

Math. #119

Jesus used simple terms and illustrations. Saw a group of plain men

Saul cunning is good sportsman ship, Jesus knew how to appeal to men's sporting blood - Fishing is one of the fine arts and fishing for souls lifts this fine art into heavenly glory.

man going to library to find information on deep sea fishing. was told to go to room on ^{music} fine arts.

Saul cunning = Good salesmanship
Every person sells some thing. The Christian is selling faith, hope, love. (getting buyer UP down)

Good salesmanship was described at a National Convention as having four important steps:

1. The approach
2. Securing attention (Babb - Boone Drug Co.)
3. Creating an interest
4. Getting the signature to the order

The Christian worker sells insurance both life and fire. Fire insurance here protects against loss by fire but spiritual insurance guarantees that you will never burn.

Saul cunning is - match making.

The main task of the Church is to win souls - yet we have ZERO churches.

Bapt north } 8474
Bapt South }

Pres. 3269

Math. 4631

Reported not a single convert last year.

these are non productive and
in business world would never be
continued.

we have

1. wayside soul winning
2. Fireside "
3. Countrywide "

two men in legislature
one stands for every } other one against
moral reform } every reform

Some pastor, S.S. teacher
or official took time

Some P.R. S.S. T. per
mitted other to slip thru
their hands

the greatest service rendered is the
winning of a soul that maybe means the
uniting of a family, a home, or
sends a great soul on its journey, (Halloway)

This is your chance - this
week

