

**WESLEYAN HERITAGE Library**

*Salvation*

**WINNERS OR LOSERS  
AT PERSONAL SOUL-WINNING**

By

*A. G. Johnson*

*“Follow peace with all men, and holiness, without  
which no man shall see the Lord” Heb 12:14*

**Spreading Scriptural Holiness to the World**

Wesleyan Heritage Publications

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**WINNERS**

or

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WINNERS Or LOSERS  
At PERSONAL SOULWINNING  
By A. G. Johnson

**INTRODUCTION**

The author of this little book Rev A. G. Johnson has been a minister in the Holiness Ranks for the past fifty-three years. He spent many years as Pastor and Evangelist in the Church of the Nazarene. The first time I had the privilege of getting acquainted with him was when he held a revival for my parents at Gooding, Idaho in the 1940's.

He is well known for being a hard worker in the interest of souls. He and his good wife held me a revival while I pastored the Bible Missionary Church in Denver, Colo. and I made the comment that I had never had harder workers in a revival.

Brother Johnson attended Bethany Nazarene College from 1926-1929. He entered the full time ministry in 1925. I heard him say that he had never been kept from fulfilling his place in a service in over fifty years.

At the present time he is in full time Evangelism and is a member of the Intermountain District of the Bible Missionary Church. His residence is at Pueblo, Colo.

Brother Johnson served as District Moderator of the Calif-Ariz-Nevada District of the Bible Missionary Church for eight years and did a good job.

Soul winning is a must for every professed Christian. This book will be very helpful to you in your endeavor for souls. The book has been used in mimeograph form while teaching in Seminars and churches. It presents ways and methods to be a successful soul winner. The book has been written with churches and Bible Schools in mind. It has stirred hearts and brought forth good results.

Brother Johnson carries a burden for souls and does not spare himself to try to reach souls for the Kingdom.

I recommend that you purchase this book and put it in practice to help rescue the perishing.

Rev. **L. P. Roberts**, Dist. Moderator  
Intermountain District of the  
Bible Missionary Church

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WINNERS Or LOSERS  
At PERSONAL SOULWINNING  
By A. G. Johnson

**PREFACE**

At the urge of my HEAVENLY FATHER  
Plus the many co-worker's request  
And the universal NEED for such a classic  
Are the ten chapters of WINNERS or LOSERS AT  
PERSONAL-SOUL-WINNERS, BROUGHT FORTH.

Let all praise and honor be to the ALMIGHTY HAND  
With most grateful mention of the thousands  
Who have loved and made possible the  
Fifty three successful years ministering to the souls of MEN.

Yours in service and in love

**A. G. Johnson**  
2115 North Dr.  
Pueblo, Colorado 81008

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WINNERS Or LOSERS  
At PERSONAL SOULWINNING  
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**Chapter 1**  
**PERSONALIZED SOULWINNING**  
**WE ARE SMARTER THAN WE THINK**

Most people are smarter than they think in two levels of intellect.

1 -- Smarter than they suppose themselves to be.

2 -- Smarter than they allow themselves to say, do, or act.

Ninety-five percent are smarter than should live on such a low level of activity. But you say you don't know me, "I can't," That is not my talent; I'm just not made like that.

True, we are all born helpless, so helpless we had to learn to cry real well. Too helpless to eat -- feed ourselves -- even to fight the flies off that lit on our nose. Had to learn to walk -- run -- stand up -- think for ourselves -- defend and protect ourselves.

Early we learned a lot as infants. One thing was to cry would bring us attention. And to persevere if we didn't get quick attention, etc., etc., etc., learning fast and well.

**THE APPLICATION IS:**

If you have been this long in developing, learning, gaining; why not say here's something else to learn to be. And by God's help as an apprentice I shall master this also. Of course you are smarter than you realize; than you say of yourself. Smarter than what you have developed thus far. Your mind can't even yet grasp what you with the teachings of God and His help will accomplish. Children cry for help so cry out to God.

An example of learning ----

In raising my son I tried to always assure him he could do anything that needed to be done. I urged him on to "tackle it." To keep on until you get it done. To solicit help from the old and the young to help get the job done faster and better. I also urged him to learn all he could from everyone and every source so he would have what he learned, plus what others had learned. Many times repeating that, "Two heads are better than one even if one is a cabbage head." Someone discovered thirty six different things to do with it and doubtless there are many more.

My wife and I helped our son in his school work, and in every phase of life. Then we kept tools handy for him to use. Kept an understanding attitude so he would keep on in his trying, for as he tried, he learned to do many things. After all our efforts and keeping him in school through two and a half years of college, he decided he wanted to "GO NAVY." There he climbed to the top as a

noncommissioned officer in two and a half years. Coming home after four years he took another year of college. Then he married and college was forgotten. He started as a truck yardman, then began driving trucks, and drove for three years. I knew he was too smart to grind truck gears day and night all of his life for just a living; so come Christmas time I was alone with him, and looked him in the two eyes and said, "Doane you have too much brains to be just a truck driver, and I'm going to talk to the Lord about something better for you." No reply! (Don't be disturbed if your efforts bring no immediate response.) Before many months he wrote me about a business-venture and of methods to get the needed finances, and I urged him on. Then before Christmas time again, he had quit the truck, bought into a business as partner and within a year bought the entire business. Now after seven years he can pay off all indebtedness, both in Albuquerque and a Denver branch business, and is nearing being financially healed despite the I.R.S.

People are smarter than they think, than they act, than they do. Let me challenge you to increase your know-how, your efforts, your results. Why not demand more of yourself? You are smarter than you think when you don't think enough to increase your caliber. **BEGONE** that **CAN'T STUFF!** **BE-GONE** statements and thoughts like, "I'M UNABLE, UNLEARNED, AFRAID, TIMID, etc., etc., etc. Let's drive another nail in the coffin of littleness, and take **MOSES** as a pattern and object lesson and profit thereby. God said, "Moses, lead two and a quarter million people out of Egyptian slavery, across the Red Sea, the desert, and into the promised land." Moses replied, "I can't for I can't talk; I am not eloquent." But God never asked Moses of his past and present ability, He just offered to go with him, until the two and a quarter million Israelites rested on their own land and in their own homes. Nothing is more dishonoring to God, nor destructive to us than a **MOCK-humility**. That humility wasn't real. He just didn't want to be disturbed. He was happy as he was. Moses offered an alibi, while wanting to appear humble. Really it showed laziness, lack of zeal, and not wanting to "face up" to it, and not wanting to go back and face his past record. Lazy brains, Self ease, Heartless dedication. Try to call it any other name, but, it's all a big pretense; in face, a plain **LIE**. God really shook Moses up, stirred his brains, his self-ease, and lack of dedication. I pray God to shake all "lazy-brains" into doing more and more for God and others. I pray God to shake all of our self-ease, and all false humility out of us. Our local churches and our district can do all things through Christ who strengthens us. **STRENGTHENS US**, Yes! Us! Of course you are smarter than you think, while the devil keeps you from "**THINKING**"!!

While some may have been a sort of "**MR. AND MRS. NOBODY** in the **PAST**, let us challenge you, for anything God wants done, you and God can do it yourself or get it done. Take God into your partnership; use His resources. Let God furnish the **CAPITAL**, you the **MAN**. Like as a son uses his father's credit rating, to set him up in business, and become a wonderful success. Let the heavenly Father set you up to really successful victories. Have you rounded up some slogans to nettle you on?? Like, "**ACHIEVEMENTS BEGIN WHEN ACTION STARTS**." Or "achievements dwindle as action lessens." Still another could be that, "It takes success to bring success," like "it takes money to make money." And to put a real sticker on the last one; "I'd be acting the **MORON** to be satisfied with less success than I could, with God's help, accomplish." Of course I'm smarter than I think; than I act, than I do. And how ridiculous that is. Dare we be ridiculous enough to allow ourselves to live below our **CALIBER**?? It takes manhood and womanhood to admit we are smarter than we are acting, doing, or thinking. Let us play the man and say "From here on out by God's grace and help,

## **TODAY'S MOVING DAY FOR ME." WHO CARES HOW WE GET THE JOB DONE JUST SO WE GET IT DONE.**

Benjamin Franklin accidentally discovered electricity. Recall how he took out his pocket knife to cut up some small pieces of paper to send up a kite string like messages and how the spark jumped from the string of the kite to the metal of the knife? Thus Mr. Franklin discovered electricity. It has taken years of research to develop what was learned accidentally. Why not alert your mind and all five senses to look for new technique, new effects and ultimately new results. Try new methods, techniques, new DOORS of opportunity. "Lift up your eyes and look on the fields for they are white unto harvest." What a thrill to make some new discovery in SOUL-WINNING. The human race has lived here probably some six thousand years and only been scratching the surface of personal possibilities in soul-winning. Try something.

As a boy I helped our neighbor, Mr. Fram, build a wooden trough with wings to reach out into the river and guide water into a wooden flume. The wings not only were to bring in about six to eight cubic feet of water, they went downward to a depth of some ten feet in a funnel-shaped, trough-like flume which was less than the width of the twelve inch square. The pressure of the weight and fall of the water being forced into the ten inch pipe increased the pressure of the flow until by making the pipe come up about ten feet above the flow of the river, he was able to make the water rise this ten feet, and he used it to irrigate his farmland. He called this invention a FRAM after his own name. Today that small discovery called a Fram has been harnessed to boost the largest airplanes to speeds faster than sound. They are called Jets now, and also used to thrust the men onto the moon. Look on the fields God has discoveries in personal soul-winning, and multiply our power and results of achievements a million times. We have not arrived; no we have just begun. "Eye hath not seen, nor ear heard neither entered into the heart of man the things God has prepared for them that love (and serve) Him." If Samson with the jawbone of a mule, plus God's Spirit upon him, could slay and pile up a thousand of the enemy in a pile single handed, don't you feel we should, by God's help, care for a hundred single handed? And the God Who set the universe in perpetual motion, can't. He set us in perpetual motion in soul-winning so when we leave the stage of action there will be perpetuated SOUL-WINNING that will go on and on and on? We are not only smarter than we think; we are more powerful under God than we think. Yes, able to accomplish many, many times more than the amount we can think, think, think. John Wesley got blessed and proclaimed loudly, "THE WORLD IS MY PARISH." Few, if any, have reached so many for VITAL SALVATION in a lifetime, and his works still go on.

A few centuries ago some English explorers, according to history, while exploring in the interior of Africa, and at a certain chieftain's village, discovered the children playing with white rocks, as play-prettied. The explorers traded for some of the stones. Upon returning to England, they discovered, that from those stones were made the most wonderful diamonds. God is wanting us to look on the fields and bid in some of the DIAMONDS-IN-THE-ROUGH. "They that be wise shall shine as the firmament, and they that turn many to righteousness as the stars forever and forever..." You are smarter than you think, for yours is the potential and the power to turn many to righteousness and in so doing have the ESSENCE of shining as the stars for ever and for ever. Daniel 12:13. Oh what a promise to those who use their POTENTIAL for SOUL-WINNING. And what a fate to each one that is guilty of burying their God-given talent. Matthew 25:29-30 says, "Take the

talent away from him and give it to him that has ten; and cast the unprofitable servant into outer-darkness, There shall be weeping and gnashing of teeth."

As an individual it is win souls or we die. As a church it is personal soul-winning or the church dies.

Will you use what you have or may have? And will I use what I have (or may have) to do what needs to be done that souls may be won?

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WINNERS Or LOSERS  
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**Chapter 2**  
**THE ROMANCE OF PERSONAL SOUL-WINNING**

Psalms 37:4, "Delight thyself also in the Lord; and he shall give thee the desires of thine heart."

A ten year old once asked, "HOW'Z come, when I buy something or work for something, that it suddenly becomes worth more, much more, since it's mine, HOW'Z COME? It even looks better, feels better, and excites me more! HOW'Z COME?" That boy was learning early the romances of results from personal thinking, personal planning and effort. The boy was thinking out loud so excitedly, because he had used his mind and plan; yes, his effort for his own excitement. He didn't belittle his brains, as a dumb-Dora idea, nor this plan as something that won't work for me. And he refused to accuse his mind of cooking up something that won't work, or won't be worth the effort. Nothing looks so good, excites so much and satisfies as permanently as results from personal thinking, planning, and our own efforts.

"Brother Johnson, the very first of your chapter two is such a climaxing thought, there's little else to be said! No, for this is just the beginning." The effect of personal thinking and planning, plus the effort to carry out, gives a fresh excitement, and feeling of romance in advance. You are already feeling that which, when it comes, and becomes yours from achievements and results; will supersede all the past until excitedly you put your thinking in motion, your mind builds new plans, your excitement affords added zeal for all the necessary thinking, planning, and effort, and many times more.

Read of the excitement over the results when Jesus called His followers together and instructed them (70 of them). And how I wish for all the details of that instruction, so we could have the Master's full instructions. But the Lord didn't so order it for us. From the results they had, there's little doubt He really coached them. However, only three details are recorded. First (you go preaching repent) for, (God is at hand, to forgive you.) For the Kingdom of Heaven is at hand. That was the backbone of their efforts and that's the backbone of today's effort.

Jesus added some details to further help them.

1. If they refuse to hear you in that city, go to another city.

2. A -- If we can't win this one hunt up another. "Heal the sick, cleanse the leper, raise the dead, cast out devils, freely ye have received, freely give."

B -- Offer them a God that meets human needs and human ills.

C -- Then come back in and report to inspire others to go out and to win souls. Basically, He gave them what it is all about (1) Get them saved from sin. (2) He adds "You won't succeed on every one.

(3) Don't stop when you fail on someone, but go after others elsewhere. In order for the inspiration they would gather what could be shared with others, they were to return and report how God used them.

As those disciples returned, excitement ran high, for God's Spirit was mightily working through them. Here follows their report. "Even the devils were subject to us through thy name." They were having a super romance, and so can you and I.

Thank God it works the same today. Two little girls, one about seven, and the other about eight and a half years old, got their daddy to the altar and in their excitement and joy, they actually crawled upon his back, pounding him in the back with both hands, and crying and yelling, "You can get it daddy, you can get it." And when he prayed through, they jumped up and down, yelling with all the voice they had left. Then they ran over to me and literally pulled me with all their strength, to come see Daddy; he's got it, he's got it, And he had!

Jehu of old in his romance called out, "Come see my ZEAL for the Lord." II Kings 10:16.

David excitedly proclaimed, "The Zeal of thine house hath eaten me up." Ps. 39:9. David again testified hilariously, "For by thee I have run through a troop, leaped over a wall." II Samuel 22:30.

I have seen people who touched God leaping the benches, running the aisles, jumping over the altar, turn somersaults, roll on the floor, grab people and shake them, until it seemed their teeth would rattle, run out of the church and over to someone's house, get them out of bed, bring them in, get them prayed through and had another hallelujah-run-away.

