own head, I say, well, that's for me personally. So therefore today when I go out and sell books, I'll give the book money to the spreading of the gospel and the printing of more literature. So when people, you know, write you and they say, well, I want to give you a personal gift, you don't have to think, well, that's not possible.

In a way it is possible. That means if you get a personal gift, any money you make on the doorstep can go for the literature. Naturally in any bookkeeping operation, any of you know anything about accounting, it isn't a matter of holding the money here or here or in your pocket.

It's a matter of keeping the books. And some people keep them on paper, which is best. Others keep them at least to some extent in their head.

And so we have that one side of the ministry, that of tent making, seeing money come in so that we could continue on in the work. But the second ministry, which was so tremendous, is that while we were doing the tent making, the gospel was going out in a tremendous way. Now I'm absolutely convinced that if the apostle Paul came back in the day of the printing press, he would throw his tent and he would become a cold porter.

You don't have to believe that, but I believe it. And most of you know, I'm stubborn enough to stick to believe it. Despite the fact that it isn't found in scripture.

Naturally, there are certain things we don't find in scripture. We don't find anything about automobiles, electric lights, tape recorders, microphones. We don't even find much about chairs in the scriptures.

And yet we see the basic principles. We understand the basic attitude of the apostle Paul. And so we see that these are things that are acceptable.

So the second barrel ministry is flooding out the word of God. This thing is so unique. Why others have missed this? I don't know.

Of course, we're not the first ones to think of this type of thing. For years, some of the greatest Christian workers who never could get support in days when they were to try to pray in two pounds was like trying to move the walled off Astoria with a teaspoon. They had to depend.

They had to work their way. The Bible Society, some of the great work in its early years was done on this basis. The Waldensian Church, which was once a flaming church in Italy, has a group very similar in some

ways.

They carried on their work through going house to house, cold portage work. And of course, this is especially realistic in the mission field. It's one thing for us to talk when we're in these countries where there's money rolling around.

It's another thing when you get out in a place like India, where there's hardly enough money to deliver, much less support lots of full-time workers. So God has given us this tent making. The tent making ministry of Operation Mobilization is its book selling.

In that one aspect of it. At the same time, of course, in many places we never make a penny on our books. We're still sold out and getting the books out.

So if you don't like this side of it, we don't care particularly which side motivates you. But we do want you to see the absolute strategicness of using literature to the nth degree. And this is where many slip up on OM.

Now I know some of you here don't slip up at all on this, and you're really doing very well. But others, they really don't see fully how this works in. And they've been praying for funds, and they haven't seen much money come in.

And they wonder sometimes, well, whether they should even stay with the work. They feel that they're sort of being carried along on the OM gravy train, and they get their meals, they get their clothing, to get their census, or whatever else problem comes up. And yet they aren't seeing money come in as they pray.

They're not seeing money come in. What can you do? Well, I want to tell you when I first started in this work, I didn't have very much faith to believe God for money. I found that a tremendous battle.

But I did find that as I went out and faithfully sold books and did this work from house to house, that God blessed. And I was making, selling books to Jews and Roman Catholics, mainly. A few Protestants.

Once, maybe every 50th person need evangelical, or every 30th. I was making a profit of two or three pounds every day. Clear profit.

Not turned in, gross. Gross doesn't represent profit, but profit. And I'm convinced that anybody who really wants to can see the same thing happen.

I know it. And I also know that salesmanship isn't learned overnight, like, oh, Amherst wants it to happen. They want one instruction session, one reading through the literature manual, go out on the dicker, the Norah dicker, with their six phrases, and expect to come back with their pockets full of pounds, as the Apostle Paul did when he sold a lot of tents.

I'm sure he wasn't quite that ignorant, and I'm sure the Apostle Paul knew quite a bit about tents. And so if you're going to accomplish anything in this work, you must understand something about it. And one thing is for sure, you must be convinced in your heart about book selling.

Now tonight we're going to have a night of prayer. One of the things we'll have to pray for is the financial needs of the work. You know, we think of dear George Mueller with his orphans many years ago.

We might sit back and think, my, what a tremendous need that was to feed those orphans. Why? I mean, certainly he didn't have to pray through the night. He didn't have to fast.

He didn't have to exercise such faith and make such a big story out of all this believing God. I mean, God would supply for those orphans, wouldn't he? God loves those orphans. He'd supply for them, wouldn't he? The fact of the matter is that there's hundreds of thousands of orphans in the world today, and whether we want to put it in this terminology or not, God is not supplying for them.

God is not supplying for them. And you can blame God like many an unbeliever does, many an agnostic, many an atheist, blame God for all his suffering. But God has given us this world, in a sense.

We're in charge down here, or to put it in clearer terms, the devil is in charge. He's the prince and the power of the air. In a sense, God has given up the world.

He's just said, okay, let it go. And I'm only going to deal with those people who come to me in love and brokenness and say, Lord, I'm yours. When they say that, then I'm going to come in.

I'm not going to force my way in. I'm not going to force my way in. And so God has chosen to use us.

He's chosen to use us to pray, to believe, for victories. I don't fully understand that, but that's his message. He chooses to work through prayer.

And so if we're going to see the finances come in, it isn't just a matter of sitting back and saying, well, Lord, you know our needs. I mean, you know that we need this money. We can't go out to the field.

We can't pay our grocery bills if we don't supply. Lord, you know all that, so we just trust you for it. It isn't a matter of just doing that.

It's a matter of exercising faith. It's a matter of believing that God is God and that he will supply. All last week, we hardly mentioned anything about finances.

We had too much of a mixed multitude in our audiences. We're not interested in dropping all kinds of hints to visitors that we're sort of on the rock pile. But economically speaking, business-like speaking, ON is on the economic rock pile.

I can tell you that this afternoon. We absolutely are on the economic rock pile. And if God doesn't come to our rescue in the next few weeks, in the next few days, there will be no campaign in 1966.

And I can tell you that's the truth. In Turkey alone, there's \$10,000 worth of bills. And if you think \$10,000 comes in quick I know once in a while you hear a report of a great gift.

You think those gifts are coming in every day. I don't jump out of my shoes and go halfway to the ceiling when these gifts come in because it's something that comes in every 24 hours. Because they're just miracle mercy drops.

And I can tell you right now, as it stands, there's not one team that'll cross the English Channel. Not one single team. And I know that it is not our plan or God's plan for us to go launching out with unpaid bills.

We don't believe that we should. Amen. In this way, it's a poor testimony and we don't believe it's God's plan.

