

1. Science

- (a) Principal and practice of presenting the truth of the Gospel - the message of God's Word which will lead a man to visit and
- (b) In such a way as to convince of sin and lead to Christ.

2. Christ's Definition (Matt. 4:19)

- (a) The real character (fishing men)
- (b) The essential (follow us)
  - (1) Instruction and obedience
  - (2) Prayer and worship
- (c) How important is personal evangelism?

3. Methods of salvation of souls

- (1) Public address
- (2) Songs
- (3) Prayer
- (4) Tracts
- (5) Personal work

CALGARY Prophetic Bible Institute

4. Advantages of Personal Work

- (1) Bible can be shown
- (2) Personal
- (3) More effective
- (4) More opportunities
- (5) Less objection

COURSE ON PERSONAL EVANGELISM

"A" & "B"

5. Importance shown in example

- (1) Acts 8:27-40; Phillip and eunuch
- (2) John 4:1-43
- (3) John 1:19-51 (John the Baptist)
- (4) John 4:1-43 (Woman of Samaria)

...should be required to be ... people before ... with

6. Effectiveness of personal work

- (1) Can be done any where
- (2) Can be done any time

"B" The requisites of Personal Work

- (1) Must not only know he is loved but also have the joy of salvation (Psalm 51:12, 13 - Unhappy people cannot lead others to Christ (Psalm 103:12))
- (2) Must be filled with the Holy Spirit (Acts 1:8; Acts 19:12)
  - (a) The relationship with Holy Spirit. John 14:16, 17 (with); John 2:22 (in); Acts 1:8 (upon)
  - (b) Full of filling. John 15:5; 1 Cor. 12:13
- (3) A practical working knowledge of the Bible. II Tim. 3:16, 17; Matt. 5:17 - "one jot or one tittle shall in no wise pass from the law till all be fulfilled"
- (4) An emotional appreciation of the lost and dangerous state of the unbeliever

... was his display of the ...  
 ... in the ... of the Holy Spirit  
 ...  
 ...  
 ...

PERSONAL EVANGELISM "A"

I. "A" Science

- (a) Principal and practice of presenting the truth of the Gospel - the message of God's Word which will lead a man to visit and
- (b) In such a way as to convince of sin and lead to Christ.

II. Christ's Definition (Matt. 4:19)

- (a) The real character (fishing men)
- (b) The essential (follow me)
  - (1) Instruction and obedience
  - (2) Prayer and worship
  - (3) How important is personal evangelism?

A. Methods of salvation of souls

- (1) Public address
- (2) Songs
- (3) Prayer
- (4) Tracts
- (5) Personal Work

*An. Tony used to say that if one person were saved one year, and that person were one for Christ the next year; and the next year, then there would be two more for Christ & so on, that in thirty - 3 years the entire world would be saved.*

B. Advantage of Personal Work

- (1) Bible can be shown
- (2) Personal problem may be ascertained
- (3) More thorough
- (4) More opportunities
- (5) Less distraction

*Different Kinds of Evangelism.*

- 1. Personal. The individual teaching the individual.
- 2. Pastoral Evangelism. Very rarely you find the combination of a Bible teacher & a pastor.
- 3. Professional Evangelism. This is one who sets himself exclusively to holding campaigns or putting on drives in order that men may be won to Christ.

C. Importance shown in example

- (1) Acts 8:27-40; Philip and eunuch
- (2) John 1:43-51
- (3) John 3; Nicodemus (spiritual blindness)
- (4) John 4; Woman of Samaria (formalism)

D. Every public speaker or missionary should be required to be able to deal individually with people before he goes far with public address.