Romance, romance, romance, nothing akin to personal soul winning for romance, and satisfaction. You are getting a hold of the greatest of exciting things known to mortal man.

I can tell some of your mouths are, as it were, WATERING, for a taste of this new personal-romance, SOUL-WINNING GLORY, Joy, out of this world experience! I am excited as I contemplate seeing you beaming until the pupils of your eyes become about twice their normal size, and those eyes seem twice normal size, and a dozen times brighter; EXCITEMENT -- excitement. Some personal soul winners in their joy have shaken me so hard, that I am almost able to feel my rattling bones, now. What romance, what thrill, what satisfaction; Us, plus God, in ACTION and REACTION. No wonder I am yelling, GET ON BOARD, GET ON BOARD, this pure SATISFACTION EXCURSION!!! Yes, to live in pure satisfaction, die of pure satisfaction, and spend eternity in satisfaction while taking in all of God's new Heaven and the NEW EARTH!!

Earth's failures, disappointments, misunderstandings, seem as nothing with a romance bubbling in the soul. Every abuse, insult, stoning to death like Stephen, all seem as "light afflictions." Paul says of them because it can't be sacrifice when the personal romance is our day by day heavenly portion. Daily ADDING to the church. Someone is getting PERSONAL SOUL WINNING PAY DAY. Stephen proved it's real. Let's press in for new personal results of soul-winning until we, "forgetting the things that are behind, we press," (PUSH, ELBOW, through the crowd), toward the mark of the prize of a new romance, from joyous personal soul-winning.

No wonder Jesus said, "Eye hath not seen nor ear heard neither entered into the heart of man the things God has prepared for those who love Him and serve Him." If you love Jesus, do as He said, "Go ye into ALL the WORLD and make disciples."

I used to see baseball players carry a special player off of the field on their shoulders. A whole bunch of them carrying him away into victory and pure satisfaction. What will that crowd do to Jesus as we all cross the threshold of the new Heavens and the new earth?? Our labours saved them from hell, and to Heaven. If you aren't excited yet, get right in there, learn all you can of means and methods to lead souls to God and your first glorious victory. We will all but need to identify who you are, with your new actions and reactions; yes, of pure satisfaction.

What causes me to drive 2,200 miles to put on a personal soul-winning seminar? The romance, of course. Any and all I can implant of soul-winning technique in you I shall inherit added romance to my present overjoying supply.

Perhaps a note of warning and caution is in order here. To be realistic, we should acknowledge that discouraging times will come in ALL LIVES, AND UNLESS WE ARE QUICK TO ENCOURAGE OURSELVES FROM PAST VICTORIES, AND THE CONTEMPLATION OF MORE VICTORIES, CLEAR ON THROUGH OUR JOURNEY'S END, WE ARE APT TO LOSE SOME OF THE ROMANCE AND THE ZEAL. The romance of soul-winning is some like the romance in the home. So long as our love is a romance, and love in our home a honeymoon, joy and happiness will prevail. But let the flame of love dwindle and romance and joy cool, and tragedy follows. So press the soul-winning to keep the romance aflame, and in turn, the added romance will kindle new zeal for victory, and our walk with the Lord will be a perpetual honeymoon with no thought of failing. Many are the wrecks on the rocks of time, these days, due to failure to continually win souls to God and live on cloud nine.

To question ourselves occasionally as to when we won the last soul, could keep us up to date on our source of joy and romance and our honeymoon.

See David face Goliath; and reminding himself God helped him win over a bear and a lion, and I could imagine he had a bear-claw and a lion-whisker in his pocket to remind him. With this reminder, he is ready to tackle a new one, and here comes the big one to LAND NOW, "Goliath" and God will help me, so at him he goes! Have you seen a big one lately? Count up some past victories and then take a RUN-AT-HIM. Of course David and God won, and now see David climb on top of Goliath, draw his big sword out and cut off his head. Then grab a big handful of giant hair, throw the head over his shoulder and head for the city, a VICTOR, with the head waving, and the big sword dragging, and hear the crowd cheering, "Saul has killed his thousands, and David his ten thousands! Of course there's a payday for victory: Win one. At Benkleman, Nebraska, we were after a big one who had been Sunday school superintendent, and an ex-county sheriff, and now a wealthy farmer and rancher. When he headed for the altar, it broke up the meeting with such yelling, before he even got to the altar, and the whole crowd swarmed the big guy to where there was no way for him to get away. And the place almost came apart when he got victory. The larger the tree, the greater the excitement when we cut it and it falls.

Some of us have watched two roosters get into a fight, and one wins and he goes over to a high perch and CROWS loudly his satisfaction and victor's song. He then feels ready for another fight, so he can have another victory under his belt to shout about and courage for anything in the future.

One time a fellow, that did considerably less than nothing, told me he didn't believe in bragging. Of course not, when he never did anything aggressive, and beside, he was constantly discouraging those that did press ahead... We make our boast in the Lord.

Another fellow often said, "I don't want my left hand to know what my right hand does." Of course not, because the left hand didn't do a thing.

I like what David, the king said, "When I count up my blessings, they are more than I can number." And on one occasion, he demonstrated until his unsaved wife called it being immodest and indecent. David didn't allow the unkind remarks to stop him. Let's press personal soul-winning, and act and react as the Lord leads. For ours is the victory, ours is the joy, and ours is the reaction. I say with W. P. Jay, "OH-OH KEEP ME ON THE FIRING LINE, JESUS, OH-OH KEEP ME ON THE FIRING LINE."

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WINNERS Or LOSERS  
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**Chapter 3**  
**SOME KNOW-HOW**

Know-how in every field is an essential; and in soul-winning, it is an absolute. Christ commanded and commissioned every one of us, to go ye into all the world, and make disciples of every CREATURE. Mark 6:5. Jesus used the word CREATURE to describe the debauched human race. And it's our task to learn how to make saints out of debauched human creatures, which Satan and their selves are ruining. It takes more and longer, today, to develop saints from the debauched conditions. The larger and harder the task, the more rigid the demand for know-how tools. The disciples felt the need for prayer and touching God, so asked, "Lord, teach us." I have never known anyone who has sufficiently arrived, that as of now and hereafter, they can coast on in. It doesn't work that way; it's a constant preparation. We are in a changing world and must up-date technique.

R. G. Latourneau, a west Texas rancher, was making earthen stock-watering tanks, and was using a horse drawn scraper. He began to think there must be a better way to move the earth (dirt). So he set out to developing earth-moving machinery that would move the dirt a hundred times faster than what he was using. His effort in developing EARTH-MOVING machinery has made him world famous, building huge machines. "Necessity is the mother of invention." Now, we face life's greatest task ever. There are more people today and they are more debauched than ever, and never so seemingly disinterested in upgrading their moral and spiritual ways, so let us pray, "Lord, teach us how to reach the masses now lost in sin."

Mass-evangelism has passed into history, and personal soul-winning has, to a large degree, taken it's place, or rather has done most of the work that was credited to mass-evangelism. Jesus hand-picked the fruit that lasted; and no doubt, that is the reason He set up the personal soul-winning described in Luke 4:2 through verse 33. "Go into the highways and hedges, and COMPEL them to come in." That certainly is strong language, in demanding personal soul-winning. How we need to pray afresh, "Lord, give us the know-how!" We need to believe God to give us what it takes to do this task.

The Lord gave Joshua the KEY, when He said, "Every place that the sole of thy foot shall tread upon, that have I given you." We will have to get out there after it, and cover the land, (territory) for God has promised all we cover as our own. Of course, we dare not go EMPTY HANDED, EMPTY HEADED, OR EMPTY HEARTED. Give us tools, tools, plus God.

Two Cucamnoga young men were sent out untrained, uncoached, and uninstructed. These fellows had just gotten saved, and were zealous and went from door to door. Thirty minutes later; they returned, sweating, pale-faced, and beaten down. I was away on district work, but my wife saw them and asked what the trouble was, and what had happened? Excitedly they told the story. They slammed the door in our faces at every house, and told us NO! My wife asked what they had said at each place. And here is what they said. We asked them if they were interested in the Bible

Missionary Church, and they said no, and slammed the door in our faces. When I came home I hunted up the young fellows and asked them if they were instructed in calling, and given suggestions, and they said none at all. I went out to see the pastor who said he wanted to prove that people don't want God and salvation. I told the pastor that was suicidal to the young converts, and could easily defeat them for life as soul-winners. The pastor told me of a certain home in the neighborhood that had run him off and ordered him not to return. So close home to the church, I won't relate the cause of his eviction. That pastor, a man in his forties, certainly needed some coaching and instructions to use personally, and to give to others. One week later, for our own enlightenment, my wife and I went to the home that ran the pastor off, and they treated us like a king and a queen, and gave us a good deep-freezer, which we are still using, and they cordially invited us to return and to pray in their home. There is a key to human hearts. We sorely need to learn people, their likes and their dislikes, how to win them as friends, and how to win them to God.

Some people never learn because they don't try to learn. This business is no crash-program alone. It's a long range work. Solomon, the wise man, said; "There is a time for everything under the sun." That means there is a time to talk and a time to keep the mouth shut. There is a right time and a wrong time to try to invade that one's little private world. Each human has a little space they live in, which is called their very own world. To "barge-in", is to rush in where ANGELS fear to tread. There needs to be a cultivation of our presence before we attempt to break through'. Some are ready for us to enter their private life plan and scheme. Usually, these are times when their little world isn't paying off, or has torn apart, etc. A wise soul-winner studies his or her prospect closely, as he or she begins, by cultivating an appetite for someone to help and encourage them. In other words, one who needs a helping hand. Always bear in mind, you claim a small circle of your own, where barging in is dangerous.

Being, "Workers together with God", we prayerfully work alongside God dealing with people. (God striving to win them, and us striving to win them. God is all-wise; let's be wise too.) As we discern the prospect becoming interested and concerned, we ask God to help us to come forward with the appropriate opener for this particular individual. You should often refer to the list of openers in chapter nine, and always be reaching for new ones. There seems to be no end of appropriate opening wedges into the human heart. These opening wedges to start an opening conversation or thought are invaluable always. That BRIEF thought provoking statement or question is like an ICE-BREAKER opening. These openers, ONE OR MORE, should help get started before conversations claim the day. Always try to get the opener to get started in the first few minutes. Use openers to get going on your desired soul-winning suggestions. There are exceptions to the rule. Working on those you have some influence with, are the best prospects. But why not try some at random attempts on total strangers. Some you know nothing about. We have a lot to gain and nothing to lose. Some tips to random fishers of men: If you cut-in with a real strong opener, be prepared for anything, and keep a smile, never sour. A good suggestion for fishing for a new one, is to look for one that seems troubled, depressed, sad, cast-down. First a plain "GOOD MORNING NEIGHBOR, FRIEND," then a catchy opener and all the while praying God to give you that soul. Also expect God to answer for a new one. They are all God's children.

For a list of openers, check chapter nine. I could suggest number 8 or 9 or 10, maybe 24 or 30 or 36, maybe 40; whatever impresses you. If the prospect pauses, press in a red-hot testimony of God's

goodness, which I am enjoying, and you are His child, and can enjoy God's blessings also. Press for a definite move of some kind. Always have a planned approach in dealings, and have a supply of openers. You may need two or three, as time goes on. **WITHOUT A PLAN**, you are sure to feel insecure, maybe faithless, maybe skeptical of your efficiency and aid. We must conquer insecurity and fear, by being well prepared for a complete encounter. Now, we dare not misread or misinterpret the prospect! Three things add up as to what we are to face. their spoken language, their body language, and their spirit language. Body language is far more dependable than their spoken language. Observe them. First, they may close up like a slam; second, they may seem to agree with you and not mean it. Hopefully, body, spirit, and language all add up to the same. You must evaluate the case. Let us check these one at a time.

Start with the Body language. They may lean forward toward you -- (it's a good sign of interest). They may lean back, get tense, clasp their hands tight, seem flushed faced -- (**BE CAUTIOUS**). Third, they may begin to relax -- (this is a good sign) continue on wisely. Fourth, they may become bewildered or fearful -- (this needs extra wisdom and caution). Fifth, deep wrinkles may come on their forehead. (Time to steer around and suggest another call.) Sixth, tears begin to come. (Ask them to pray, and you pray without waiting for an answer.

Now to the Spirit language. First, the more tender the spirit, the more fertile the soul. Second, a fiery spirit-- (too dangerous) close down smoothly and come later and try again. Third, when body and spirit become agreeable, forget about what they say, and expect victory. Assure them of God's concern, and His remedy for all ills. Then add your keen concern and desire for their getting real victory, joy, and peace of soul, mind and life. Learn to know your prospect!

Soul winning has some mechanics, but soul winning is not mechanical. Jesus said, "No man can come unto me, except the Father Spirit draws him." Always be praying God to convict the one you plan to deal with, today. Ripe and ready fruit pluck easily, and are the most flavorful. As you go, pray, and as you deal with people, pray, as you deal with their soul. To assure your faith, try to get some Bible promise, that God will have the field, "white unto harvest:" and use you as a reaper of the Lord's harvest, for so it is. Jesus said, "Pray ye the Lord of harvest that he will send forth laborers into the harvest." Usually, as we pray, "Send laborers," the Lord will suggest we go, ourselves. And go, we must, and we go better, and do more, when the Lord sends us out.

## **FIGHTING DISCOURAGEMENT**

There is sure to come a time when we get discouraged, and want to quit, unless we feel that the Lord has sent us out here to win these souls to God.

Our safest way to deal with the souls of people, is by our own personal testimony, of how God had mercy and saved us, then afterward, sanctified us from the ugly nature. Know your Bible, and the more you know, the more successfully it becomes a real tool. Bragging on Jesus is always a safe approach. Thus, assuring people of Christ's concern, and what He is now doing for those who feel a need in their heart and life.

**USE COURTESY, HOSPITALITY, ASSURANCE, AND SEASON IT WITH PERSISTENCE.** Be sure you have a plan to follow. This will give you courage, since you already know what you plan to do, how to act, and to carry through.

Like it is important to study a road map, before starting into a new territory, how much more important to study and plan where you are going with that soul. Permit me to point out at least two points concerning your spiritual and physical fitness. To be your best personal soul winner, first ask God for some promise, divine, to help you to believe God is more concerned than you are, and going to do more than you can do. Thus, you feel God is your helper, divine, and giving spiritual confidence, as well as divine security, or confidence. Thus, you go not as uncertain, but relaxed, so far as your plan and approach. This is a must for you to be relaxed and be confident, not frightened. If you are tense, others become tense, also. If you are insecure and uncertain, it makes the other person insecure and uncertain. The conclusion follows: I am tense, and so uncertain, and so insecure, that I have defeated my own plan, and defeated them also. Oh, how many have defeated their own selves, and blamed others, or the devil, for failure. Whereas, if they had of been well prepared, and relaxed, and certain of themselves, they, in most cases, would have a degree of success, if not a marvelous victory.