Now this means we have to see funds come in. Tonight we're going to deal with the area of faith. We're going to believe God.

We're going to see answers. But the Bible says faith without work is dead. The guy who can come to the pyramid and pray for five pounds and isn't willing to go out on the doorstep and exert himself a little and try to learn a few principles of salesmanship that he might make his tents right and sell them right and get the job done right.

This person, I don't believe, is going to really see an answer to prayer. It has always been in this work that God wasn't just calling us to have an easy way in which we could just have a prayer meeting any night. Bingo, we have \$10,000 dropped in our lap.

You know, we go along so far and the well runs dry, so we have another prayer meeting. After all, a prayer meeting is relatively easy, isn't it? Especially the way some pray. I think it's a tremendous time to sing hymns, praise God.

I know sometimes it gets very hard, but compared to knocking on the doors day after day and hour after hour being insulted and embarrassed and frustrated at times, I think most of us realize that prayer can be, can be easy. It shouldn't be, but it can be. And so we don't believe it's God's will for us to sit back and make the other man pay.

Let Christians give their money to us. We use it all up so we can't support any nationals. We can't buy millions of tracts.

We can't buy millions of books because we're using all the money up. Now, or we have no economic problems. All we have to do is stop buying books, stop buying tracts by the millions, stop traveling from here to India.

If we just consolidate and work in two or three countries, like most groups do, they certainly don't think of expanding into 20 countries in a couple of years because, I mean, the economic burden of this is impossible. And you go down to London anytime you want and you look at the Christian offices, you look at the, the kind of desk, I mean, the average director in a work, I mean, expects to pay 150 bucks, \$200 for a desk. I mean, you can't have him working on a, on a cardboard box or a wooden crate.

And so of course is where all the money goes. And then they wonder why they haven't got enough to send out more missionaries, why they can't print millions of tracts. And so they write to OM and ask for free ones and all the rest.

We believe God has given us a tent making ministry, a revolutionary tent making ministry, in a sense, tents with gospel text painted on all 10 sides. If there is such thing as 10 sided tents. And so God has given us this ministry of book selling.

And if we do it right, it's a profit making ministry. Places like India, not so easy that way, all because of some nice donations by certain groups of books, where we get the books free. Of course, then even if we only get a half a rupee or a few diapipe, then we make a little bit of money.

You know, in India, we have seen, this is the most heaven sent thing because the Indians don't want foreign funds. They think it's sin to take foreign funds. Many Indians, they teach that.

For Indians to take dollars and pounds, they believe it's sin, but they'll take books even free and then they'll sell them and then they'll take the money from that. And that's how we support our armies in India. And we stay free from this criticism of being a dollar pound organization.

And yet we've got more national workers than practically very few groups have in India today. All's happened within the past year and it's all done on this tent making business. It also gives the Indian a tremendous feeling of self-support and satisfaction that he isn't leaning on the West.

He isn't hanging on the crumbled dollar, but he's out working. And we tell our Indians, all right, you don't work today, no ice today. And, uh, they go out and we never have to send money out to our Indian team.

They go out and all the, uh, expenses are paid. In fact, many a team in India sends in money all the time to our central office. And this is a tremendous unique thing.

You need to understand this. This is part of the basic practical strategy that enables us to have 300 young people moving out this year instead of 30, because this is our burden. Our burden, those of us who were in it from the beginning, wasn't that we would just be able to go out and support ourselves.

I would have no trouble with that. I know that I'd have no trouble getting support for myself and myself and my family, but we weren't satisfied with it. We wanted to get a multitude of people with us and let's support them.

Let's fight and battle and believe God so we can support a dozen Spaniards and a couple of dozen Indians and a few dozen Mexicans and some Italians. And that's how we can have at this conference. The Spaniards, the Spaniards aren't, aren't paying their own way.

They're not seeing money come in. Very few of the Italians are doing it. It's beginning more and more, but imagine what a difficult thing this is in their country, where there's so much poverty, where the Christians don't have very much money, and where they've never really read any books about the faith principle or had any teaching along this line.

Why, to pray in 10 pounds in Spain is like praying in 100 pounds in Britain. But they're beginning to learn. But how are we ever going to get them started? It's always nice.

Many missionaries, they see the nationals say, well, just trust the Lord, brother. The nationals hoping that perhaps he could get maybe one or two pounds a week to support his family. A dear missionary, he's getting probably 50 pounds a week.

He says, well, now we're faith missionaries. We came out here by faith, you know, horse's neck, as we say, faith, traveling around all the churches in the United States for two years until they finally decide to support you, either to get rid of you or some other falsely motivated reason. Then you get out to the missionaries and say, we're the faith missionaries.

You nationals want to work. Well, believe God, trust the Lord like we did. Step out by faith.

The poor national, he doesn't understand this. When you came over, you came over with four or five missionary battles. You came over with your little radio.

You came over at least with a Bible and a few books. The average national in countries like India, he doesn't even have a proper Bible. Many, they don't even have a library of books.

And we try to tell them, step out by faith. Believe God, we can't give you any foreign money. And of course, then on the other hand, you've had other groups that have gone to the field, they've shelled out foreign money, right, left, and center.

Some of the big denominations don't use the faith principles. They have salaries, give their missionary salaries. And then what's happened? Corruption, embezzlement, cheating, lying.

Oh, I tell you, it's going to grieve your soul. Isn't there an answer to this? We believe we've found the answer. The answer is we never give them money, we give them books.

The books is the investment. When they sell the books, they get the money, but to sell the books, they have to work. And you don't find too many Freud men and con men and fakers grabbing onto piles of books to go out seven hours a day.

Even if they don't return us a penny, they've had to work for their money. And it brings them back to a biblical position and keeps them from resting on American funds. So this is a tremendous part, a vital part of OM's strategy that all of us, by God's grace, are booksellers.

We believe in selling books. Might we realize just what this is. Someone was just telling me the other day, I don't remember who it is, a story where someone was forced to buy a book.

Now, one thing I've always said, never force people to buy a book. And yet someone just told me the other day that they just heard of a case where a man was sort of forced to buy a book. He really didn't want it, but the guy was a high-pressure man, which we don't recommend.

But he was a high-pressure man, he sold the book, and the guy was wonderfully born again and his whole family saved because that book was sort of forced upon him. Now, if that can happen when the book is sort of forced upon him, which we don't recommend, how much can happen when the man buys the book out of his own will because he wants it? Because he wants to read about the Lord Jesus Christ. Now, let's remember that the gospel is free of charge.