E. The efficiency of personal work

- (1) It can be done any where
- (2) It can be done any time

"B" The Requisites of Personal Work

- (1) Must not only know he is loved but also have the joy of his salvation (a) Psalm 51:12,13 - Unhappy people cannot lead others to Christ (Psalm 103:12)
- (2) Must be filled with the Holy Spirit (Acts 1:8; Acts 19:1-6)
  - (a) The relationship with Holy Spirit. John 14:16,17 (with); John 20:22 (in); Acts 1:8 (upon) *+ with bearing*
  - (b) Result of filling. John 15:4; I Cor. 12:13
- (3) A practical working knowledge of the Bible. II Tim. 3:16,17; Matt. 5:18 - "one jot or one tittle shall in no wise pass from the law till all be fulfilled".
- (4) An emotional appreciation of the lost and dangerous state of the unbeliever

*Gideon won his Victory of the Midianites because he was a garment in the hands of the Holy Spirit. Judges 6:34. But the Spirit of the Lord came upon Gideon. Compassion for the lost brings heavenly power upon our efforts and equips us for talking men & kids.*

- (a) John 8:21 - not willing any should perish
  - (b) II Thess. 2:10-12 - no chance after Rapture
  - (c) Rev. 7:9,14
  - (d) Rev. 20:5,11,13 - Terrible state of unsaved
- N.B. Zech. 8:23; 14:16; Rev. 20:14 - Hell does end.  
Cast into Lake of Fire

- (5) A life fully surrendered to the Lord Jesus Christ  
II Tim. 2:3,4 - "no man that warreth entangleth himself with the affairs of this life".
  - (a) On and off service useless
  - (b) Entangled in the affairs of life is like a lion in a net, a fly in the web, Sampson
- (6) Consistent Prayer and Supplication
  - (a) Phil. 4:6 - "Be careful for nothing; but in every thing by prayer and supplication with thanksgiving let your requests be made known".
  - (b) Definitely for someone

N.B. Prayer is thanking God, supplication is very intense especially for someone else
- (7) Intense earnestness and soul anxiety
  - (a) Romans 9:2,3
  - (b) Only secured by experience
- (8) Active, honorable and clean living
  - (a) II Tim. 2:20,21
  - (b) Say I can't only to the Bible
- (9) Perseverance (to persist)
  - (a) Gal. 6:9
  - (b) Basis of reward is faithfulness
  - (c) Obey the Spirit

#### "C" The Basic Principals of Personal Work

- 1. Four primary facts to be recognized
  - (a) Regeneration is done by the Holy Ghost, not by you.
    - (1) Do not say "we save so many souls". John 3:5,8
    - (2) Avoid
      - (a) Egotism
      - (b) Impatience
      - (c) Anger (I Cor. 3:6; Tim 2:24,25)
  - (b) The Spirit uses the Word (I Peter 1:23)
    - (1) Avoid argument
    - (2) Do not express your opinion alone or press your own experience
  - (c) The atmosphere in which the New Birth takes place is one of conviction. John 16:4 (resisting the Word of God Acts 9:5) Rom 3:23; I John 1:8,10; James 2:10; Gal. 3:22
    - (1) Men may try to be saved without it but it is impossible
    - (2) How can you recognize lack of conviction? The way he acts and the way he talks (As good as you, etc.)

- (d) The evidence of faith
  - (1) I Cor. 2:14; Eph. 2:1, Rom. 10:17
    - (a) Receives not things of God
    - (b) "hath quickened"
    - (c) "hearing" get where you understand it
  - (2) The three tests
    - (a) Yield to the Word
    - (b) Willing to testify (Rom. 10:9; Luke 12:8,9)
    - (c) Ready to pray (Acts 9:11)

II. The Personal Worker must have nine passages at his finger-tips

- (a) Three to bring conviction
  - (1) Rom. 3:10,12,23 (sin)
  - (2) Gal. 6:7 (judgement)
  - (3) Rom. 6:23 (result)
- (b) Three that present the Gospel
  - (1) Substitution Isa. 53:5,6; Gal. 1:4; I Cor. 15:3; I Peter 2:24
  - (2) Imputation II Cor. 5:21
  - (3) All included I John 2:2
- (c) Three calls of the Spirit
  - (1) Believe John 3:16
  - (2) Come John 6:37
  - (3) Receive John 1:12