Know-how and preparedness for confidential effort must be developed, or die trying. In other words, do your home work before you go out to practice it. The spiritual expectation of divine help, and your preparation done well, is the key to successful personal soul winning. The length of time necessary to do your homework usually depends upon your desire and determination to master it. A word to encourage you here, lest it appear too hard, and frighten you away from trying. When you pray clear through, that God is going to help you win souls, you are ATOP spiritually, and getting atop spiritually, makes getting atop, planning wise, much easier. We just get after our preparation end of the teamwork, and get it in our thinking and plannings, to where we feel confident, relaxed, and as we work on them, they are naturally encouraged to be relaxed also, and since we are so certain and definite with our testimony, they develop confidence in our religion, and we are on our way to leading a soul to God. Just that certain and that simple to do. **COOL AND CONFIDENT, COOL AND CONFIDENT DOES IT, DOES IT, DOES IT.**

With each of us different, and each of them different, we must pray and plan differently, and separately. A sample of Jesus calling to fishermen (follow me, and I will make you fishers of men). You will catch men. He used their language, and we need to talk the ladies' language to the ladies, and men's language to the men, children's language to children, and young people's language to young people. Again, on adapting our dealings to personal needs, see Jesus win Matthew, the tax collector with his own language. Watch Jesus bypass Mary's accusing Him, and go directly to what she wanted, and her need. "Thy brother shall live again." How do we answer, when we are three or four days late? Make excuses, or blame others? Jesus, more or less, sets us a pattern of adjusting our answers and conversation to the needs of the hour, not what they say, or do, or act. Jesus knew what the little ones wanted, as they came about his feet. He just picked them up in his arms and blessed them. Dealing with people is such a personal TOUCH, not in generalities. To apply what we have to say to them -- a living person with direct assistance to that one, and right now, is so important.

Mary Magdalene came to Jesus, and note He **BYPASSED** or ignored the surface, and cast out seven devils, and she was freed, happy, and became a staunch disciple.

Zacchaeus was really up a tree, and even out on a limb; Jesus circled the cause, and said, "Come down, for I must abide with thee today." Jesus met his need, and Zacchaeus' whole house made a place for Jesus in their home; on the spot victory. See the importance of a personalized approach, and of preparedness for all occasions.

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WINNERS Or LOSERS  
At PERSONAL SOULWINNING  
By A. G. Johnson

**Chapter 4**  
**BECOMING AN AGGRESSIVE SOULWINNER**

Personal soul-winning is an aggressive, forced effort, by some Christians. Who will hit the trail, out yonder, to rescue some soul from Hell, now, yes NOW? The Master's admonition, "COMPEL THEM", means aggressive action in dead earnest. We must get out early) and stay with it, until we have contacted enough people to make a success. That successful soul-winner must always be aggressively pushing on. Yes, push the case, and continue to push the proposition, knowing he or she has what that person really needs for their own good, in time and in eternity.

There will come a divine compulsion to help every needy soul, and the more souls you win to Christ, the greater the compulsion. It is not natural to be an aggressor, but in emergencies, it is the best And since our circle of influence touches so few, we need to enlarge our field, for the fields are white unto harvest. Jesus said, "Go ye into all the world, and preach (teach) the gospel to every CREATURE." Mark 16:15. Our position must be, "If I don't get them in, who will?" So, we just cook up our courage, and fire up our zeal and persevere. To lose courage, and allow our fire to go out, is the worst thing that can possibly happen to us. Like King David, "Let us encourage ourselves in the Lord." Some stimulating thoughts like, "People are lost for eternity, and the fires of hell are already kindled all about them." And, "the golden rule demands of us to help them, like we would want them to help us, if we were eternally lost and going on in a like way to what they are doing." Ours is a like portion to a fireman, who rushes in to save a life, and extinguish the blaze. The fireman tackles the job all alone, if it needs be. The fireman may seem rough, and, at times, some reckless in his efforts, but he must get the job done, and getting the job done is the thing, and only thing that counts. The more wisely aggressive we are, the more we save. The fireman convinces those upstairs to take the ladder, fire-escape, or be carried out and down by others, and that, now or never. Time is the element press for now. Keep it ever fresh in your mind, Personal soul-winning will be appreciated at the judgment. And most of us will wish we had of been more persistent; especially in places where we were weak in our efforts. Who of us, that doesn't recall someone, we let slip, when some desperation would save.

There are souls, out there, to spend eternity in Hell, if I don't get them into victory. Only wise persistence will get the job done. Jude, the apostle, said, "Pulling them out of the fire, hating even the garment spotted by flesh."

How aggressive should I become? Let the circumstances and the divine Spirit set the pace. One man assured in prayer that the Lord would help him win a certain lady, during that meeting, told the lady he was going to see her get saved in that revival. She got indignant, and told him off, and added she would join anything else, before she would join the holiness crowd; and she meant it. So far, I haven't told anyone, I had prayed through for them, and at a given time. I doubt the wisdom of it. Hear the rest of the above lady's actions and her reactions. She be-meant the holiness crowd, including her husband and the evangelist, then refused to cook for her husband and evangelist. That

evangelist continued to remind her of his assurance from God, and she became more belligerent. After days of this, she was taken ill, and called her husband and evangelist to pray for her sickness; and as they prayed for her to get saved, as the cure, she touched God. But, I gave this, to ask you to be "As wise as serpents, and harmless as doves." In our efforts, if you ever get out on a limb, Satan will do his best to cut it off, and let you fall down and go BOOM.

Let wisdom, and the spirit of the circumstances all enter in to say how aggressive for you to be, not what others do, or have done. Charles Stalker relates such a far out one, when he literally manhandled a man and carried him to the altar and bent him over the altar, while the man cursed him. Rev. Stalker kept him pinned down, until he prayed through. That was O.K. for Rev. Stalker, under the directive of the Holy Spirit, or despite leadings, but he got away with it. I wouldn't advise you to come anywhere near that aggressive, and be assured I have nothing to resemble that, as an aggressive soul-winner. Dr. Godby relates some reckless ones, so far to extremes. I still don't recommend what the Lord and Dr. Godby were successful in using, unless God is in it. Rev. G. C. Bevington has recorded some VERY-FAR-OUT-ONES. Bevington was somewhat like John the Baptist only more aggressive at times, and more challenging, the opposers of his messages. Don't be surprised at what God leads you to do!

I might suggest, like Mary, the mother of Jesus, in her instructions to servants, "WHATSOEVER HE SAITH UNTO YOU, DO IT."

My wife grabbed a man by the hair of the head and shook him, as she loudly told him, "Wake up man, don't you know you are going to hell?" The man was pretending to be asleep, but out of there he came, and to the altar, while my wife watched him hurrying, and before long, he really prayed through good. Also, his wife got in. You may say my wife panicked in her effort to get him in. It worked, but don't try it. To panic and become reckless is too dangerous. Be most sure God is in your efforts. Seek earnestly, God's leadings, then press the needy soul with wisdom, with caution, and warning; then add assurance of God's understanding for them, and the blessed hope of victory, joy, peace, and Heaven in their soul, plus deliverance from Hell. Use wisdom and caution, to avoid their becoming offended. Remember the wise man, Solomon. He said, "A brother, offended, is harder to be won than a strong city; and their contentions are like the bars of a castle." Lord, forbid that we enrage people, but help us to encourage them into victory. I must keep it before us. However, "We are fighting for their souls, as if a lion had them in his mouth, and devouring them. Peter speaks of your, "adversary, the devil, as a roaring lion, walking about, seeking whom he may devour."

PERHAPS SOME GUIDELINES WILL BE HELPFUL RIGHT HERE. BE AGGRESSIVE, BUT NOT AN AGITATOR! Press for action, but not BARE-FISTEDLY. (Use some "KID GLOVES," at times, or silk ones.) Try to be aggressive, without the person suspicioning you as over persistent or pushy: Why not try to get them to help you push their own selves? People enjoy pushing their selves, if you egg them on. Pray, as you aggressively strive to win the battle. It is a battle, you and the Lord, against the person, and the devil, and things, things, things. But, few battles are won without being aggressive. Let us pray, God, to make us a holy terror against sin and the devil, in our efforts to snatch a few more from the eternal burnings.

Let us check the timing of our efforts. (There's a time for all things.) People are much more susceptible, at times, than at other times. Let us recognize that.

Someone suggests, "Never try to rob a bear of her cub, after she has lost one." There are times when people are all fired up. Aggressiveness says, do something; and that's a good suggestion, **BUT!! BUT WITH CAUTION, CAUTION, CAUTION, WISDOM, WISDOM, AND MUCH PRAYER, AND THE SPIRIT UPON YOU.** That's the proper aggressive spirit, to approach in. But what if the person has already boiled over, before I arrive, and is still frothing at the mouth, and literally tearing up the patch, or what of many other seeming impossible cases, a state of mind and spirit, already out of hand? If you feel you should tackle them, start by sympathizing with them, and are so sorry for what has so hurt and pained them, and assure them of your keen concern, and any way you can help lift their heavy burden, you want so much to lift with them. Perhaps, just burst out praying for God to help and lift the pressures of what is hurting your friend. Lord, help them to trust you, to help bear their heavy load. I have felt I should tackle some of these, and such an approach has worked, and it is usually better to not push them toward confessing their sins. They are in no state of mind to admit one thing, unless to admit they are ready for a fight. They need help, alright, but don't need a dynamite cap to set off an explosion. If your sympathy and prayer is used of God, they will feel consoled, and, now avoid humiliating them. Use some solace, like, **BLESS YOUR HEART, I FEEL GOD IS HELPING YOU, AND I SHALL GO PRAYING GOD TO UNDERTAKE AND STRAIGHTEN THINGS OUT FOR YOU.** Please have a little talk with the Lord, it will help you, and I'll be praying, too. These are usually seed times, and after we are gone, they get to praying. Such cases are not isolated cases, but real frequent occurrences, frequent spirits and actions. The carnal heart is set in motion, and fired up, and exploding.

A few months ago, our closest neighbor couple got all fired-up about two o'clock in the night, and so loud and violent, that my wife called me. The young wife ran, and jumped in her car, started it up, and rammed her husband's car behind a few times, then sped away, only to return, and ram his car, in the front and fender, while he was yelling, "If you hit my car again, I'll kill you." Finally, she got out, and they began to fight. Evidently, she had special training, and soon he'd find himself staggering, or knocked down, and her yelling, "Hit me again." The law came, and stopped it. Would that be a time to barge into that double explosion? Not me!

My wife and I thought the best thing to do was to await our time. Yes, we are out to win them, but a two-way, fired up situation, is the hardest of all to handle. Worse still, they boomerang. So often, both turn on the one barging in, and trying to help them! To tackle one at a time is enough to tax our spirit, wisdom, and skill. By all means try to help them but not to cross them. Many get hurt at **CROSSINGS!**

Here's an approach or two we may resort to under dealing with the **FIRE-UP-ONES.** Start in by praying aloud, or plain **LOUD,** "**OH GOD HELP OUR FRIEND HERE, WHATEVER IS WRONG.** Help solve their difficulty for Jesus' sake." Avoid taking sides. Their is plural, and is O.K. Jesus avoided one coming asking Him to settle their feuding. Let's work on one alone. If you feel you should tackle one fired-up, one alone, try this; when all hell and the devil and people and things turn loose on anyone, I want some way to help fight their way back on top. They like the word "fight". Then add, "I believe you have the stuff in you to get on top of this." You might add, "This may be

the worst ever, but just get right in their and FIGHT your way back. I shall be boosting for you, and praying God to help you get on top of everything." You may want to add, "The Lord has helped me out of many terrible squabbles, and I shall tell the Lord on all the people, devils, and things." PEOPLE ARE USUALLY THE CAUSE. Before you turn to leave, add, "UNLESS you need me further, I will go now." If they suggest you stay longer, offer to get them more comfortably seated, etc. Then start to pray low and yet so they can hear, and lift them up to the throne. Then pause, and add, "We feel better when we pray." Suggest, "As I pray on, you tell the Lord your need also." When you start to go suggest, "I shall plan to drop by within the next few days with faith that the Lord will have helped you clear out on top." Then add, "Let's trust God to do just that." You might add, "I feel the Lord sent me by to encourage you and help you FIGHT back on top." Note they just can't seem to hear any other word so effectively under fire like fight. It is highly unlikely that one so fired-up will get sufficiently on top of the raging anger, malice, envy, and hatred, etc., to relax enough from them to pray clearly through. God is able, therefore, watch for the signs of relaxedness and if it comes, press for VICTORY Usually kind expressions as to be cooperating and out to help fight your way through, is all such an one can see and appreciate.

Now for the return call or second try. Hope and pray they aren't still "fired-up". After a kindly greeting, quickly and before they start to unload the cause or case of wrong, bypass the past some way, like, "ISN'T THIS SICK WORLD GETTING SO VIOLENTLY WICKED?" Press on quickly, "The enemy, the devil, seems to so possess people and things until intentionally they try to hurt us." Keep pressing, "Our God is interested in helping us under fire, pressure, and all forms of wrong." Keep pressing, "I'm glad to see you gaining." You haven't heard the case so you can trust it is better. PRESS ON, "I am glad to have a little part in helping encourage you Upward." KEEP PRESSING, "I have often proven our God is more interested in our lives than we can possibly be in our own." Keep pressing, "The better I get acquainted with the Lord the more prayers I get answered." Press on, "I can always recommend God's concern and care for us. All of us admit this world is getting worse and we need God's helping HAND AS NEVER BEFORE. Let us encourage ourselves more and more by praying more and more." Press on, "Let's bow our heads for a brief prayer." Don't wait for an answer, start to thank God for His guidance, care, and victory, then pray God to bless and encourage your friend; then add, "Lord, answer his or her prayer, and become real and a delight for the now." Much more could be added, but just what you feel they will appreciate at this time. Jesus wants us as wise as serpents and gentle.