The Bible says the gospel is free, we believe that. We never charge people for testimony, do we? At any of our meetings last week, we could have passed the offering plate any night. I could have put on a little pressure and got 20, 30, 40 pounds out of those meetings.

I can raise money. By the time when I was seven years old, I knew how to raise money. At 11, I knew how to cheat at cards.

You could take anything out of your wallet. I can raise money, but I don't want any part of it. The only fundraising campaign I won at the throne of grace was the Trinity as my finance committee.

And I believe, oh, some people say, well, why didn't you take an offering? You missed out, you missed an opportunity. Look, if people aren't going to give willingly, if they aren't going to just come out and just give and just want to give, then I don't want it. I'm so sick of people being pressured, emotionalized, stimulated, derived into giving.

What kind of, what does that money do in the long run? I think sometimes it's money that never values anything for the kingdom of God. I'd rather go out and work. And isn't it strange? Some people that will look down on book selling will think nothing of turning on a beggar at a meeting and passing the flint and

making a big offering.

And yet they'll despise somebody going out and book selling. Well, this is very hard for me to understand. This is work.

If I go out seven hours a day on the doors working, I'm not, I'm not a beggar. I'm not begging for money. I'm working and I've given them a better value than they've ever given for their money.

Because the books, especially that we sell are usually very cheap. When I give a man a gospel in India, five Naya Paise that cost 14 Naya Paise to print, I think he's getting a pretty good deal. Now let's remember though, the gospel is free.

What we charge for is the paper and ink. Well, I have told people, I said, look, you know, the gospel is free. I'll be glad to talk to you about Christ and explain the way of salvation.

It's just the paper and the books and the ink that cost the binding. And so we, we like to collect the donations so that we can buy more books for people that perhaps can't afford them. So the gospel is free, but the books cost money.

I trust that you understand what I've just said. I'd love to talk to you more about it. You don't know how I want to get these things over.

I don't want to particularly come to these sessions. I've got so much work in my office now, it's getting depressing to walk in the door. If I don't look at Jesus, I'm going to be discouraged.

Just everything piled up in my desk and the letters and I haven't even opened. But I just pray that we can communicate to you something of this vision for being a tent maker. Why? Because as a tent maker, the money you pray in can support nationals, Indians, Mexicans, Spaniards, Italians, because the money then that you pray in can be used to get more literature out, to get literature into the Soviet countries.

What's the thing that's holding up the work in the iron curtain countries? I'll tell you what it is. It's not manpower. It's not manpower.

I've got men. We've got some men. It's money.

It's money. Every time you look this way or that way, no money. We haven't even paid.

Right now, I've got sitting right here, I don't want to steal it. It's only a 1,100 pound bill for secret of happiness in the Russian language. And it's due now.

It's due right now. I've got a letter on my desk written to them by John Watts. The only thing I have to do is put in the check.

I have a partial payment. So the campaign from this past summer in the communist world isn't paid. OM owes Dave Borman at least \$1,000 yet, because he's had to pay some OM bill with money that he prayed in.

And in most places, we don't even have anybody like Dave who's laying hold of funds to carry on the work. In fact, we don't for any communist country. Communist projects have had to come from, sorry, but general fund and from a few special gifts here and there.

So we look at the communist world and say, we want to do something in communist world. We want to get literature going. Why in Poland right now, they're ready to distribute all the Gospels we can give them.

They're ready to move out with the Gospels. Who has any money for Gospels in Poland? Nobody. We haven't got two happenings to rub one against the other right at this point.

Much less say, well, let's get some more Gospels for Poland. Somebody says, well, let's load up Mr. Barkus, our double-walled vehicle. Let's get him into the Soviet Russia.

That's right. I went down and ordered 100 Bibles in the Bible Society for Russia. Pocket Bibles.

Everybody says, that's right. I got the bill, 300 quid. No, a hundred quid, \$300.

So everybody likes to think, you know, and what can be done? Let's do this. We got all kinds of people with vision, all kinds of people with ideas of how the money can be spent, what we can do, what we can accomplish for God. And I doubt if we have 20 people that know how to lay hold of the resources to do it.

Now, this is the same with all over the world. Not only with our Christian organization, this is true of every nation other than practically America and one or two other countries. Why do they make you register your money in all the communist countries? Why is it you can't even take a rupee into India? Because these countries have all kinds of plans, projects, ideas to solve their million and one problems.

No resources. No resource. That's why in the black market in India, I can take a rupee and sell it.

I can take a dollar and sell it for eight rupees when the official rate is only four. Because they're trying some way, some way to get the resources. And the dollar represents merely resources.

It represents manpower and resources. And that's what you must remember about money. Money only represents something.

Money isn't worth anything. Just like having German Deutschmarks in West Germany. These German Deutschmarks in West Germany, they're not worth very much.

You can have a whole bottle full of them and you don't get too much of a rate on them. Some other kinds of currency, like we have a pile of Indian rupees that came out of India by mistake. We can't do anything with them.

Actually, we're not even supposed to take them back. I don't know what we're going to do with these rupees. But this is the same way with money.

The paper is worth nothing. It's what's behind it. What does it represent? So, a Christian, he's working very hard.

What does he get for all of his work if he's working in a secular job? At the end of the week, he goes in and he collects a million gospel tracts for a week's work. What secular firms pay that way? Did any of your firms, some of you have worked in the world, did any of them at the end of the week give you a stack of Bibles or a pile of tracts? No! They gave you money. But that money, just as well, could have been a stack of tracts or a pile of Bibles.

You could take that money and immediately go to the Bible Sciences and they'll give you, exchange this money for Bibles. You could do that on any printer and you can exchange this money for tracts. So, remember, money is merely the conversion unit to convert your energy into tracts.

To convert your energy into something that counts for eternity. To take temporal power and convert it into eternal investment. That's why I'm not ashamed to make money.

And if the Lord ever calls me back into business, I'll do it very happily. I'll tell you, I'd never be settled at 10 and 20 pounds a week. If I couldn't make 200 pounds a week in the world, well, I'd be a very frustrated individual.

But if I made that 200 pounds a week, I figure my wife and I could live on about two or three pounds, maybe at the most, if inflation got bad. And then we could give all the rest of the world to Jesus Christ. What greater joy could there be? I believe a man can be a disciple and be in business.

I believe that with all my heart. I believe a man can be a disciple and go down and work in a paper mill or work down in the railroad station. It all depends on what he does with his manpower when he gets it in the form of the currency.

That's why Billy Graham said, Billy Graham said, the last thing a man will ever give us is money. That really shocked me when I saw that. I said, well, that's not true.