III. Clinching the Word

- (a) Give assurance - John 10:28,29; 6:47; 5:24
- (b) Question of Sin - John 1:8,10; I Tim 1:15 (confession)
- (c) Forgiveness of sin - Acts 13:38,39; Heb. 10:10
- (d) Need of testimony - Romans 10:9

e.g. Five steps of an anxious inquirer

- 1. Recognize sin
- 2. Helpless - Titus 3:5; Eph. 2:8,9
- 3. Substitution - I Peter 3:18; 2:24
- 4. Appreciation - John 3:16; 1:12
- 5. Assurance - John 5:24; 6:47; I John 5:13

"D" Eighteen Excuses or Methods of Evading Conviction

1. Four Superficial attitudes

- (a) "I must become better first"
  - (1) You can't become better
    - 1. Jer. 13:23 (leopard spots)
    - 2. Jer. 2:22 (Iniquity marked)
    - 3. Prov. 20:9
  - (2) Self righteousness - no use anyway
    - 1. Rom. 10:3 (righteousness of God and of man)
    - 2. II Cor. 5:21 (God's righteousness)
    - 3. Isa. 64:6 (filthy rags)  
(Give one test on sin)
- (b) "I have sought before but could not find."
  - (1) Not the right attitude
    - 1. Jer. 29:13 (He shall seek thee - whole heart)

- (2) Not in the right place (not under conviction)
  - 1. Luke 15:18,19; Isa. 53:5,6 (resisting conviction)
- (c) "I've tried before and failed." (Been to altar and believed saved)
  - (1) Cause - 4 tests
    - 1. Rom 10:9 - testimony
    - 2. I Thess. 5:17 - Prayer
    - 3. I Peter 2:2 - Bible study
    - 4. I John 1:9 - confess sins constantly
  - (2) Upon what are you depending?
    - 1. Eph. 2:8,9
    - 2. Titus 3:5; II Cor. 5:21
- (d) "I am afraid I can't hold out."
  - (1) Who does the holding?
    - 1. Jude 24
    - 2. I Peter 1:5
  - (2) You lack confidence
    - 1. Phil. 1:6
    - 2. John 10:28,29
  - (3) Persuasion
    - 1. II Tim. 1:12

II. Six External Excuses Leading to Discouragement

(a) Too much to give up

Not convicted of sin yet

- (1) No good thing will need to be given up. Psalm 84:11 (not your giving up it, it will give you up if you testify for Christ)
- (2) Too big a loss - Mark 8:36-38
- (3) God will recompense you. Luke 18:28,30 (Give him a test on sin)

(b) Christian life is too hard. Agree.

- (1) It is hard. Matt. 25:24
- (2) There is a peace and rest that can be found in no other way.
- (3) Where to get rest. Matt. 11:28; Isa. 57:21
- (4) Well repaid. James 5:11

(c) "I can't be a Christian in my business."

- (1) You are facing a hard proposition. I Tim 6:9,10
- (2) Not your self righteousness that saves you. Rom 10:3
- (3) It pays to be a Christian. I Tim 4:8

(d) "I'm afraid of losing my friends." (Not convicted)

- (1) Which friends? James 4:4
- (2) Will your friends help you? I Cor 15:33
- (3) You may have better friends. II Cor. 6:17,18; John 12:15

(e) "I'm afraid of ridicule."

- (1) Snare of devil. Prov 29:25
- (2) You should rejoice. Matt 5:11,12; I Peter 4:14
- (3) Of Moses. Heb 11:24-26

(f) "I'm afraid of persecution."