### **B -- CASE NOT SO "FIRED-UP,"OR "EXPLOSIVE".**

Suppose just everything has gone wrong, including them. Let's be aggressive and help. Use a question for opener, "DO YOU KNOW WHAT IT IS LIKE FOR EVERYTHING TO GO WRONG AND ALL AT ONCE? Let them unload on you their tale of woe. FEEL FOR THEM, THEY NEED IT. They need to give vent to ease the tension. At a pause in the report, ADD your juicy testimony of God intervening. It does wonders here. AT THE NEXT pause add, "None of us can avoid things going wrong, and nothing going right, BUT THE CLOSER I GET TO GOD THE BETTER I CAN PRAY AND FEEL GOD'S PROTECTING CARE. It does a lot for me to memorize the verse where Jesus said, "Cast all your cares on Him for He careth for thee." Press in for some action right away like, "Let's tell the Lord about this right NOW." Don't bother to kneel. "Let's close our eyes and talk

to God personally to solve this." If things aren't going good, suggest,"Let's pray some more, until we touch God. Now, right now."

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WINNERS Or LOSERS  
At PERSONAL SOULWINNING  
By A. G. Johnson

**Chapter 5**  
**WATCH CLOSELY THEIR ACTIONS AND REACTIONS**

Only by observing their actions and reactions can we successfully continue our transformation operation. A keen observer makes a keen soul-winner. One may object to calling our transformation efforts, "A SURGERY OPERATION", but so it is; and without such a transformation operation, chances of spiritual health is less likely for them than for a neglected killer-cancer is to cure itself. Watch that action and reaction which both speak louder and clearer than words. Our soul-winning efforts are not the mechanicalism without the Spirit as Mormonism or Jehovah's Witnesses. Ours is, "BY MY SPIRIT SAITH THE LORD." Just a recited bit of chatter which a record player could do equally as well. Ours is HUMAN TOUCHED by the God of mercy. Our approach must be a heart-Spirit to spirit-life to life ultimatum. We snatch them from the burnings or their blood is upon our hands, and they are eternally lost, and shall forever hate us for letting them slip through into hell.

**TIPS FOR KEEN OBSERVERS**

1. If they fold their ARM NEAREST TO YOU OVER THE ARM FARTHEST FROM YOU, BE CAUTIOUS AND PRAY, AS YOU TACTFULLY STRIVE TO KEEP THEM FROM TURNING YOU OFF.

A. If they fold their arm farther from you over the one nearer you, they are moving in toward your suggestions. Drive on but wisely, in tenderness of the spirit.

2. The direction they turn their head is less suggestive and needs to be observed; for some while thinking seriously, turn their head away, to concentrate; so look up and away for an instant. Some hang their heads, may be in embarrassment of their FAILURES, and they and the Lord only know what else is going through that head.

A. Deal gently and with assurance that God is our Father and more willing to forgive our faults and failures than we are to forgive ourselves. Add, "We are apt to want to kick ourselves for past deppartment, or lack of it."

B. A humiliated soul is not necessarily a penitent soul, or indignant soul. Depend on a second communication, namely, BODY LANGUAGE. Look for the facial expression over, or even the third means of communication, THE SPIRIT LANGUAGE. We are able to detect by observing. Be a keen observer of spoken word, body, and spirit language. Language is less accurate.

3. We do well to discover if it is the thin-ice of their covering over INDIGNATION.

A. We do not win souls by aggravating-up-Indignation. SHARPEN UP, SMOOTH OUT, SMOTHER OFF THE FIRE, BY COOLING THINGS OFF A BIT!

B. Save that soul. There's good material in them -- REAL VALUE. WIN THEM, WIN THEM, WIN THEM, WIN THEM, WIN THEM!!

C. A hung head, unless tears follow, is usually for comparatively short periods. Not many hanging heads get victory until we are able to lift their chins, some way. CHIN LIFTERS ARE ALWAYS EXCELLENT TOOLS FOR SOUL-WINNING. Try one of these.

1. Perhaps you did the most likely thing for the moment.

2. Pressures cause many failures. God knows and understands, so look up to HIM.

3. Disappointments often drive many into evil deeds; like unkindnesses drive people to drastic actions in search of relief.

4. TWO-TIMERS tempt their companion to do evil they normally wouldn't dream of.

5. But God knows your heart, your feelings, your circumstances, and just now wants to get your chin up, by your turning to Him, sorry for the past and from your heart asking God to blot all the past off of the records. God's ear is ever open to prayer. Lift that chin and the load of guilt through counsel and prayer and faith!!!

### **ACTIONS SPEAK LOUDER THAN WORDS (CONTINUED)**

Dr. James B. Chapman, general superintendent of the Nazarene church, while speaking to a group of us young preachers in Bethany Peniel College, gave the following concerning actions versus words. He related how once he was in route to a rural school house for a service, became uncertain of the church's location and stopped and asked a farmer where the church was. Here are the details. The man said go so far and turn right, but pointed left, then on down the road said turn left, but pointed right, then after two or three other turns where the hand and the words corresponded, went to the church by following the directions of the hand and not by the words. The Dr. applied the truth by saying, "Actions are more accurate than words." then added, "Don't underestimate actions." Another observation of ACTIONS. While in Fredonia, Kansas, in calling in a home during the revival with the pastor, I noticed the pastor ignoring the effect he was having as he continued to unwisely blame the man for numerous failures in the man's life. I broke in twice trying to cool the irritating flame of censure from the pastor. The pastor sat there with head down and continued to dig that big man, until suddenly that big man got up grabbed the pastor by the arm and coat collar, lifting him up in the air and headed for the open door, shoved the screen door open and shoved that pastor off the front porch, and ordered him to never step foot inside his house again. As that big man came back I wasn't sure my turn wasn't next, but I smiled big at him, really big as he sat down. Then I sat down. I began by apologizing for the pastor's invading the man's privacy and bringing on the EVICTION. When I spoke of eviction I smiled and that loosened the big man's tongue and he was as meek as a kitten, while I tried to lift him. About fifteen minutes later I was able to step beside the big man's chair, and prayed for him and his wife and their interests. Would you guess I watched that big man's actions and reactions? Now he followed me outside and invited me back. My wife and I called twice more and felt the wife really prayed through. The big boy prayed like a good seeker. I

hope he made it. Watch actions and reactions or you may get **SNATCHED UP BY THE COLLAR AND OUSTED**. The occasion for this ordeal was church trouble and the man's name removed from the church roll, and the pastor setting in to blame him for it. How stupid can people be? He should have gone and apologized for the trouble and really be sorry, and get the man into victory as well as the other side of the matter, of which the pastor was a part. Now to the rest of the story. The pastor waited for me, and began by asking me what did I think of that. I laughed. He was an older man. He wanted to know why he acted that way. I told him plainly. He ignored the effect of his censuring the man, who was getting more irritated by the continued censure, until he **PUT A STOP TO IT**.

Have you ever been around some people who could read other people like a book and were able to get people to follow them like geese follow their leader migrating to the sunny south before winter; There is a certain call, a certain leadership, unusual. My observations tell me that one has discovered something the ordinary person has not discovered, and by the extra discovery, there in an extraordinary success in leading people their direction. The more I study those extraordinary persons the more they seem to tower higher and higher. My first real conclusion was, he's no smarter than the people he is leading, nor me either. He's an ordinary brained guy. My second conclusion was that he understood people better than I did. He had a better way to get people to understand him. They communicated with him and he with them, until they felt he had the answer so he won them. Third, I felt I must improve my communication and I must understand people's communication better. Fourth, that extraordinary something is worth more than what it costs or takes to discover it and acquire and to develop it.

One day I watched it unfold right before my eyes so plainly I nearly gasped at their rapid communication while they talked less than the average. Yet communicated twice or three times faster. They were reading each others body language, and spirit language they felt. Just that simple. Their spirits communicated, their bodies communicated, their words communicated! I know of no successful and dependable book to teach us the art of reading body and spirit. But I know many who have developed their communication with people by two hundred or three hundred percent. I suppose I have watched curiously this multiplied communicationists for thirty five years or more and advise you to watch closely people's actions and reactions; and try to feel their spirits, and vice versa watch the spirit you and they feel. Guard your body actions and reactions and you will communicate much better and more successfully. I venture one more observation and this was an auto salesman striving to break through a lady's determination, that he wasn't going to get her present car she so loved and cherished. It was indeed interesting to watch. First, he was writing her out a contract all the time. Second, she would put her hands on her hips to impress him of her settled-will-power. Third, his body language was as evident as hers in the opposite direction. She was vicious and he was gentle and meek. I didn't see the end of that auto salesman and the determined lady, but I saw two in a body language dual. Vocal language was also on display so they were communicating three ways. I could see the lady getting more calm and relaxed. He may have made the deal. My conclusion was and is, that the more avenues of communication the more we say, and the more apt we are to influence people our direction. I have met some real challenges with those trying to turn me off and see the Lord and I get them to turn around through the efforts and prayer.

Would I be misunderstood if I relate one experiment on a person who was out to turn me off. Notice **AN EXPERIMENT**. Shortly after being seated came that opener, for this one I felt was saved

and needed to thoroughly die out and let the Holy Ghost cleanse and fill her. She was already seated and reared back in her chair, and fingers digging into her arms. Her feet crossed at the ankles as she stretched out stiff and rigid, her face definitely tense. And such an ugly spirit that no one could miss her feelings. The case was scary to the helper, but ORNERY ME - aggressively hurls the opener, "Sister would you mind me pulling out a Bible question?" The reply, "IF YOU WANT TO.' Acts 19:2, 'Have you received the Holy Ghost since you believed?' Then went right on, "Every one of those converts back there and all converts today face that question. We need everything that is unlike God taken out, and all of God's Holy Spirit in us to make us our best. I never shall forget that night I knelt and prayed, Lord, take out of me that which rears-up when something goes wrong or crosses me, and instead of the ugly nature fill me with the sweet Holy Ghost to keep me Spirit filled and sweet always. As I prayed then and there the Lord took out of the evil-self-nature and filled me completely. I felt such a load lift from off my troubled-breast, and peace filled my soul. I came up from there thanking God for giving me, a newly converted young man, a second work of divine grace, and after the years now, it still thrills me, this experience. I see as never before the importance of why Paul asked those back there, "Have ye received the Holy Ghost since ye believed?" We all face it but not all have faced-up to it actually and asked God for the Holy Spirit cleansing and filling. It worked on me back there and I have helped thousands get the second experience, and to this good hour I see it working for me and others as they answer the question Paul asked those hungry seeking hearts after God, yes, all God has for us.

Now to the lady's actions and reaction as I set in to get her sanctified. Her first sign was she began to sit up straight, then began to lean slightly forward, then uncrossed her arms and pulled up her feet correctly all at the same time and I could see her in trouble. God and His truth had rung a bell, and her body language and spirit language told me she was under. She even got on her knees to pray as we knelt to pray before leaving, God worked on her whether she ever got victory or not. As the person we work on begins to relax, and bend forward we should take courage and press in to see if we can get them clear out into VICTORY.

The field of BODY, SPIRIT AND VOCAL LANGUAGE WILL PAY OFF. God make us COMMUNICATIONISTS.

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WINNERS Or LOSERS  
At PERSONAL SOULWINNING  
By A. G. Johnson

**Chapter 6**  
**IMPROVING THE TECHNIQUE**

We cannot improve upon perfection, but we can surely UP-DATE our methods. To illustrate, we would not think of going the OXCART pace to move from California to the state of New York, to say nothing of crossing the Atlantic or Pacific. While we deal with NEVER DYING SOULS we dare not use "HACKNEYED Methods" or spiritless approaches. "He that winneth souls is wise," says the wise man in Proverbs 11:30. Our prayer, while dealing with such everlasting values as SOULS-OF-MEN, is that as never before, we shall be our wisest, smoothest, most appealing representative of the ALL WISE God. In our day we must have an up-to-date vocabulary lest we be branded as old quack or hayseed. God forbid we defeat ourselves with human oddities and uncultured tactics, or distasteful ways. May we keep our dress becoming, neat, clean, tidy, and appear our best and most attractive plus everything becoming to one of GOD'S CHILDREN. Never forget we are God's children.

There is a price-tag on effectiveness, and accomplishments. Know-how helps so very much always. For example, endless hours of lost time and effort can be saved by mechanical improvements. A personal example of my inexperience working on an electric cook-stove. Our electric cook-stove blew up and a small piece hit the ceiling, followed by an electric blaze two feet high following it. The fire was coming from the hole that blew out on the stove's top-side. I had repaired hot plates, and electrical appliances, generators, but never an electric stove. But unprepared-KNOW-HOW-WISE, to tackle that stove, one half day and I hadn't so much as gotten inside to where the trouble seemed to come from. I called a handyman who rewound armatures and electric motors, but not an electric stove. We tried to find a way to get inside the stove to no avail. Someone suggested we could burn a hole to get in, but I didn't buy that, neither did my handy man. After another hour I had the top off, and upon examination discovered it had blown the little red light fixture out by some short circuit. The little light that comes on when any part of the stove is turned on.

In a few minutes I loosened two wires (electrical) and took out the small gadget, and went and bought a replacement for seventy five cents. I came home and replaced the part in five minutes, and after an hour or so putting the stove back together, it was as good as new. BUT two men had wasted half of a day, and I, almost all day. We could have done a large damage to the stove. A few minutes with KNOW-HOW replaced it. Ignorance didn't pay off wisely. I could repair another in fifteen minutes after acquiring the KNOW-HOW. Who said know-how wouldn't improve soul-winning proportionately? The best ways to deal in helping people will pay off both in time and throughout eternity. What value soul winning know-how!!! A few years ago at a preacher and Christian worker's meeting the topic was, "LET'S SHARPEN UP". Rev. David Letts was pastoring on the district and was there. He came by and said, "Brother Johnson everybody is telling me to sharpen up, let's sharpen up." That's the need of the hour. Let us each one go in for every possible sharpening up available. "He that winneth souls is wise." I knew a man who for years attended a Bible Missionary

Church regularly; yet remained unmoved and unsaved. He was kind to those who tried to get him saved. The church had secured the roughest, knock-down, drag-them-outers, but still this man was unmoved. Upon the request of the church board the pastor contacted an evangelist that was known for his personal soul-winning emphasis, some board members objected vigorously, but the personal soul-winner type evangelist came early in the week, and spotted the BLACK SHEEP MAN; visited him twice where he worked, and two times after the evangelistic services. Of course this was to work on getting the fellow saved. The next Sunday morning here comes the BLACK SHEEP fellow down the aisle and to the altar, without anyone saying a word to him. Tears were running down his cheeks, and he prayed clear through without coaching, none whatsoever. Later he got sanctified and proved to be a marvelous saint to this day. The rugged legalists marveled. There's a key to every heart. Every piece of personal enlightenment will help us to find the key to those human heart's-door, that are locked hard and fast. put STUDY, PRAYER, EFFORT, AND SPIRIT into this thing.