The last thing a man will give us is his heart. That's right. His money represents his heart.

Where your treasure is, what? Where your heart is also. And so if a man goes forward in the ninth convention, a deeper life convention, therefore now I would cry, fine. What did he give? He gave his hand.

He raised his hand. But when he goes back to his bank account, realizing that everything belongs more, he drains out his 10,000 that he's been saving for a rainy day. And he sends it off to regions beyond his heart.

It's about falls right at him. It's true. And so when people send us money, they're sending us their labor power, their manpower converted into currency.

And it's the same way when you go out selling books. So you always have that double opportunity at the doorstep. Maybe a soul will get saved through the book.

That's a primary thing. That's the greatest thing. If we never got a quarter, never got a penny for the book, a soul got saved.

Why? You came back and said, well, I haven't sold any books all week. We had five or six souls come to Christ. Praise God.

We never found that usually happening. We found most people that sold the books were also knew how to win the souls. And so we have that double opportunity.

At the same time, if you go to a doorstep, they buy some books, but they never get saved. They never come to Christ. Still, what did you get? You got some money.

Represent your labor. You can take that money, invest it in tracts. Maybe the tracts will bring someone to Jesus Christ.

Or invest it in a national worker, and maybe he will lead a soul to Jesus Christ. So we always have this double, tremendous double opportunity when we go out on the doorstep. Tent making plus evangelizing at the same time.

Poor apostle Paul, he had to sit down at times and make those tents. And he must have thought, I could be preaching right now. I could be moving out, be evangelizing, planning another trip.

He had to make those tents. He had to make those tents. Then he had to go out and get to the guy in the market.

He had to make a deal with him to sell the tent. Well, we have a tent making that at every moment we're doing it, we're getting the gospel out. Every moment we're selling our tents, the gospel is pouring out.

I tell you, it's terrific. If that doesn't excite you, I think there's something wrong with your blood pressure. The possibility of supporting ourselves, the buying tract, opening bookshops, advancing into China, Russia, places we can't go, through sending literature through the post, and yet never losing a minute, always giving the gospel out at the same time.

It's tremendous. You know, leading men in missions today, right to the top. I can name several missions right to the very top.

They've changed their strategy in the light of this strategy that I'm just talking to you right now. And you'll see it as you perhaps read missionary magazines. But now I want to just go a little bit into what do you do with these books.

You've got a nice pack of books this weekend, and you go out. The book selling for this past time, I haven't got an official report on it, but it certainly, if we had to live off it, we'd sure be going down quick. And we wouldn't be having these nice meals we've been having here.

We'd be eating, well, I don't know, in our book sales, we might be able to find some potatoes and powdered milk, and perhaps a few other things. But there's many that seem to be content with, you know, coming back after a whole morning's work with a shovel. Now tell me, if you were supporting your wife and family, and you were going out as a salesman of encyclopedias, or bubble gum, or whatever other thing you were selling, would you be satisfied coming back to your wife, the baby's been crying because it hasn't had its milk all day, and the cereal, you know, hasn't been able to buy the cereal.

The baby's crying. You know what a crying baby is. Someday you'll learn.

Anyway, the baby's crying, and crying, and crying, and the mother's saying that she's had a hard day, frustrating, and you come back and say, well, honey, great day today, honey. Well, do you have a pound yet? We have to go get the milk quickly before the store. Well, I've got a shilling.

She says, a shilling? Honey, we have three children here. Oh, I've got a shilling. The Lord's blessed.

Gave great contact. Had a wonderful time. But the shilling, what are we going to do with the shilling? And that's the way many OMers come back.

They come back, Lord's blessed, didn't get any money, didn't sell any books, but boy, it was a good experience. I got kicked around, and I don't believe God just wants that. Now, I'm willing to suffer that a few times, but you know, I believe that our God is a God of success.

He wasn't a failure. You know, when he went after Jericho, the walls went down and went down and when the Red Sea, you know, was supposed to move, it moved. When Jordan was supposed to move, it moved.

God isn't a God of failure. We're the failures, but God is a God of success, and he wants you to be successful. He wants you to see results.

He doesn't want just a lot of activity. He wants productivity, and he wants it so that you can go out in a day, and when you come back, you can buy your bread and butter and your milk and whatever needs you have. It's nice to put a requisition slip in a box.

Tremendous. We've got all kinds of requisitions, deodorant string, hairpins, bobby pins, food, clothing, medicines. Boy, you just add it up.

The list gets longer and longer and longer. It's very nice, but when it comes out, from going on the doorstep to your tent making, do you feel a burden to pay for some of that? Do you feel a burden to say, well, Lord, I want to work. The man that works, let him not eat.

I want to pay for the toothbrush that I got last week and the soap base and the medicines and the transportation or whatever it was, and I believe that this is a burden that all of us should have, especially those that perhaps are frustrated a little bit because you haven't been able to believe God for the money, and you feel like perhaps you're rolling along a little bit on somebody else's face. Well, I believe as you press on, as you stay in the Word, as you're faithful, as you hunger and thirst, you spend time in prayer, God will eventually give you more and more of that faith to believe for fun. But meanwhile, prove to the Lord that you mean business.

Prove to the Lord that you're not just a talker by putting everything you have into this bookshelf, everything you have into this distribution. Now, if you're going to do this, if right now you're at the point where you're willing to say, Lord, I'm going to put everything I have into this. I'm convinced that you want me to be a tent maker, to get these books out.

At the same time, I know that souls can come to Christ through books. What's greater than giving out the Word of God? I mean, how in the world can you argue against such a foolproof method of getting the Word out? And so now you're to the point and say, well, look, what are things I can do? I want to give you five things guaranteed, absolute guarantees. If you do these five things, you'll eventually know how to get books out.

I don't care who you are. I don't care if you're introvert, extrovert, uprovert, or down-to-earth. You'll get books out and the Word of God will go out and soon you will discover also that you'll learn how to win souls to Jesus Christ.

Somebody said, Billy Graham has a great anointing. Billy Graham is a great man. He's won many souls to Christ.

Where did Billy Graham learn to speak? You know where he learned? He was a fuller brush salesman. Billy Graham was a fuller brush salesman. That's right.

And after that he used to go into the Florida swamps and preach on the stumps to the trees. Is that where he got his anointing? No, that's where he got some learning, some wisdom. So Billy Graham went out and sold brushes and you'll discover many a man who's been used for Christ as a salesman.

D.L. Moody was a salesman. D.L. Moody was a salesman. He was a salesman.