- (1) What is likely to occur? II Tim 3:12
- (2) There is a reward II Tim 2:12; II Cor. 4:17
- (3) Matt 5:11,12

*when I was a  
xain, I had  
have to give up  
of the past  
Ps. 84:11  
Last year I was  
in a hard spot  
I was a  
I had a  
I had a  
I had a  
I had a  
I had a*

*Math. 11:30 my  
John 5:3:8  
Pet. 1:8  
They will give you up.*

*There comes to my mind a salesman by the name of Henry Palmer. He was one of the very best, and his pay was increased time after time. But Mr. Palmer made it a point to talk to his present friends & to the people to anyone that he came in contact with. If his business is illegitimate, tell him he had better lose his business than his soul.*

### III. Eight Internal Cases Leading to Despondency

#### A. Four deal with sinful deeds (Past God's mercy)

1. Have done a great wrong
  - a. God has made provision for such as you. Isa 1:18
  - b. God can and will forgive all sin. Isa. 44:22,23  
Acts 13:38,39; Use John 6:37
2. I Can't forgive someone
  - a. Spite harboured, poisons your own soul. Heb 12:15  
Eph 4:26 - "you"
  - b. You will get a new vision when you have Christ's Spirit - Eph 4:31,32; Matt. 6:15  
(Conviction of sin passages)
3. I am too sinful. (May be in class 1) Not one particular sin
  - a. I Tim 1:15, God can and will save the chief of sinners
  - b. Christ came to save bad sinners. Matt 9:12  
Heb. 7:25; Isa. 1:18; Acts 3:38,39
4. I can't give up my evil ways
  - a. Jesus died to help you by delivering you. Gal. 1:3,4
  - b. There is no neutral position. Rom 6:16

#### B. Four deal with sinful state

1. I am lost, I have no hope
  - a. Jesus seeks such. Luke 19:10
  - b. There is a way home. John 14:16
2. It is too late, there was a time, but I drifted.
  - a. How do you know? God doesn't love me. I John 4:10
  - b. You cannot get out of field of Gospel. Heb 7:25
  - c. Deeper down, more sincere in your call for help  
Rom. 10:13
3. I have sinned away the day of Grace
  - a. How do you know? I Tim 2:4
  - b. Now is the time. II Cor. 6:2 (Go to the Gospel text)
4. I have committed the unpardonable sin. (Heb. 10:29)
  - a. How do you know? Not so you wouldn't realize it.
  - b. The unpardonable sin is described in Heb. 10:28,29.  
Involves all three members of Trinity:
    - (1) God - Trodden under foot the Son of God.
    - (2) Christ - Counted blood unholy thing.
    - (3) Holy Spirit - Done despite unto "Spirit of Grace." i.e. - Holy Ghost is office of supplying grace.
  - c. What it is - Matt. 12:31,32. How the unpardonable sin is committed - As attributing to Satan the work of the Holy Spirit.
  - d. I John 5:16 - Sin unto death - Prayer is useless
  - e. Christ died for your sins. I John 2:2

### "E" The Master's Service Talks

#### I. A Sure Success Guaranteed

- A. Matt 4:19 - "Will make" - determination
- B. No workman should ever go into work with the idea of failure

II. Personal Workers need a vision of the task open to them.

A. John 4:35

B. Vastness and importance of the work should challenge us to immediate action.

III. Personal Workers should urgently pray for fellow labourers to enter into the field.

A. Matt. 8:38

B. It's the Lord's prerogative - His business to give orders

IV. There are six essentials in Personal Work:

Luke 5

(a) Obedience 1-11

(b) Faith 12-17

(c) Perseverance 18-26

(d) Consecration 27-32

(e) Joy 33-35

(f) Thoroughness

"F" Personal Workers "A", "B", "C", "D"

"A"void

1. Familiarity
2. Loud talking
3. Argument (Word of God "says")
4. Show
5. High Mindedness

"B"e

1. Sympathetic
2. Open hearted (courteous)
3. Bright (Alert)
4. Ernest (mean what you say)
5. Respectful (his opinions)

"C"onsider

1. Possibilities (may become evangelist)
2. Representative (working for Christ)
3. Obligation (a duty to perform)
4. Soul only (not appearance)
5. Problems (May have his difficulties)
6. Environment (need advice)
7. Conditions (spiritual)
8. Truths (watch for excuses)