I watched a professional Locksmith unlock over a dozen very difficult padlocks without failing one time, and upon the first try. The law was searching the house for imported liquor from Mexico. As I watched that locksmith, he would look that lock over, handle it's feel and weight, push and twist it, then go after the proper key from his many books of keys. He inserted the key, turned it. and open would come that lock and opened the door. Do you have KEYS??? They recovered several cases of hard liquor. Contraband whiskey and tequila. This locksmith made this his lifelong pursuit, and see it pay off. First look at the lock, second get the feel of the lock. Push, pull, and twist the lock. Then start for a key to unlock that lock on the humans heart's door and then take steps to shape the inside for God. Our God is interested on the inside of every human's heart, and will help you get inside there. Faith looks for the heart's door to swing open and God to help set the inside in order, to live, to die, and to live eternally. With God's help what a life's challenge soul-winners! And maybe you don't realize it, but humanity wants help in adjusting and in really cleaning house. Pray God to make your tongue the pen of a ready writer, and your spirit as a God-given key. The most thrilling experiences in life are the occasions when God uses us to lead a man, a woman, a young person or child into the personal communion with his or her God.

As in playing ball games, the most disappointing thing is when we are conscious we fumbled the ball. Nothing is so heart rending as fumbling the ball as we try to win a soul to Christ. Those we fail on, let's admit if we had more God and wisdom and technique we would lose fewer. Failure should be a nightmare to shake us; every nerve-cord of our being. Yes, into action to shape up, fire up, practice up, until by the rapture we are taken up.

### **A CAUTION HERE AND A BIG WARNING**

Never permanently close any heart's door in your own face nor in theirs either. Leave the door as nearly open as we have been able to open it and plan to return to try; try, try again. The scripture to shake off the dust for a testimony against them, I feel, isn't for me. That wouldn't cause me to feel innocent of their blood. Where there's life, there's hope. Really I doubt most seriously that one had eternally closed their heart's door. The last time might be when they were under fire, or not feeling well at all, or had their mind so preoccupied on things as to not be ready or have time to get right with God. It could be we used the wrong approach, or opener, or failed to use a second opener, etc.,

etc., instead of saying you ought to go to hell or deserve to go to hell, why not shape up, rub your nose on the grindstone of humility, to soften you, and tenderize you to try later.

Some tips for opening up for a future date, could be like these, "Bless your heart, I understand your situation," or, "I'm out to encourage you and lift you any way I possibly can. I will love you and pray for you more earnestly from here on out." Or, "Anytime I can encourage you or help lift, you let me know PLEASE." Give them your phone number. Try, "I'm always out to encourage people to seek life's best portion," or, "I'm sorry I haven't been able to encourage you more than it appears I have." Or maybe, "Please accept my efforts as a heart felt concern for so it is." Maybe, "Could you suggest some way I can be of service?" I have added, "I am not like the medical doctor who buries his failures, for when I fail some of my friends, I bleed over it and almost feel like burying myself." As we cause them to feel our compassion, love and concern, we need to tell by words, and acts. As we convince them of our concern they gain assurance and they feel we have the remedy.

Of course the better we keep ourselves versed in ways to meet every occasion that arises the smoother the operation. Let me illustrate it by an example. I was coaching two boys, with an eternal security background, in getting others of that group to really go with God. But up to that time I had not reached out to describe how to deal with the POPE'S crowd. These boys were doing really fine work, but one day in they came ALL BAFFLED. They had run into some staunch Catholics, which told them all Catholics are a closed book toward non-catholic religion. They said they apologized and eased back and came in defeated and wanting more coaching. The chapter on DISARMING OPPOSITION will offer approaches and openers and methods for these. But be sure to do your homework over and over again. It will solve in advance many problems. Regardless of people's professions, our task is to really get them born again, and sanctified wholly, then to keep them in victory. Constantly keep doing homework. You are sure to need it in the days ahead. Different things are constantly cropping up so keep digging. We increase the number we win as we discover and unearth new fertile soil to sow seed in, and cultivate them, and open up heart's doors, and sow seeds already soaked soft with our tears.

The following illustration is so applicable to personal soul-winning. Take the modern farm machinery that can plow eight inches deep and as much as a hundred acres in a day, and easier than ancient farmers with oxen and a wooden plow could SCRATCH-over half an acre. Modern farmers with know-how may raise three hundred bushels of corn per acre. The application is startling. The modern farmer's 100 acres at 300 bushels equal 30,000 bushels and only a day to prepare and sow. The old timer only 12 1/2 bushels for a day's plowing and sowing. First, note modern farmers USE TOOLS OTHERS PREPARED FOR THEIR HANDS, while the old-timer used his own oxen and own wooden plow he made. Modern farmers UP-DATE and use the latest discoveries in every line, and are successful and wealthy. One Bible Missionary's son-in-law and daughter made a half million dollars in a single year, with all the big tools. Is it not a reflection upon our God, for us to fail to reach out and by sheer will power get all implements of improvements in soul-winning from every source and experiences of others? All we can from the Bible, history, books on evangelism, classics on means and methods. To me it would be a reflection upon my God, for me to not get excited, keyed-up, fired-up, and BOILING over every once in a while with ZEAL, GLORY, POWER, AND MIGHT! In my cooperative effort with God to rescue those for whom Christ gave up heaven, and came to earth to die for to save. Oh yes, some still insist on oxen and wooden plow methods and

insist on calling it a Holy Ghost revival. I 100% honor the Holy Ghost, but in all my years I have never seen or known of a 100% Holy Ghost revival, without the Holy Ghost using Holy Ghost filled individuals, as a mighty part of the outreach, the influence and the results.

Pentecost had one hundred and twenty, all fired up and working like honey bees day and night, and went everywhere. To be honest and realists, God uses frail humans to carry the gospel to others; even Jesus needed to become human to bring about the salvation plan. God's word says go ye, and He meant it. It has not been too long ago a preacher read about where God helped the Israelites slay a host of the enemy, and in less than ten minutes that preacher had **SLUFFED OFF THE ISRAELITES, AND WAS SAYING** God slew them, in like manner of a Holy Ghost revival. Let me drive it home. God is depending upon us frail or weakling creatures in comparison to our God, to rescue the lost. Build up the saints. God has no saints but us to do the work with (us **HUMANS**). Would it not be apt to let the Bible settle this question? Let's let James the beloved apostle set us straight on this matter lest someone brand us as unsound. Here it is, James 2:18; "Yea a man may say, Thou hast faith, and I have works: Shew me thy faith without thy works, and I will shew thee my faith by my works." Then verse 20, "But wilt thou know, O vain man, that faith without works is dead?" Verse 22, "See thou how faith wrought with his works, and by works was faith made perfect."

Calling the present day activities by divine names may be unsound. People are tools, but there was a time, and now is, that the tools are so **BLUNT** and badly in need of sharpening. To check how sharp you are as a tool, "Check how many you have won lately." That's strong doses of medicine for weak stomachs, but the sharper the tool the less it's needed and the smaller dose of the bitter cup of **FACT AND FIGURES**, needed to cure **EXCUSES** for inactivities, alibis, which are used to cover up or hide **LAZINESS**, or to shake out **TOO BUSY** ones, and I trust kill out love for **SELF-EASE**. I knew an, alibi-est that said he was asking God to show him how to win souls: right when he was ignoring God's word. "Study a workman. I'm fearful anyone that won't study or try will fry when they die." II Tim. 2:15 commands us to study. And to break a commandment from the New Testament is a wilful one.

Surely I should not fail to mention that, "It's a pitiful shame how untrained, uncoached laborers tear up, mess up, destroy, trip up others then leave the task unfinished, but more difficult for someone else to untangle all the tangles of the awkward. It is often said, "There is little if any, excuse for one to be untrained nowadays." All successful companies take all new employees through an apprentice course, and then under someone trained to help them get the **KNACK** of what they are out to do to avoid loss and cost. And like as if that was insufficient every few years, send them off for added schooling. Let us take some lessons from them. I confess I am still an apprentice I am learning. And while, I continually keep alert for new skills and technique, I share in helping others I am fearful that the first twenty-five years of my poorly trained ministry, suffered a loss of one third of the souls that God expected me to win. So reckless, unskilled, and so awkward before my college years and afterward. I was sure I knew it all. Please profit from the losses I suffered, and have nearly died under, and study, study, study to be tactful. Pastors and teachers **INSTRUCT** your forces and keep them out there winning souls. "IT PAYS " I lost many, due to lack of organization and spearheading a well coached soul winning force. Thank God I'm losing fewer, but must constantly update and sharpen up to reduce more losses.

Would you be surprised to learn that the NUMBER ONE CALAMITY in the best holiness churches, among the ministry and the laity is: "THE FEW SOULS WON TO GOD OUTSIDE THE FOUR CHURCH WALLS"? If the finger of God would write the names of every professor of Holiness on the bulletin-board of every church, those who are weighed in the balances and found wanting, in PERSONAL - soul-winning outside the four walls of the churches, surely pandemonium would prevail comparatively speaking, worldliness, compromise lukewarmness, unpaid tithes, isn't calamity Number ONE. As much hellish and wicked as they are, NO, NO, LACK OF SOUL WINNING IS THE WORST. Without personal soul winners the church of God would pass away in one generation. Luke 13:23 asks, "Are there few that be saved?" Always remember the early church added daily to the church such as were being saved from house to house, winning souls everywhere, daily.

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WINNERS Or LOSERS  
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By A. G. Johnson

**Chapter 7**  
**PITFALLS AND CAUTIONS**

Matthew 20, verses one through seven, needs to be placed on the CAUTION list with priority. Here Jesus sees people available for us to put to work and them standing there all the day long and no one latching-on-to-them. The last hour of the day one man came by and asked, "Why stand ye here idle all the day?" The answer is the STINGER, "NO ONE HAS HIRED US." No man has put us to work or given us something to do, or showed us where or what and how. Pastors and personal soulwinners, let us put every convert through a training course and help them learn how to win souls. Get them right out there after it. You will both save them and the souls they win also, and how that multiplies! Maybe you haven't felt this heretofore, but now start and coach every convert, age four to four score and more. Use them or lose them, and their results, and all results multiplied from them. One pastor, as pastor, asked if I knew a hole he could crawl in? I said I didn't know but I did know where some were who needed coaching and a job and an example before them. CAUTION, CAUTION, WE'RE FAILING SO MUCH.

Now as to some little things in comparison to the above item -- --TOUCH NOT, especially the lady; a slight human touch is apt to cost you defeat. Ladies are so seriously affected while seeking, even by ladies, much less a masculine touch. The masculine aren't so seriously affected, but caution pays, ladies and men, Caution is spelled thus -- BRAINS. Impress people without a hand touch unless there's something in your hand. Cautiousness pays.

While speaking, KEEP YOUR HEAD UP, You need the eye contact and facial expression, effect. Avoid slumping, sloppily down in a chair, that's impressive in the wrong direction, Straighten-up. NEVER ARGUE, ABSOLUTELY NEVER, NEVER, NEVER! A compliment not a contradiction is in order, The two letter word that must be avoided is - (No) . Circle it any way you can, over, under, beside.

Build upon people's suggestions wherever possible. Build upon what they say directing it into what you want, and he will think it is his idea and like it a LOT.

Never smile at wisecracks; if so very lightly, but be sure to not frown, either, Respect people's face-saving efforts. People lead better with a face that is semi-veiled, Tie onto braggadocio and point it toward God and others. Never show disfavor, never, never. Raising one's voice defeats their purpose, without exception. Keep the voice low and gentle. If they cut-in on you, courteously await your opportunity. That recognizes them. Remember that what a person says is important to them; so build upon it, never ignore it.

Be looking for opportunity to sympathize with their cause. Smile at their little ones. Ignore their rudeness and the children's rudeness, loudness, cursing one another, etc.. If the couple gets into a disagreement or fuss, curse one another or the children, smile on them; both of them will feel you

are on their side. Perhaps discord doesn't sound so bad to them, or even name calling or yelling at one another or the children. Never allow your sympathetic attitude to get out of sight.

Guard against leaving any, "Holier than thou feeling or sound or action", Continue to stress, "I am here to understand your case, and to befriend you and lift all I possibly can." Cautious KNOW-HOW saves many and avoids hurting remarks, attitudes like down-grading chatter, or down-grading churches, societies or organizations, It may turn them on to defend what they really hate. Someone has said even the devil will turn to fight for the underdog. Strive to keep a constructive conversation. Everyone needs constructive love and prayers, Sometimes it is wise to ask, "I wonder if I can help and encourage you and lift you higher". Political subjects are taboo, Always be a neutral of any two sided matter, domestic also, Get people saved before pushing rugged standards; and stress standards as safeguards for us. People don't appreciate being called a sinner or backslider or unsanctified; speak of needs. Ignore appearance of everything. Set them at ease if you can and be thankful for their home.

Be early to the home where death has visited and return several times and after funerals, Isaiah got into real victory over a funeral and many others have also. Try to get this one in, Touchy points like "RAP SESSIONS WITH SINNERS" are 95% of the time disappointing failures. The sinner is in no shape to rap with you. He needs someone to bypass the rap session and get around to getting him to confess and forsake sins and trust God to really save him. If you insist on a RAP SESSION, I suggest the following QUALIFICATIONS and equipment or more. Thirty six different ways to say NO, GRACEFULLY, two dozen catchy openers at your fingertips, thirty ways to shift to another line of thought, fifty apologies for ever starting the session and thirty minutes in dead earnest prayer before starting it. After praying earnestly for thirty minutes, more than nine times out of ten you will feel God has a far wiser plan. One last question, Who is wanting to rap wit you? A drunk, a wino, a dope-head, a hypocrite, thud? I have never gotten one in by RAP SESSION. Convince a man against his will he's of the same opinion still; unmoved. Always reach for his soul, not an argument, ARGUERS CURSE PEOPLE ALSO, I feel a caution for Rap sessions among Christians, old or young, It is unscriptural to be passing judgment on the motives of others. This destroys confidence in one another and in the one passing judgment, and dishing out answers, Deal personally, not publicly with Christians. Discourage people making public confessions of their private lives and morals, Insist restitutions of such a nature be confessed in general terms, not details. Such get disgraceful, and reproachful to the one we want to help and for sure to the church, also. Godly pastors and pastors wives with tight bridles on their tongues eternally should be the ones to help get the seeker fixed up. It saves dragging out moral issues, slander, scandal, lies, thievery, and vulgarity. We are out to get them saved, sanctified, and restitutions fixed.