He was a salesman. He was a salesman. He was a salesman.

He was a salesman. He was a salesman. He was a salesman.

He was a salesman. He was a salesman. He was a salesman.

He was a salesman. He was a salesman. He was a salesman.

He was a If you're not excited about any of these books, if all of it's just a pile of paper, and it's just part of the OM ministry, and you're not really interested, you'll never sell very many. And I'd say I've worked in almost every country, I've sold books in almost every country, and I've never had trouble seeing people buy books, because I'm excited about it, and I'm enthusiastic about it, and you must be also. Enthusiastic about Jesus Christ.

That's all a book is. A book is a sermon in print. Billy Graham preached seven sermons on seven deadly sins.

You would have heard those sermons preached, you would have went out rejoicing, what a great ministry. What a tremendous sermon. Well, here's the book.

Why don't you do anything about it? Billy Graham comes to London, a hundred thousand people gather from all over England. They jam into the stadium, they fight for the seats, they pay six shillings to get a reserved seat. What for? They hear Billy Graham.

His books are floating all over the place, they hardly read them. Doesn't make sense to me. They're just going there because it's part of the status, part of something they're not sure of.

Distributing Christian books is the most logical thing you can think of, in some ways. So, the first thing, if we're going to see anything happen, we're friendly, enthusiastic, we're excited about our Lord Jesus Christ, not about paper and ink, but about the Lord Jesus Christ. And oh, I tell you, that's the first step.

I've seen some of the most miserable salesmen go out. In many ways miserable, yet they were excited, they were convinced about their product, and they did tremendous things. Now, the second thing is you must know your product.

You must know your book. You must know these books. Now, if you can't read them all, read a little bit of all of them.

Get that? If you can't read them all, read a little bit of all of them. Now, I can comment on more books over there. Almost any title you pick up over there, I can sell it.

You might call it bluffing, call it what it will, but I can still sell it. I know something about it. I know something about the author, something about the first chapter, something about the table of contents, something about something.

If I don't know about the author, I know a friend of the author. If I don't know anything about the text, I know something about the style. But I always know something, just to get talking about it and get things started.

So know your material. Of course, the more you know the better it is. I've read this book several times.

I've read it in different languages. I know that it's in 40 languages. I know that Billy Graham speaks to more people about God than any living man today except the Pope.

I've had a lot of other interesting facts, but I can talk in this book for at least an hour. And of course, it's easy to sell if you know something about it, you understand it. And oh, the hundreds, look, hundreds and hundreds have been born again through this one book, Peace with God.

I love those words. This has been written for the man in the street. This has been written for the man in the street.

I take the people and I show them that. The man in the street, I say, you know, this isn't just a theological book that's going to give you a lot of interesting philosophies, leave your head in a whirl and wonder what you've ever read. This is something basic, written just for you.

And right away, well, they're interested, they want to look at it. And so you need to know your books. You need to know that you've got some books for children.

Danny Orlis. When these first came out, people said they'd never sell. You know how many Danny Orlis books have sold? Millions, millions and millions of copies.

And when you get excited about Danny Orlis, you can sell them too. And they're good for young children and they have a salvation message to them. And I was speaking to Bernard Pommel some time ago.

He wants to write a book, tried to write a book about O.M., just a novel using the background, not using the name of O.M., but having a young person come to Europe and take part in these campaigns and go back. Anyway, we shot that one out of the air. But get excited about that because children need Christ.

Children need Jesus Christ. And these books can meet their needs, can meet their needs. You know, I remember now that when I was a child or a boy of about 11, I read a gospel book.

I never stuck in at that time. But now as I look back, I realize that I did read the story of a boy who flew to Australia, a gospel book. I don't remember much it said, but I'm sure that that book had an effect on my unconscious.

And that's what we must remember. So the book consciously might not make any impact. It works on the unconscious level.

You cannot understand this if you don't understand psychology. But I can tell you everything a person reads makes a little river, a little river. And the river gets wider.

Now, the river, when it first begins, it could never fit the whole message. In other words, it would never accept Christ. But the river begins to go and soon the man accepts.

Look, why is it so easy to win a man to Christ in England and America and so hard to win a man to Christ in France or in the Muslim world or in India? Because the river. Don't you think for a minute that even a modernist Sunday school doesn't help a man prepare him for Christ? It does. The fact that you've had Christian background, Christian training has made the river in your unconscious mind open.

I could talk on this subject so long. I don't know if you fully understand, but it's so completely different from a Hindu has no concept of God whatsoever. No concept of Christ, why he has no river, nothing, nothing like you can't.

He can't understand what you're saying. You can talk to him day and night, day and night, day and night. He doesn't even understand God, much less a triune God.

He doesn't understand your concepts, your morality, nothing. It's just nothing to begin on. It's like starting to build a house on a piece of on a piece of water.

I mean, a glass of water won't work. There's nothing to build on. Whereas everybody in our society, even in a Roman Catholic country, they have some foundation.

A Roman Catholic knows that there's a God. He believes in the Trinity. You say, well, that's nothing, nothing.

My eye. That's a tremendous foundation to build on. And until you try to deal with an Orthodox Hindu or a Muslim, you won't even understand how easy it is to win a soul to Christ when they have a nominal Christian background, because any word of Jesus, even if it came from a modernist pulpit, opens the way, opens the way.

And so every book we get out, it begins to open the way, open the way, open the way. Get to know these books. Do you know this book? I tell you, I'm excited about this.

How to win over worry. That's the number one problem of womanhood today. You ever see a gray haired woman? She didn't get that through sticking her head in the laundry net.

She got it through worry, usually. Worry, worry. This is the plague.

It's in the church everywhere. Worry, worry, worry. Women are all worry worth.

Men lust and women worry. You can use it. You can say to a woman, look, do you have any worries? She'll use it.

Worries? My whole life was a series of worries. Others won't say that. Depends on what type of woman you're talking to.

You know, I have the greatest book ever produced for women. It's called How to Win Over a Worry. Right now, I've got the biggest secular tycoon in Bombay, a pocketbook, nibbling at this book and he wants it.

If we'll get the price right and when he buys it, it'll be an order of a hundred thousand, 200,000, just like that. Cause he knows that this thing will sell on a newsstand. And it's a Christ-centered book.

Now it isn't, to me, it isn't Christ-centered enough. I mean, it could be a little more punchy. So what do I always do? I give a challenge with it.

I give a few tracks with it. I give a gospel of John with it. I always give my people a package deal.

I'm not a one-shot man. I don't believe you want to be that way either. You want to give them a package.

So I give them a book like this. I say, well, you know, you'd like to have this free of charge and you'd like to have this little gospel free of charge. And also I have this very special booklet in my pocket.

You can have that free of charge. And I give them this special package deal. So some of these books that are more tactful and they don't just slam the gospel home like you'd like to, you can use that.

Although let's face it, God uses different books in different ways. And this gives a tremendous presentation of how Christ is the solution. And it's a book that people need.

And these days, many times you meet a man who doesn't know anything about the Bible or he doesn't believe the Bible. There's a book you can use. There's a miracle book that when you go out tomorrow or Saturday, you can use these books.

You can give them that a donation, these non-net books on your price list, which you should get. It'll show you which books in England are non-net. That means you can give them away for any donation.

They give you two bobs for this instead of three fines. They give you one in six fines, even if they're absolutely poverty stricken. I never lower the price until I have to give it to them for a shilling.

We want to get the books out. Of course, when you get the more price, more of tent making. When you don't get the right price, it's more ministry.

So you just balance one way or the other, you see. And so let's get to know some of these books like Dale's book. I just have to give that copy away to Federico for translation in Spain.

I had one with me. You all know Dale's book. You meet a student.

He's got questions. Use that kind of book. You meet an old lady who doesn't have any questions about God and Christ, but she's got a lot of worries.

Use another kind of book. That's why you must know your books. Point two, we're giving it to you.

Know your books. Know the children's books. Why you can sell this thing.

People would never buy a book for themselves. You say, you know, what are your children reading? Don't you think it's important that children have proper concepts of God? You learn to use a proper vocabulary. This is point three.

Learn to use a vocabulary that communicates. You walk up to the book. So this is a book about the redemption that's found in Jesus Christ, who shed his blood on Calvary's cross to bring you to the foot of the cross that you might know and experience redemption, salvation and sanctification.

He looks at you and he wonders whether you just came out of the bathtub or a night house. Use vocabulary that communicates. Ma'am, here's a book that will help your children have proper concepts about God or better ideas about God.

Use God. The word God is still acceptable to some extent. So start with that.

Don't start right off in your book selling with this is a book about how Jesus Christ died on the cross for you. You could use that if the person you really saw was open. But if it's just frozen cold, work your way in.

Say, well, this is a book that gives really good moral teaching. They like to hear that catchphrase, good moral teaching. Nobody resists that.

There's a few that would. But very basically, I hold the book up like this, this way to happiness. And I say, well, this is a book that will really help you have real happiness and reality in your life.

Or if you give this to your your younger son, this will really help him find happiness. Don't you want to find happiness in life? Then when they start to look through it, maybe even the point of buying it, then start moving in. Now, whenever I sell books, I give a testimony.

Well, if you think I'm just going out to sell books, I wouldn't I wouldn't degenerate into that. I'm not asking you to degenerate into a book salesman, even though really it isn't. I really shouldn't say that because many a man in the world is selling even non-Christian books to make a living.

And I'm not sure if that's degenerate, especially if the books are, you know, at least fairly good. But we don't have to go down to that. So when you sell a book, when they buy the book, then you give your personal testimony.

And after they take this book, or many times even before, I explain, you know, that this really shows how happiness comes as we are brought back in a relationship with God. And at that time, you can bring them the four spiritual laws that Brother Greg is going to teach us next week and you can present your testimony. You use whatever method you want and you can tie it all into the book.

I sell Peace with God. And I usually say, no, just before I go, I want you to just look at those chapter titles. Well, those chapter titles, they're so tremendous.

If you look at them, why they preach an 18 point sermon, an 18 point sermon, because each chapter title speaks to the heart, the Christ, the Bible, God, sin, the devil, death. Why Jesus came, how and where to begin, repent, faith, the new birth, how to be sure, enemies of the Christian, rules of the Christian life, the Christian in the church, social obligation of the Christian, future of the Christian, peace at last. And I come to that last phrase, I say, tell me, do you have peace? They say, well, no, I don't know what, you know, so many different answers people give you, say, but you know, you can have peace.

Then you give your testimony. Five years ago, through a message just like this, even if you were converted, doesn't matter where you were converted, you can use that phrase, through a message just like this, the only message that ever saved anybody, the message of the gospel, through a message just like this, I found peace that's beyond understanding. And this brings us to the fourth point, absolute sincerity, absolute sincerity.

First, get excited, enthusiastic and friendly. Second, get to know your books. Third, get phrases, presentations that communicate.

Fourth, absolute sincerity. And I believe that a person behind the door can read sincerity in your face. I've had many people say to me, well, I don't really want this book, but I can tell you, you really are sincere.

I'll take it just for that. Just to see that. In other words, I convinced them just through looking at them that there must have been something happened and someone could be so sincere about it.

And when you're talking to somebody, you don't, you don't look over here. Now, friends, I want to tell you about a good book. And, uh, it's really a tremendous book.

I wish you'd really read it. I think it's a tremendous thing. And I wonder just as, uh, if you've ever thought about the Lord Jesus Christ, you know, he's a wonderful savior.

He is. Yes, he is. You're not going to communicate.

If you want to communicate to someone, you look them right in the eye and you say to them, this book is for you. And I'll tell you, if you read this book, you're going to understand that this book can really help you and bring you peace. Did I communicate anything to you? With your eyes, with your look, you can communicate.

Now, some of you men before you were unconverted, you know how to communicate a little with your eyes. And you girls, some of you, you don't die to self, you're in a lot of trouble with your eyes. And so, and you're at the doorstep when you're dealing with your own sex, communicate with your eyes, communicate your sincerity.

Look, I know that if you read this book, it can bring you peace and bring you happiness. The inflection in your voice, the expression, all this communicates what Christ is in you. You say, well, I can't do it.

I know you can't, but Christ can. You might not be sincere, but he is. And he wants to live through you at the doorstep.

And I believe that sincerity will knock out more than those other three things all put together. I would say if I was some of you, I know the problem, some of you have, if I was some of you, I would say at the doorstep, you know, I'm no salesman and I don't have a clue how I can convince you to buy this book. I really don't know.

You know, there's a whole group of us going out today and in myself, I really don't know, don't know how to do this work, but we're part of a youth movement. We all go out with these books and I know these books are tremendous and I don't know how to, how to get it across to you. Maybe you could give me some ideas.

But I'll tell you, I know one thing, you need this book, you need this message, and if you read it, you'll get something out of it. I say you use approach like that, you'll do far better than you do with your stereotype phrases, trying to put an impression because the average man at the door, he can tell in 10 minutes that you're not a salesman. I tell you, if some of you could knock on my door, it would be a joke.