Now, on WHEN TO START A CHILD IN PERSONAL SOUL WINNING. Matthew 21:16; Jesus gave this quotation, "Out of the mouth of babes and sucklings thou hast perfected praise! These were doing service to the SON OF GOD. The adults objected. The prophet Isaiah in prophesying of the reign of Christ in Isaiah 11:6, added, "And a child shall lead them." The children were leading the triumphant entry of the SON OF GOD into the city, and the emphasis Christ put on little children says become as one of these. Some of the most heart-touching scenes of personal soul winnings have been to see the little ones leading other little ones to a place of prayer and literally praying them through until their faces literally would beam and also the one praying through. I have taught them

at four years of age and seen them win a lot of children to God, Six to ten years are real soul-winners. Some win ten to mom and dad's one. "And a child shall lead them." In one revival an eight year old led ten to God including her dad and exceeded m other's life total. When should they start? AS SOON AS THEY GET SAVED AND COACHED,

## **WHERE SHOULD WE STAND ON SOME THINGS AND REFUSE TO BUDGE**

While enrolling in college I was sent by the dean's office for farther admonition. I told the dean right off that, "I had rather win souls than have an "A" grade." The dean said, "Young man, work systematically on school work, and diplomatically on soul-winning, and God and souls would get me a good grade." I added, "And, dean, I couldn't miss a night of the revival, wouldn't dare go home so long as there is a soul hanging in the balance at the altar." The dean's final was this, "Work hard on studies, work hard on your job, and trust God to help us educate you," I dropped to a "B" average in college against "A" in high school where I didn't have to work out, God first and we won't come out at the foot of the class; that is, if we honestly and industriously work every task, "GOD FIRST."

## **SOME THINGS ARE "OFF LIMITS."**

Wise-cracks, low blows, BELITTLING PEOPLE, digging them, nagging, deeds and acts to smear, things to humiliate people, and ALL USE OF, "YOU ARE WRONG", etc., etc. You dare not be LAZY, LAZY PEOPLE MEANDER-OFF-INTO-HELL as sure as they remain lazy. Flirting is not only dangerous to married people, but unbecoming even to the sinful world, Never smile at a dirty story or supposed to be joke. If a second one starts, leave. Our ears are not swill pails for smut or rot, nor for scandal, slander, or gossip. Degrading talk about the church and Christians should be assured that we bleed to hear any unkind remarks about God's church and His people. I love God and love people dearly, Keep your dislikes to yourself for some people like them every one. You are sure to offend. While calling, develop a perfect attitude toward all unpleasanties, oddities, smell, sights, ridiculousness, KEEP A STIFF UPPER LIP.

Never scold anyone who offers you a drink of alcohol. Thank them and unless they press you say no more. And if they press you say, "I have something better to stimulate me and calm me." If a mini-skirt seems shorter than your shirt-tail; bypass that, go after the soul, If a child comes in in nature's suit alone, or was there to start with, just charge your mind that it is not a person, just an incident, and go after the larger GAME, SOULS OF MEN. If wilful indecent exposure faces you, ignore it or lightly turn your head, yet still so you can keep eye-contact as you pray God for wisdom to touch that needy soul for Him. If wilful vulgarity is started up, steer around it as soon as possible, If it repeats, cut in with a keen opener strong and forceful then try bragging on Jesus; the good times serving Him. If a third vulgarity starts, excuse yourself quickly and say, "I need to be going, bye." A third time is malicious and unpardonable behavior and unfit, after you try to improve things. Cursing can be overlooked since people do such from form of habit and since there is so little of manhood and womanhood anymore, they stoop to that so often as proper. But if they use God's name in vain, at the first little pause, suggest we feel better when we don't use God's name in vain; then testify how good God is to me, and I'm sure to you. Ignore the heaviest of slang and smirch. Go for the soul to save it from the burnings.

Prepare yourself for earth's worst undesireables. You are sure to meet some of them. The bragger is out to put on a false face so as soon as you can, at a pause, break in, "I'm glad for every thing God has made possible for you and me." Continue, "Isn't God good to us?" (That beats calling attention to his or her face-savings.) Press in, "God is for us." Usually if we let a conversation run loose for ten minutes or more, chances are we'll FAIL. Our chances to help dwindle in five minutes, usually; and ten minutes cuts 75%, Soul-winning isn't just visiting. We are out to save a soul from Hell and extinguish the eternal Hell fire which is already kindled while people are still on earth. It is that real. Soul-winning is a business with us, so put business before, in order to win souls. If they bring out a modern so-called Bible, admit they are putting out many nowadays and that there seems to be no end of what people will bring out of translations, in days ahead. I have always felt more sacredness and richness of the King James as the most accurate.

## **NOW TO FACE SOME UNUSUALS THAT ARE NOT SO COMMON NOWADAYS, YET MAY FACE YOU**

Keep calm if someone you are dealing with is suddenly seized with the JERKS, a little or a lot, even to fall over from the jerks, and may or may not become unconscious. This while we are praying or they are praying or us dealing with their soul's need. They may be on their feet or kneeling. Keep calm, not excited, for excited kills the spirit; stay cool. I mention these, for you could face such any time. And though they are less frequent than some forty years ago, yet within recent months in New Guinea in Bible Missionary church services, many with the jerks. When they get through to victory the jerks stop. The Methodists in the first twenty five years of this century, and more especially in the last part of the last century, witnessed great numbers of people with the JERKS. Dr. Godby in one of his books speaks of hundreds of these. The mentioning of these and of falling under the prostrating power of the Holy Spirit, is to give you poise under the extraordinary demonstrations. It is nothing new, and they are good seekers. So just beat them in the back and whoop and pray and shout them through, and see them wonderfully transformed. If ever they backslide they will never get away from the reality of God. In nineteen and thirty six at the district camp meeting at Denver, Colorado, under the Nazarene church there must have been as many as thirty-six fall in one service and in five minutes time all over that great crowd, under the tent and outside. There may have been many more than thirty-six. They were falling everywhere I looked. Some panicked and attempted to stop the operation of the Spirit. The Spirit was grieved, and the camp meeting DWINDLED OUT. Oh that someone had of convinced that evangelist to let God operate as He wills and to count all those as good seekers. What a glorious camp meeting would have stirred Colorado. NEVER question the movings of God's Spirit, or you, too, may panic and disappoint God and man. These seekers need no fanning, or moving, just beat them in the back and pray and shout on. Be assured God knows all about them and He will handle the case. We have never lost one. They all come out in God's good time.

Another thing may face you sooner or later. Some backslider may start to pray out in an unknown chatter. If they are really seeking, lay your hands upon them, maybe three of you, and pray them through. That is just a reaction from past erroneous teachings and experiences. God can handle it. But if it is an outsider, (not a seeker) starting that, lay hands upon them and keep your eyes open as you pray and if they look up, put your fingers to your lips to suggest they keep such noise quiet. If they start again, pray harder and give them a sudden jerk toward you then shove them back where

they were. They usually stop it dead still. I pray in Jesus name for these the same as for other difficulties. And if I suspect it to be affecting the seekers I pray, 'In Jesus name, Oh God, rebuke the devourer and get to the seekers with glorious victory in Jesus name, in Jesus name,' etc. You may need to get up closer to the seeker to ward off foreign spirits if they are effecting other seekers.

### **Now for the UGLY treating you UGLY**

If someone begins to curse you violently, or abuse you, walk away praying aloud, "God, bless any who despitefully use us and persecute us, bless them in Jesus name.

If the police come in for disturbances assure the police this is the Lord's doings and I would be afraid to disturb them. Not me, Mr. Police officer. I would be afraid to disturb the Lord's doings.

I pray and trust God to make you more than conqueror in all adversities and a master of all the spiritual challenges that confront you as a personal soul-winner.

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WINNERS Or LOSERS  
At PERSONAL SOULWINNING  
By A. G. Johnson

**Chapter 8**  
**BEHIND THAT NEW DOOR**

"Until we try we never get inside that door. Until we succeed in getting behind that door we are outsiders in every respect."

Life is a success or a failure depending upon our activity, concentration, application, plus trying to see through that door, before we get it open, or shoot at it hoping to touch someone inside. Or even trying to get someone saved through that door, is futile thinking. Get in there we must, and it is probably one of life's hardest tasks nowadays.

1. Bear in mind, due to this wicked day and age, it is unsafe to allow people you are not well acquainted with inside your door.

2. So for us to be successful in getting behind that door, we will have to make the one beyond that door feel safe, or we shouldn't even expect to get inside.

3. Something visible to identify us does wonders, like the Sears man has a Sears tag. Service men have marked pickups, as do delivery trucks. Why? To put people at ease, C, The meter man has a book in his hand, and doesn't approach the door, but sees the meter. The mailman only comes close enough to deliver the mail and is in uniform with U.S. on it. Most of these I mention aren't trying to get inside the door, just outside deals. Ours is a task to get behind that door, get behind that door or else. NO, get behind it.

**STEPS TOWARD GETTING BEHIND THAT DOOR**

1. The pastor's wife along makes it 50% easier for the pastor, and your wife the same. As introduction, "I am Rev. Johnson and this is my wife, Elveda, from the Bible Missionary church, just dropping by to meet you and to assure you we, as pastors, are here to serve you and help you in affording the best community to raise our little ones in."

2. Periodical calling once a month, just to stop on the porch before the door, gets people acquainted with the face, and learn to expect us to come by to check on them. Many suggestions as to what to say from time to time as you drop by and speak, etc. Try something like this

1. "Your pastor from the Bible Missionary church in our community."

2. "Dropping by to assure you the pastor is thinking and concerned in you and yours."

3. "I am praying God's protection and guidance over our children."

Often I pray; dear Jesus bless our friends and neighbors and their every interest. One year after such, a periodical calling in fifteen blocks was so visible in results, that in the spring church survey, eleven Baptist families signed our church as their church. Their pastor had a spell but they gave me their cards in spite of his saying they were his. Many asked me to pray and many asked to be put on our calling list. I took my wife then. Notices of our special occasions, including weddings and funeral notices pay off.

Behind that door, behind that door, I must find the way behind that door.

Let return be our middle name, return, return, return again and again.

Keep calling time and again, for I must get behind that door or I'm a failure. Any and all legitimate tools to get inside there, I claim as my tools to use wisely, freely. But try seventy times seven different ways before you turn to trying trickery to get in. Behind that door is what I am after. There live the souls of men, women and children. Again as the fireman I must get in there but I can't use his tactic, only his goals, his tasks of saving lives and extinguishing the blaze. His is temporal, ours an eternal goal.

Some suggestions you may use or think-up some of your own. Your approaching the door can make or break your effort to get inside that door. If you are too aggressive they panic, If you are shaking and trembling you are branded insecure and unsafe. If you are dirty and sloven or unkept, you are branded as a bum. If you are dressy and flashy, that's a high-pressure salesman. If you rush up you frighten them too much to come to the door. If you hesitate and are insecure they have time to hide and not show up, C. And we dare not be near either side of the borderline of any of the things just mentioned. Let me give a sample of a well trained NEW YORK LIFE INSURANCE SALESMAN. I was visiting in his home and he had to go coach a new man in the art of selling insurance, so I thought I would just drive unawares far enough behind to see the actions and skill first hand. So without him aware of it, I got in my car and followed about two blocks behind him or a little more. I stopped when he stopped, still back there. He went into his office, he and the fellow awaiting him there. They came out of the office with handleless cases. He drove to a house and stopped right in front of the house. His car had a NEW YORK LIFE INSURANCE SIGN ON THE SIDE (removable sign). The salesman and the young fellow walked side by side, talking in a jovial mood, and came within about ten feet of the door. My friend knocked three RAPS on the door, extra loud, then stepped back where the other fellow was, and were talking as the door opened. They kept on talking maybe four or five seconds. Then he turned, made just one step closer, still about eight feet from the door, and began to talk insurance. He moved back about a step and almost too slowly to be noticed. The lady came up to the screen door to be closer. The salesman eased up closer as he unfolded a book and literature and opened the book. While approaching-(SIDEWAYS)-AS HE RUNS HIS FINGER down the page or brochure and while fumbling the book and paper, had moved right up within two feet of the lady. He, of course by then, had his finger on the proper place so eased sideways clear to the screen door so the lady could see the finger on that deal. All the while the apprentice stood back looking on. The salesman, while locating the other data in the paper and book, eased away to about three feet. The lady wanted to see so she opened her screen door, and the salesman eases toward her sideways showing her the other item. I asked him later what that last item was, and he said the benefits which he told her she had better see before she bought any insurance.

He moves within about eighteen inches of her, standing beside her as he and she read the data. He steps back about four feet and she opens the screen door, eases just outside and leans against the outside of the door facing. She was completely outside standing there discussing the plan. He wrote her a thirty day trial policy, then he eased up beside her to hold the clipboard and she signed, and he gave her the policy in an envelope and bowed and moved away sideways to the edge of the porch and the two men walked away side by side. I have detailed what I saw open a door, and close a deal so you can check it.

Tricking a forced opening or partially open door is sure to defeat us. One man said he stuck his toe in the crack of the door so it couldn't close. I asked if he sold something to the lady and he said no, but I got to tell her about it. We are after success, not just tell. The salesman's technique may help get the job done and it may not. I never move more than one step forward to start with. I have tried easing forward and back with a glide of scissors of the feet, and sideways it can be done and not forward or backward. It seems to show more respect, carefulness, and ease. A relaxed salesman showing every respect and kindness gets farther, faster. If there is no response to three raps on the door or doorbell, after a minute rap again and step back eight to ten feet and stand sideways. If there's two of you, keep a pleasant conversation going. Otherwise look for flowers, shrubbery, building, landscape, etc. Avoid looking at the door. The sideways position tells the lady you aren't going to jump at her and that you are respecting her and not offering to come near her. Straight forward facing is aggressive body language. Refinement and dignity becomes the soul winner. Some homes of culture are so difficult to get into or even close to as neighbors. Try to drop by while the children are on the front porch, or yard, only speak to the children, insist they go and play while you knock on the door or ring the bell and step back that eight to ten feet and stand sideways. Be smiling or laughing at the children, not talking. Talking makes mothers suspicious of kidnapping. Mother is almost sure to come to see. Be sure to be looking away. The lady may not be presentable, in her own estimation, Be brief for your first contact. You can pray a brief prayer for the little ones and add mother. Some have suggested the way to get two different swarms of bees to agreeably become one swarm is to place a newspaper between them and when they have eaten it away the bees will have the feeling of each other and they will work together thereafter. Be eating away at that barrier, the door. Ladies often manage to meet at the supermarket and swap bargain tips together. The men can smile. Difficulties of any kind can afford an opening to help in the difficulty and open the door. Sometimes to send the children over dressed neatly and clean, to play with other children, helps. Are these friends worth the effort? Yes, friends made slowly, often last longer. A brief phone call to compliment some improvement or beauty or information breaks the ice.

P.T.A, meetings are places where the ladies can contact these shy ones, and easily, If we try enough things enough times on enough people we will win enough to get happy.

Soul winning FOOD, HEAT, ENERGY, KNOWLEDGE, ACTION, THESE FIVE, BUT THE GREATEST OF THESE IS (ACTION), TRYING. Some people have really taken me apart a piece at a time for suggesting that ACTION is the greatest, But after DISSECTING ME, over this truth, and when they were through, the truth remained-(IF WE NEVER TRY WE NEVER DO ANYTHING)-. That truth doesn't discredit church, Sunday School, youth services, Missions, the prayer meeting, and the works, including KNOW-HOW, BURDEN, PRAYER, FASTING, Model

saints. purity and power. We may have the entire setup, but until we try we do the total sum of NOTHINGNESS.

To illustrate- (A man assembled himself an automobile, every piece, and put it together just right. He timed it, adjusted it to perfection, filled it with the best gasoline, oil and water, and greased it, aired the tires properly, polished it, added bucket-seats and safety-belts, a buzzer to tell you to buckle up, battery of proper voltage and fully charged, key in the socket and salesman under the wheel of the driver's side detailing the driving. And the buyer asks WILL IT RUN? The salesman says RUN; every part has been tried a thousand times by the best engineers on earth. Buyer -- HAS IT EVER RUN? -- (No, it's new, new, really new.) But the fact remain; if ever that thing runs, ever does a thing, someone must try to get it to run. The application is, that any old BEAT-UP car with someone trying will go farther, and do more than that IDEAL BEAUTY, unmanned. Even a boy with a gasoline washing machine motor and his awkward-out-of-balance play-car guided with ropes and no brakes will go farther and do more than, untried, ideal car.

Without trying, everything fails. Joe Hartley, about, converted, with a chew of tobacco in his jaw, and his life a bundle of contradictions, and always getting into trouble, would lead a dozen people to God, while a chaplain with a lieutenant colonel rating, led none to God, and Joe tried to get the chaplain sanctified, and snowed the captain under on spiritual things. Why? Joe was just getting started toward God and with zeal tackled everybody he met, and as I was down there holding a revival, Joe brought in people by the piles, and a number had really prayed through. One man got up to testify that he had watched Joe getting out and praying and reading his Bible and would get blessed, and decided he would go over and ask Joe about getting saved, but saw he had a chew of tobacco in his jaw, and said to himself, that guy can't be a Christian and have the tobacco in his jaw, But as Joe began to talk to him and bragging on Jesus and that Jesus was helping him get started, and then asked the fellow to get down on his knees and Joe came over beside him and said, let's talk to God and tell God what we want and ask Him to forgive us. The man testified that old Joe, the ornery stinker, as he was starting to go with God, get him really saved and he testified with joy of sins forgiven and his reaching out for more of God.

That is a far out example and I did everything to get Joe really saved and sanctified. He turned out to be a fiery preacher and got many people to God.

Try everywhere, with everything you can muster on everybody and you will win some in spite of the devil. Yes, if you try enough things long enough, you will open doors and rescue those behind that door which many others have given up on before they reached them. Winning those, others fail on, is a challenge.

Uncle Buddy Robinson, as a young man just getting saved and sanctified, was so tongue-tied it was almost impossible to understand what he said. He went to the conference and asked for a charge and they refused him. He, on the last day of the conference, came and asked if there was a circuit that no one else wanted and they said yes. So they sent him out and at the next conference, he had more converts than any of the largest churches. God uses effort, so try. Uncle Buddie used to say, "I'd rather shoot at the moon and hit a star than shoot at nothing and hit it." Try something, try new things, try old worn out ones, and the latest, even untried. Tackle that big bear of a man, you will get

the victory over the bear. Tackle that physical giant of a fellow and you will get the victory over the giant. Inherit a sword, honor, and fame. God is looking for some Davids. God is looking for a Samson. I am expecting some of you to be gaining EXPLOITS soul-winning when Jesus returns, to say WELL DONE GOOD AND FAITHFUL SERVANTS.

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WINNERS Or LOSERS  
At PERSONAL SOULWINNING  
By A. G. Johnson

**Chapter 9**  
**THE HOLY GHOST PLUS MAN USING THOSE OPENERS**

Proper openers, anointed of God, demand attention; open minds and heart's doors, and turn people on. That opening statement is so self-evident, there is no way Satan or men can successfully contradict it. We can see it GRAB ATTENTION, can watch it in action, opening up hearts and minds, and see them come alive, turned on with attention. Proper openers, anointed of God, are the key to SUCCESSFUL, PERSONAL SOUL-WINNINGS,

PLEASE TAKE NOTE -- Jesus in coaching the seventy, which He sent out, gave them proper openers in addition to what they had seen Him use to open-people up-and-turn-them on.

1st. As you go (First command was GO), those you meet, see, or can see or meet, everyone, tackle them for God with a proper opener, and praying God to use it to gain attention and consideration,

2nd. If you don't succeed in getting that one right with God, go find you another to try on.

3rd. God has rung your door bell freely, ring theirs loudly, briskly, prayerfully.

A. Come on strong, strong enough to move them,

B. If one opener doesn't open things up to deal with them, reach for another opener, quickly,

4th. Be wise as SERPENTS. Serpents know when to strike! Watch the door open.

A. Be harmless as doves; doves aren't belligerent, don't fight or argue. Don't make them angry, or hurt you. Out they went after everybody, everywhere with those openers and prayer. Now really, let's see what Jesus was saying.

1st. As you go, go praying. Try on everyone.

2nd. If they won't get right with God take off after another; work on him the same way.

**Now to openers Jesus gave them.**

1st. REPENT

2nd. God is right here now.

3rd. Testify how God has forgiven you and it is real, Jesus has really come. Let's get down here and you repent. God will forgive you, He forgave me.

Now, as to how Jesus commanded them to say REPENT? Would you suppose Jesus said turn your head or tuck your head, talk low, mumble? After watching Jesus dealing with people probably they would walk up to a fellow, speak to him and right away, come on strong, (FELLOW YOU'D BETTER REPENT, GOD IS RIGHT HERE LOOKING YOU IN THE TWO EYES: LET'S PRAY AND YOU REPENT.) Their report after encounters prove they came on strong. They really got people to repent and turn to God, and to Christ as Saviour. They could have recalled Jesus and the rich young ruler, "MAN, SELL-OUT = SQUARE AWAY + FOLLOW ME." Or of Abraham speaking to the man in Hell, "SON REMEMBER YOU HAD YOUR DAY." This is your day. How strong did Jesus come on? Check John 18:7, "WHOM SEEK YE? I AM HE!" Judas Iscariot was among that crowd, and THEY WENT BACKWARD AND FELL TO THE GROUND, Mark said one young man came up and fled, shedding his clothes, and left naked. Just two openers, spoken as only the Holy Ghost-filled Master could do. Holy Ghost filled people, plus openers, work, In commanding the evil spirit, Mark 9:25-26, "THOU DUMB AND DEAF SPIRIT, COME OUT OF HIM," and enter no more into him. The evil spirit screamed and tore the boy with a fit, and rent him sore. Jesus tells us in John 14:12, "The works that I do, shall ye do also; and greater works than these shall ye do, because I go unto my Father,"

Jesus at the well gave the woman three openers.

1. GO CALL THY HUSBAND.

2. Come hither.

3. Come see a man that told me all things that ever I did. That lady was so turned on that she entered the city and started in on the men and her husband, and got them to Jesus. To assure us she was really excited about it she left her water pots, and ran out to tell.

Peter to Ananias, "YOU HAVE LIED TO THE HOLY GHOST.." Ananias dropped dead. Peter to Sapphira, "You and Ananias have agreed to lie to God." Down she went, dead, dead, dead. In modern language, Paul in Acts 13:9, Fastened his eyes upon a trouble maker and said, "YOU CHILD OF THE DEVIL, GOD HAS HIS HAND UPON YOU AND, YOU ARE GOING TO GO BLIND." Immediately his sight left him. The key to Paul, Peter, the Samaritan woman, was God's Spirit moving through them with STATEMENTS, God the Holy Ghost upon us will make our words TINGLE, cause wonderment, MOVE THEM GODWARD. I relate here how under most difficult conditions, the Holy Ghost came upon me, and as I laid hands upon nine persons seeking to be sanctified, and commanded in prayer, "Lord, fill them with the Holy Ghost, now:" and everyone of them one after another, were filled with the Holy Ghost; at a little Holiness preacher's command, while a backslidden pastor and wife looked on unmoved. "Not by might nor by power, but by my spirit sayeth the Lord." Praying for a blind man, as the Spirit urged at the words, "I PRAY, TOUCH UNCLE JEMMIE IN JESUS NAME, NOW," and immediately he arose as we went on to anoint others. Uncle Jemmy said, "Brother Johnson, I can see." Someone had gotten him a Sunday School leaflet, He began to read aloud without glasses. (HE WAS ABOVE SIXTY YEARS OF AGE) My wife standing close to him was so overcome of emotion she began to sink and had to catch hold of a bench. I cannot tell you how much of God's power surges through His Holy Ghost filled child, But I can say with the seventy that Jesus sent out and returned and said, "Even the devils were subject

to us through thy name." Yes, devils, drunks, unsaved, unsanctified, backslidden, etc., etc. With God the Holy Ghost upon us I have seen the unsaved, when probed by an opener, stagger and have to catch hold of something to keep from falling. Many turn pale, many tremble. Abundant successes in soul-winning hinges on a Holy Ghost filled life, plus God given openers. We dare not attempt to depend upon the glorious fillings of the Holy Ghost of the past but, as the early church must fire and refire to keep filled to date. We read Acts 4:29-31, "And now, Lord, behold their threatenings: and grant unto thy servants, that with all boldness they may speak thy word. By stretching forth thy hand to heal; and that signs and wonders may be done by the name of thy Holy child Jesus. And when they had prayed, the place was shaken where they were assembled together; and they were all filled with the Holy Ghost and they spake the word of God with boldness." (A fresh filling of the Holy Ghost!) God grant us a fresh filling of the Holy Ghost and God-honoring openers, and testimonies. Openers, openers, openers -- Fill your pockets full of them, your head full of them, your heart full of them, then get in action and stay in action, tackling every possible soul with faith.

Here are some OPENERS. Use EXPRESSION OF VOICE, BODY, EYES, SPIRIT plus God.

1. Have you had a rap session with yourself lately?
2. Friend, do you know what it is to come to WIT'S-end-CORNER?
3. Don't you want to be made WHOLE, a whole lot better?
4. Don't you think there is a better life than your present roll?
5. Do you really want to understand the Bible?
6. Have you lost the KEY to joyous living?
7. Do you need a new key to your life?
8. Who is calling your game of life, today, today, right now?
9. Have you fumbled life's BALL?
10. Are you one of those FORCED-OUTS, so you can't score in life?
11. Have you run too many of life's red-lights already?
12. Have you found the fountain of youth to drink from, or what are you drinking from?
13. Have you gotten yourself in a PIG-PEN-MESS like the PRODIGAL SON?
14. Hasn't the devil about T.K.O.ed you?
15. Is life real to you or have you lost contact with the real?

16. Do you feel like, NO ONE LOVES ME ANY MORE?
17. Is life's bed shorter than you can stretch out upon? Is life cramping you up?
18. Is your meanness sticking out from in under your COVER-UP?
19. Has your life's pillow been a stone.
20. Have the storms of life about sunk your boat?
21. Has Satan and evil men convinced you there is no cure for your life's ILLS?
22. Are you SOUL-SICK without medicine or a Great Physician?
23. Do you dread to think of the end of life's road?
24. Isn't it time you try another way
25. Are you too down to try again?
26. There has to be a better way to live than this, doesn't there?
27. Whose dining table do you have your feet under, the Lord's or the devil's?
28. Are you traveling-OX-CART OR JET-LINER ROUTE of LIFE?
29. Is this all there is to life?
30. Is life supposed to be a failure?
31. Has the bottom fallen out of life for you?
32. Have you tried Prayer?
33. God is still alive!
34. Isn't there more to life than disappointments?
35. Has life left you out in the cold?
36. Don't you have two strikes and about a dozen fouls against you, today?
37. Don't you see the devil is throwing you a curve?
38. I tell you, life is more than cold heartedness!

39. Haven't you staggered down the dark alley of life, and been robbed long enough?
40. Have you lost faith in God and man?
41. Where are you headed, friend.
42. How is the Lord serving you, and how's your serving God coming along?
43. Are you like Cain, "My punishment is greater than I can bear!!"
44. Has your own familiar friend lifted up his heel against you?
45. Does it seem you have lost every friend?
46. "There is a friend that sticketh closer than a brother," He is Jesus Christ!
47. Is all hope that you can make it gone?
48. Has life's light gone out, and is the future all darkness?
49. Who are your friends?
50. You don't love the devil, do you?
51. Are you for sale? Jesus is bidding eternal life and happiness for you!!!
52. Wouldn't you like to have peace eternal?
53. Can't you visualize what the joy of the Lord can do for you?
54. Is loneliness all there is in sight for you?
55. Do you want to reap what you are sowing?
56. Surely there is a better way to live than to serve the devil!!
57. How goes the battle, losing or winning!
58. What percent of your living is up to what you know how to live?
59. Is this your real self speaking or is this your false front?
60. Have you lost Jesus out of your life? Where have you laid Him down?
61. Have you thought lately if the blind lead the blind, all will fall into the ditch?

62. Do you hate Jesus, the Christ?
63. When should you prepare to meet God?
64. Don't you need a new key for your life?
65. Jesus says He has the keys of hell and death and to Heaven. He locks and no man unlocks.
66. Who is coaching your game of life?
67. Have you fumbled life's ball?
68. It's the Lord speaking to your conscience!!
69. Jesus is asking, "WILL YOU ALSO GO AWAY?" They all forsook him and fled.
70. God knows your thoughts.
71. You cannot hide from God!! King David tried to hide, But GOD SAID, "THOU ARE THE MAN!!"
72. Thou art the man!! YOU ARE IT!!
73. You are having your day now, but know God will bring you to judgment with it all!!
74. God sets our time clock!! Belshazzar THAT NIGHT WAS SLAIN!! Now is the accepted time.
75. Fear SEIZED them!!
76. What think ye of Christ?
77. What will you say when He shall punish thee?
78. You are weighed in the balances and found wanting.
79. Jesus is asking, "Wilt thou be whole?" No one else can help and make you whole.
80. Give me to drink, Jesus asked the Samaritan woman; He now asks -- Help me and I'll help you!
81. Have you any meat? When they gave Jesus what they had, Jesus gave them what He had!
82. Who was friend to the man who fell among thieves and robbers? JESUS IS THE FRIEND.