I love to run the salesman down and give him a hard time. And some people, they've had so many super salesmen come around. They look at you and they know, they see the fear in you.

Might you remember those words? The Lord doesn't give us a spirit of fear, but of love and of a sound mind. And so be honest with the people. Say, look, we're part of a youth movement and part of our work is to go out every day with books.

I'm a new recruit. I'm so green at this. I've been walking all morning for two or three hours.

I've hardly sold a book. Here I am at your door. I tell you, you need this book and I want to sell it and I believe it'll be a blessing to you.

It's only two shillings. What do you think? Try different approaches. I used to try everything.

And, uh, boy, I can remember one time I was selling fire extinguishers, of course, before I was converted shortly after, before I sold my business. And oh, I had a man, he was going to buy about four dozen ones of these fire extinguishers wholesale. And, uh, then he finally said, no, I don't think I'll take it.

And when he said, no, I just, I put on the biggest phony, because I put on the biggest phony, I just, oh, I said, well, okay. And I packed my bag, fire extinguishers slowly in the bag, you know, I just put it out. I was really hurt.

I was just crushed by the sale. And you know, yeah, it's been a morning. He must, he said something like it was a hard morning.

And yeah, I've been going for about six hours. It doesn't seem to be anybody interested in fire extinguishers. And I started to walk away.

You know, I was sad. The guy said, well, wait a minute. He said, maybe not two dozen, I'll take a dozen after all.

Well, I wouldn't practice that, but I always remember the words of scriptures. The people in the world are wiser in their day than we are, but you must communicate sincerity. You must communicate feelings.

You must communicate that you're real, that you're sincere. They might know that you're dumb. Okay.

They might know that you're not a salesman. Fine. They might know that you're partly scared of what you're doing.

Now, if you had your own choice, you wouldn't even be there, but at least communicate that there's something in you besides water and water and waste. Now, point five, let me review the points again. Enthusiastic, excited, and friendly.

Know your product. Know your phrases. Now, memorize some of those phrases in the manual to get started.

How did the JWs work with all their door-to-door work? They're the pros at door-to-door work. They memorize. The new recruits memorize.

The ones that are scared to do anything, don't know what to say, they memorize. Then after a few weeks, they can forget about the memory phrases and go on on their own, but you have to start somewhere. And if you're the kind of person that can't get anything out when you get to the doorstep, memorize something.

Say it in your sleep. Say it over and over again until you can say it at the doorstep. Then you'll find in a week or so you can throw all that memory business away and just do it from yourself.

But you have to start somewhere. And I made the mistake of not realizing how far down some people are in this business and this work. And, uh, I pray that you'll dig into that manual, learn the phrases, learn techniques.

You see someone on your team that sells books. They really get out. Use your head.

What's your secret friend? If someone was on my team and they were selling more books than I, I'd want to go out with them and see how they do it. There's no reason not to learn how to do this work. No reason.

Now the fifth point that will make the clinch is this simple fact. Stick to it. Persevere.

No salesman was made in a week or a day. I heard of a salesman who was making a little salary of about 25,000 pounds a year, and he read a new book on salesmanship every week to learn more about how to do it. Now, isn't that a little bit funny? He was selling and making a clear net profit of \$25,000 a year after taxes, 25,000 pounds.

And, uh, yet every week you read a new book on salesmanship. The average person, I know I'm, they don't feel they need to read any books on salesmanship. I want to tell you, we need to learn how to persuade men, how to communicate to men.

The greatest book on salesmanship ever written. There it is right there. The book of Proverbs, you read the book of Proverbs.

You want to learn to sell tremendous techniques, tremendous methods, God's methods, but remembering all of this, it takes perseverance. You know, when brother Buck Singh got up to speak his first message in Indian Christ, he couldn't speak. He stuttered and bolted.

And, and today he's only led a few hundred thousand souls to Christ. Many a man has stuttered and slammered and could hardly speak. He today can speak fluently.

Some people hear me speak. They think that, that, that, uh, I was born with it. The first time I got up to speak in public, I was scared and I froze solid on the stage and forgot my words and my lines and began to cry.

And the first time I ever knocked on doors, I was scared to death. I didn't know hardly what to say. The only thing, the reason I'm here perhaps doing this today is I started to knock on doors when I was seven years old.

Sometime, how in the sovereign plan of God, it was about seven or eight years old. I began knocking on doors, selling this and that. When I was nine, we ran a raffle on a big cake.

Of course, the right thing would have been do to sell about 15 or 20 raffle tickets, lottery tickets on this cake, you see. And then we choose one and one wins the cake. Of course, I sold several hundred lottery tickets on one cake and the profits were very high.

Well, that's the way I learned, just learned and learned and learned. And I know that, uh, you're not going to get this just that quick. Some do.

It's going to take time. It's going to take perseverance. And I can tell you, you can do it.

You can get these books out and you can convince people about the need to seek the Lord. And you know, that's where most soul winning begins, doesn't it? You have to convince them that they need to seek the Lord. Most people don't come to the doorstep and they're jumping out of their shoes to receive the Lord.

But some words you say that the Holy Spirit drives home, the Holy Spirit takes your words, doesn't it? Drives it home. And the hunger begins to come. Then they take a book.

And then later on, they write him for a correspondence course and it goes on from there. Well, there they are five points. If you practice, you're going to see success in this work and you're going to see the gospel flowing out and we're going to see souls come to Christ and at the same time, we'll be tent makers and if it was good enough for the apocryphal Paul, it should be good enough for O.M. And if a man despises book selling, he certainly should despise making tents and so then he must despise the apocryphal Paul who worked with his hands.

This is our tent making. This is the way we can support ourselves at least to some extent. It's never been true in O.M. We could support the whole work through this.

The work is growing so fast. If we just stopped, didn't expand, we could support the work through this. The work is growing so, so fast.

We need so much funds for capital investment and all the new projects that you never see, of course, the profits in a sense from the old, just like pouring everything else into a new business, those of you who know anything about business. And so, remember those points, get excited, enthusiastic and be friendly. The second point, read all these books, read them, study of them, pour your heart into them, find out what they're about, be able to tell people something exciting about each book, get to know this track.

What is it? What's the advantage of this track? Offers a free correspondence course. Get to know the literature. Third thing, get to know those techniques, those ways of communicating to the unsaved man, the way of getting your point across, just practical, simple, practical knowledge improves a lot of facts about these books and about Christ, about the gospel like Dale emphasized, and fourthly, sincerity, absolute sincerity, communicate your sincerity with your expressions, with your intonation, with your eyes, with your feelings.