83. Jesus said, FOLLOW ME, AND I WILL MAKE YOU!! Will you follow Jesus?

84. Have you sold yourself to do evil?

85. Have you counted the cost?

86. Are you gagging at GNATS and swallowing a camel?

87. A PENNY FOR YOUR THOUGHT!!

88. Do you realize, Jesus loves you?

89. Have you ever seen someone that God was real to and really blessing them?

90. Opportunity is knocking at your door, friend.

There seems to be no end to the openers God will give us. Ask God for new and better ones, and use any you can get ahold of from whosoever they may be. Go looking for openers and never let anyone or anything underestimate the value of openers in the hands of God and His personal soul-winner!!

While in California, putting on a soul-winning seminar, some taking the course challenged me, that openers nor anything else would move a certain BLACK SHEEP. I had noticed the black sheep young lady, which appeared to be a cultured hippy stray. Before they took me to task I had begun to pray for her and asking God to use someone of us to win her. We were in a certain home for refreshments after the seminar session, and this same home had opened their door for the stray young lady to spend some time with them. Someone opened the door and came in without knocking and I looked to see who had come. It was the black sheep young lady, and I was seated the closest one to the door. So I smiled at her, as I spoke, and she paused, whereupon I, with my eyes still upon her, came through with a strong opener, a catchy one. The young lady instantly staggered, and came close to falling. She was nearly floored. As she regained her feet, she began talking quite loudly, "I just don't talk to anyone hardly, but here I am talking, communicating with this fellow. I just don't do that way, but he's something else." What had turned her on? God's hand, using a soul winner through a sudden catchy opener. It not only broke the ice, but she fell in. Get enough of God upon you and strong openers open people up. Please let me repeat this, that we dare not allow anyone to minimize openers, plus God. Where there's life there's hope, and Jesus says He has the keys. Trust Him for the key.

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**Chapter 10**  
**BREAKING THROUGH THOSE OBSTACLES**

The easiest way to win a battle or break through an obstacle is to first seek out the most vulnerable place or easiest or softest place to break through on. The safest and surest way to win a fight is to get the first BLOW and the last one. Many take JUDO or KARATE to help them Win by LEARNING KNOW HOW, and nerve centers where a stroke or blow will paralyze the body into defeat or get body holds that pay off. Application -- in soulwinning, steer around adversities and reach for the souls of men, to rescue them. THOSE OBSTACLES -- it is unsafe to tackle them in their preferred corner, or stronghold. Take the Jehovah's Witnesses, that say they are strong on prophesy, but steer around it, anyway. Then "NO HELL" is their big thunder, so steer around that, and center on vulnerables they are known to have. Ask, "How about your prophesy that the world would come to an end in 1917 and that the devil is now bound and will be in this Millennium? JUST THINK, THE DEVIL BOUND NOW! And things getting better and better, ushering in the millennium and HEAVEN ON EARTH. When you answer that there is plenty of time to talk to you on another subject." Of course we know the devil is so claiming this day, and it is worsening. It's insane to try to deny it. If their prophesy is that far off, bye, bye... If you feel you must tackle them farther, bear in mind they are dishonest and twist the Bible totally out of context to where it completely loses its identity, so it is futile to listen to scripture (THEIR BRAND). Get the jump on them if you have to be kinda rude to jump in ahead; ask them if they plant potatoes and expect to raise watermelons, or if you plant watermelons, do you expect to raise potatoes? Then drive home, we will reap what we sow spiritually. (Galatians 6:7) And if you serve the devil, you reap it. Matthew 25:46; These shall go away into everlasting punishment, but the righteous into life eternal. AVOID STRAIGHT HEAD-ons or clashes with anyone, for HEAD-ONS KILL TOO MANY INNOCENT PEOPLE. Do most anything to avoid a head-on with anyone; honest or dishonest, saint or sinner.

Now, to John Calvin's theory that we; "Are born to go to Heaven or Hell, PREDESTINATED OF GOD, and what we do isn't considered." Most people want some of that, but want to WATER-IT-DOWN somewhat, to a more tasteful SCHEME. Most of them say something like, "ONCE SAVED ALWAYS SAVED," regardless of what sins they pursue, they are eternally saved regardless. That allows people to live in sin and think they are going to Heaven, regardless. Quite an attractive SALVING-OVER OF THE SOUL. And we need to correct their thinking. Sowing and reaping the things we sow, and not something else, is most AIR -TIGHT-APPROACH to this sinning religion theory. But avoid a HEAD-ON colliding with them, also. Go around to something I have found unanswerable, in the gospel of John 15:1 through 6. Or use Romans 6:23, as an opener; "The wages of sin is death." And continue, I prayed and asked God for Christ's sake to please pardon all my sins of the past, and promised God, I hated all the wrong, by quitting everything I knew was sin and wrong, and asked God to keep me from every known evil all the days of my life. God pardoned every past sin and His Holy Spirit gave me peace, joy, and satisfaction, until I didn't want any sin and wrong, and still don't want any part of it. I'm walking with God, and doing my best to avoid the least thing that would separate our fellowship. It's such a joyous heart and life experience

and so Spirit filled. This is so much a better way to live and happier than the way of HOPING GOD CAN'T SEE YOUR SINS, LARGE AND SMALL, DUE TO JESUS'S SHED BLOOD." I read, "Known unto God are all our works from the beginning of world," Acts 15:18, God hates sins, large and small, for crucifying His Son to cover all sins we confess and forsake. But still, avoid combat with them if you can, but if you can't, just try John 15:1-6; "Every branch IN ME" (CONVERTED ONES), if they become barren HE takes them away, and verse 6 adds, "If a man abide not in me he is cast forth as a branch, and is withered; and men gather them and cast them into the fire, and they are burned." In a nutshell it is, remain in Christ's commandments, or we are cast forth, gathered, burned, backslide into Hell. I John 2:4 says; "He that saith that he knoweth him and keepeth not his commandments, is a liar, and the truth is not in him." Yes, keep His commandments or go to Hell. Better to brag on Jesus thus, Jesus saves us from sins, gives peace, joy, and Heaven in our souls. And every little bit insert a keen opener-- (Do you love Jesus better than sin?) Hadn't we better be safe without sin than sorry with sins spotting our wedding garment? Then press in Acts 19:2; "Have you received the Holy Ghost since ye believed." Then add, the thing that really took the want-to out of me was when God sanctified me with the out-pouring of His Holy Spirit into my heart to purify my heart from carnal tendencies. Press in the truth of the testimony that it came after I got saved. A second touch divine.

Press the conditions as total unconditional consecration and surrender to belong to God and God alone. By asking God to remove the carnal ugly nature, and crucify everything in the heart and life and make it a HOLY HEART PURIFIED BY THE HOLY GHOST. Stress this second work of divine grace. You could suggest "You can dedicate, consecrate, and give your all to God, and ask Him to fill you with the promised Comforter which is the Holy Ghost," see Romans 15:16. Then add, "Pray and believe God until it comes." Offer to pray with them, and encourage them as they pray, adding where two or three are gathered in my name there I will be in their midst and we are agreed concerning asking God for the OTHER COMFORTER, ETC., ETC.

AVOID HEAD-ONS with everyone by never asking what church they go to or belong to. If they tell you, unsolicited, make a notation in your mind of it and pray God to give you the opener and clincher for the needy one.

Suppose they say, "I am Catholic," Right away come in, The Catholic church was one of the earlier churches and has stayed alive for centuries. (THEY LIKE THAT) Of course it goes without saying, today's Catholic church scarcely resembles the early day church any. (Keep talking) The dark ages hurt the church. I like to look at the apostles and the church started at Pentecost and compare there and now. The doctrine proceedings, example, experience, transformation, and joy as Jesus left, and prayed for God to sanctify and cleanse them, then added, "These are not of this world, even as I am not of this world." Then adds THROUGH THY TRUTH or Spirit of God real and Jesus commanded them to wait in Jerusalem for a second touch of divine grace that was to cleanse, or make them Holy, also give power, peace, joy and victory. (CONTINUE) At Pentecost, God poured out the promised Holy Spirit and one hundred and twenty all of a sudden were filled with the Spirit of God, and such joy, that the outsiders accused them of being drunk. (continue) As I read that account, I become interested in that experience, so I read on. I discovered they had a personal communication, direct with God, the Father. Then reading St. John 4:23, Jesus tells how the Father seeketh individuals to worship HIM. I also saw where two men went up to the temple to pray, one

a Publican and the other a pharisee, and both prayed. The one thanked God he wasn't like the other praying man. The Publican needing forgiveness and pardon, and as he prayed, smote his breast, saying, God, be merciful to me a sinner. Jesus said the man asking forgiveness of the FATHER went away forgiven while the other was an unreal prayer, and unanswered. I got the idea from Jesus, teaching to pray to God, the Father, be merciful to me a sinner, and the Heavenly Father heard my prayer, and pardoned my past, and His Spirit blessed my soul with joy and peace so real. I had a certain answer. The early church taught how to approach God in person until God, the Father, and the seeking worshipper got a direct answer from God's throne. So, I bypassed the modern-day-suggestion of a person interceding for me and went directly to God, the Father, and it worked. Four things I discovered.

1st. It makes them feel good to be recognized as one of the first churches.

2nd. Comparing the first church from Pentecost, on down, is revealing, and they find the comparison interesting and revealing.

3rd. It opens up praying direct to God, and not to Mary and saints and memorized prayers.

4th. It shows the early church with the real, which brought Joy, pardon, and Spirit filling. Thus, we have built communication.

A last opener could be - (Does the modern church get you in contact with God, the Father, direct contact? And does God; the Father, bless and fill the seeking child with Peace, joy, and victory? And is the Father a constant reality to modern groups of people who go through others to do their interceding? Then add, "You and I see it, let's enjoy it; and help others enjoy direct communication with our God". Then add, "Let's pray," and start in, and after a slight pause, add, "Ask God to be merciful and forgive you every place you have failed." Assure them, "He will do just that; and peace will come.

Now, to those who reject Jesus, the Christ, as the only divine Son of God; like Jehovah's Witnesses, Mormons, oriental and eastern worshipers, plus many others here. Avoid a head-on clash with them. You have more business to do than FEUD. You are there to get them to know God, as Savior, Sanctifier, Keeper, and Coming King. That's too big a job to waste on ANTI-CHRIST-CHATTER, or HERO-WORSHIPERS, DREAMER-WORSHIPER, ETC. Start with the creation of the universe. (Not by accident) No, and not the contents. Our God made it all. God's Son, Jesus the Christ, made the visible, tangible, and the material kingdom; John 1:8. Add the proof of Christ's divinity.. Nature obeyed His voice, stormy winds and boisterous waves calmed at His voice. Then water gave way to His power and supported his weight - (or) He became weightless. Third, the elements obeyed Him as GRAVITATION allowed Him to leave the mountain where He fed the multitude, and without effort was out walking, in person, on the water where the disciples were. Then from the mountain of Olives, while the disciples watched Him, He started ascending through the air, effortless, and until a cloud received Him, out of their sight. Also, while the disciples were locked up inside an upper room, Jesus came into their presence without opening the door, window, or any other opening; just materials were passed through by the Divine Son of God. Then He said, "I HAVE POWER TO LAY DOWN MY LIFE, AND I HAVE POWER TO TAKE IT UP

AGAIN. Then added, "Destroy this body and in three days I WILL RAISE IT UP AGAIN. Yes, has life within Himself, temporal and eternal. Allow people to destroy the human body, yet He retained His eternal life, and so put that same life back into the body. Christ set the earth in perpetual motion, the stars, sun; and moon, and added, "I go to prepare for you a place." And, as Peter has written, "WE LOOK FOR NEW HEAVENS AND A NEW EARTH." Yes, Christ is God dwelling in the human body which He created. Man's theory that some man is God, or all men are God, or Adam was God; let these that say man is God, let them create an earth, sun, moon, and stars, and the earth's contents. Let his body be killed and plant life back in it, and then, and no sooner, could we accept these man-god, or Christ theories.

Now some tips on smoothness. ("The smoother you operate, the fewer bumps you get.")

1. Try this suggestion -- Could we examine it from another angle? Everything has two sides.
2. Have you ever been wrong? If you are also fallible, and who isn't; look at this!!
3. Our forefathers, away back yonder, thought the
4. world was flat. Some died believing it. One fellow told me religion just couldn't be any other way but his way.
5. Truth is STRANGER THAN FICTION. An example --

"The West end of the Panama Canal is farther East than the East end." While that is a geographical fact, it is also a play on words. The plain facts are that the body of land separating the Pacific Ocean and the Atlantic Ocean, is laying in a direction from the Southeast to nearly Westerly direction, so that in cutting the canal across the isthmus of land, it so happened that the West (Pacific) end was farther East than the Atlantic end of the canal. "There's a lot of playing of words in describing religious things." Strange twists that spoil the entire meaning of God's plan. Like the saying, SOME RELIGIONS SPOIL THE PIE. The real from God has everything just right, and no wrong. Man, with his limited intellect is confused and he confuses others. Mankind wants to think things are better this way, instead of God's way. Why not, instead of confusing the facts with fiction and fraud, just come out plainly, without confusing facts that mislead. What of it, if some of the land dividing the two oceans is farther East than at other places, like the Westerly part of North America is farther West than the West side of South America, The facts remain, the Atlantic Ocean is one body of water, and the Pacific is, in general, the Western body of water.

WOULD IT NOT BE FAIR AND REASONABLE TO SET UP AN UNALTERABLE DEFINITION OF TRUE RELIGION? THEN SEE IF WE CAN CHALLENGE IT.

Something plainly stated, that always brings results. Let's try one like this, "When man meets God, and God meets man, so that man communicates with God, and God communicates with man; and man walks with God, and God walks with man. THAT IS TRUE RELIGION." (NO MORE, NO LESS) Man looks up to get acquainted with God; God looks down to get acquainted with man. Man starts communing with God, and God starts communing with man. Man starts walking in God's

ways, and God starts accompanying man along life's way. **WHATEVER CONTRIBUTES TO THAT, LET'S BOOST IT.** Anything less, forget it!! Testify, "That's exactly what I have done. Got acquainted with God, and communing with Him, and walking with Him, **IT'S THE MOST EXCITING, AND PRECIOUS THING IN THE WORLD.**"

Then add "You too can look up and get acquainted with God. Start praying and communing in prayer; walk daily in harmony with God. That's Heavenly satisfaction inward and outward for us. Having summed up **TRUE RELIGION**, how about a definition of a true soulwinner? Let's try a concrete definition of when we have won a soul to God. "Until God's Spirit bears witness with our spirit, that the one we are helping has touched God, and God touched them; then, and not until then, can we rightfully say; we have won a soul to God!" Soul-winning is real, or it really isn't soul winning. Let us get all of the fullness of God and keep filled. Then learn all you can as fast as you can of **MEANS, METHODS, OPENERS. START IMMEDIATELY AND KEEP TRYING PERPETUALLY.** God will ever bless your pursuit, so long as you keep blessable.