And of course, I believe basically, if you, if the Holy Spirit is working in you and you have this compassion for people, that will communicate. It will communicate. I know you meet hard people.

I know you meet people that slam the door, but you don't, even at that closing moment, I've saw oftentimes at the closing moment, I said, well, I realize you, you can afford a book, I'd like to just give you this track and I would really ask you just to read this, just take a few minutes to read it. You know, that word of sincerity, that free track, that expression in your voice, in your eyes can knock them. They'll go close that door and they'll walk away from that door.

And the spirit of God will speak to them. I've had people come out of their homes, running after me with tears in their eyes because of the Holy Spirit working in their hearts. I've seen Krista Fisher go to homes and in 20 minutes, selling books, talking about Jesus, talking about the message of the book, women were on their knees receiving Jesus Christ as their Savior.

And there's nothing greater than winning souls for Jesus Christ. Don't think I'm just a book salesman. This is what I'm sold on.

Before I ever did any book selling, actually, I just did soul winning without books. And the reason I saw books so well, because I saw so many of my souls that I'd led to Christ drifting away and I couldn't give them enough teaching. After all, I can't do it.

Sometimes I had maybe 20, 30 souls come to Christ in a week. And one night I had 120 come to Christ. What am I going to do? How am I going to teach them? I can't follow those people up.

Then I saw books. I sent them all Peace with God through the post, sent them all correspondence courses through the post. My own life, when I accepted Christ at a Billy Graham meeting, no one followed me up.

No one. I went down to the front of the church. There were a thousand people accepted Christ that night and they were not allowed to use the bottom of Madison Square Garden.

We were just jammed, just jammed up in front of Billy Graham to pray some prayer. And I was just broken before God. I was weeping.

And some man came up to me. This was my follower. He gave me a gospel, John, took my name.

I went home. I was from a modernist church. They weren't going to follow me up.

I didn't know anything about evangelical churches, fundamental churches, Bible believing people. I had no clue. I was wrong.

A few days I got a correspondence course through the post. A few days I got a copy of Peace with God. I don't know, maybe that's why I got around so well.

Untouched by dead Christians for a long time in my Christian life, I just grew on the word of God. Billy Graham sermons, Peace with God. I read this stuff.

I tell you, you never know. You'll never know what that book is going to do that you plant in that door. You'll never know.

You might have sold books last year and say, well, I never saw a soul come to Christ. Do not doubt God. He said my word will not return void.

You'll never know what that book will do. I'd hate to be found without books. I'd hate to be found without tract.

It might be in some jail. It might be just lost. But the word of God will not return void.

And so that brings us again to that fifth point. Persevere, press on, study, learn what you're doing wrong, put into practice, keep going week after week, month after month. And I'll tell you, by the doorsteps, you're not only learning how to sell books, you're learning the most basic needs in all of life.

You're learning how to communicate. You're learning how to talk with people. If I asked you right now in a survey, how many of you feel you have trouble communicating to other people, even within the group? You feel you have trouble expressing yourself.

If you came into my office, you'd be a little bit fearful. And you wouldn't exactly be sure how to express yourself. All that can be taken away.

This is the greatest course in self-confidence, which we need self-confidence, confidence that Christ can do something with self, smash it and make it all over again. That's just a worldly term in my Christian way of putting it back in its proper place. But you can have this confidence that Christ is working in you so that you can walk into the Queen's mansion tomorrow and shake hands as if he was an old friend.

And from myself, a fearful person when I spoke in public, scared to death when I knocked on doors, unable to express myself, forgot all my words and began to cry, almost fell off the platform, I could be up here speaking all night and it shouldn't matter if there were four thousand, I've spoken to four or five thousand people. It's very relaxing. It's far more relaxing than eating for me.

Just easy. Now, it doesn't come that way with some people, but certainly you can have victory over the frustrations and fears and things that come as you go to the doors, as you speak with individuals. God can do it.

You'll follow those five principles. What are they? Get excited, enthusiastic and friendly. Learn your product, learn it well, learn it thoroughly.

Thirdly, what was it, can you remember it? Learn those phrases, learn the way to communicate, learn the wording. Fourth, most important in some ways, sincerity. Fifth, cursed appearance.

Remember those things, practice them. Look, I believe God wants to pay for next week's food on this Saturday's work. And I can tell you, I believe if we do that, we'll find our prayer meetings far more effective.

Let's go out this Saturday with a belief that God is going to get these books, look at the books piled up over there, poor John Watts is going to have to take them all back to Atherton and pile them back on the shelves. So let's believe God that this literature is going to go out and then when we come to pray, we'll feel that we're not just a bunch of namby-pambys living off the gifts of other people, but we're people who work hard, like in the book of Nehemiah, who have a mind to work. Let us pray together.

Our Heavenly Father, we praise and thank Thee for the fact that we can be excited about Jesus Christ. We can be enthused about the message of the gospel. Oh Lord, both for Christians and un-Christians, these books are dynamite, and we've seen it.

Oh Lord, might we not be satisfied with waddling down the street without our literature, with going out and getting a shilling in the morning when we could come back with a pound. Lord, I don't believe the Apostle Paul sold his five pound tent for a shilling because he didn't want to offend someone. God, I believe that you want us to be tent makers for Christ.

You've given us the greatest set of tents that any man could ever ask for, the gospel, the word of God. We can get the tents made and at the same time be working in gospel work the whole time. This is a privilege.

Lord, we've been granted a miracle privilege. Might we be excited about it. Lord, might we really get to know these books and read them and study them and understand them.

Lord, might we get to know the phrases that communicate to people, the way to reach the drunkard, the way to reach the millionaire, the way to get through to the university student, the agnostic, the unbeliever, the depressed Christian, the loser. Here's the right books. Lord, might we communicate our sincerity.

Might we, God, if we don't have anything else to say to people, say, well look, I don't know what to say, but one thing I know, Jesus Christ changed my life and this book tells a story and you read it, you believe it and he'll change your life too. God, might we just be so happy to go forth in sincerity and God, make us perseverant that Lord, when everybody slams the door this Saturday morning, we come back in with our shilling, even after all that was said, we'll say, praise God, I'm not going to do it again and go out and out and out and out until we see more and more and more growth and increase. And Lord, we'd acknowledge

that only the Holy Spirit of God can do this.

We'd acknowledge that in the flesh it's a waste of time and we look to thee for the victory. In Jesus' name, amen.

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