"D"on't

1. Weaken (every effort counts) Gal 6:7
2. Angry (self-control)
3. Show Bible (ask if he wants to see)
4. Hurry (press decision)
5. "Off on side issues."
6. Unfinish (lead to Christ)
7. Tease (don't pester)

PERSONAL EVANGELISM "B"

Divisions of Course

1. House to house visitation
2. Use of tracts and colportage work
3. The After Meeting
4. Dealing with:
  - (a) The deluded and prejudiced
  - (b) Worldly Christians
5. Open air meetings
6. Cottage meetings
7. Church Prayer meetings
8. Children's meetings
9. Revival meetings
10. Funerals

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I. House to House Visitation

A. Character of Work

1. A systematic visit to every home in the district
  - (a) Have definite purpose
  - (b) The way to begin a pastorate
  - (c) The only way to reach certain people
2. Selective Visiting
  - (a) Special cases from systematic work
  - (b) Members of Church or Sunday School
  - (c) After funerals and weddings
3. Keep record of work
  - (a) Use card system
  - (b) Put name, address, and phone number on card
  - (c) How many in family
  - (d) Church relationship:
    1. If Christians
    2. If church members
  - (e) Circumstances
  - (f) Peculiar creeds
  - (g) If they have any other relatives in neighborhood



B. Importance of Work

1. Its sanction in Bible. Acts 20:20. Christ visited many people: Lazarus, Pharisee, Simon, Zacchaeus.

2. Effect

- (a) You get nearer home.
- (b) They talk more freely.
- (c) You win their confidence sooner.

C. Result

1. If properly done is an uplift to a home.
2. It sanctifies the home.
3. A broadening effect on worker.
4. It increases and establishes church membership.

D. Kinds of people You are Apt to Meet

1. Church members and adherents.
2. Members of various sects - Christian Scientists, Brethren, Spiritualists.
3. Roman Catholics.
4. Very poor people.
5. Slaves of home duties.
6. Sick people.
7. Irreligious (unsaved).

E. Hints

1. Be in a constant attitude of prayer.
2. Be very courteous.
3. Do not notice any rudeness.
4. Leave your pride at home.
5. Do not be a peddler of gossip.

F. Visiting Rules

1. Church Members

(a) Your Approach

1. To get them busy.
2. To distribute literature.
3. To exhort.
4. To reprove.
5. Upon invitation.
6. To comfort.
7. To gain information
8. To congratulate
9. To visit the sick.

(b) Conversation

(Not too long and no gossip)

Some subjects you might talk about in general visitation.

1. General subjects of city.
2. Ordinances.
3. Church services and membership.
4. Prayer meeting.
5. Special services.
6. Classes.
7. Bible and their attitude to it.
8. Future plans.

(c) Conclusion

1. Suggest prayer and Bible reading if necessary.
2. Do not tarry too long after you have finished your visit.
3. Make record on card.

2. Members of Various Sects and Others

(a) Your Approach

1. From Bible Institute.
2. Distributing literature.
3. By request of a special friend.
4. Taking a religious census. (I want to get in touch with everyone of the district regarding their religious belief.)

(b) Be sure to get the information for your card index.

(c) Special attitude to Bible and religion.

II. Use of Tracts

A. The Importance and Advantages

1. Any person can do it.
2. Better than personal work.
  - (a) Sticks to the point.
  - (b) No use of argument.
  - (c) Never loses its temper.
  - (d) Remains around a (the) Person.
  - (e) May pass it on to others.
  - (f) Will go where you cannot.
3. Does not require an occasion or introduction.

B. Value

1. Conversion of unsaved.  
N.B. - The author of one tract "What it is to Believe in the Lord Jesus Christ" received before her death almost 1,600 letters from people who had been led to Christ through reading it.
2. To lead Christians into a stronger light.
3. To strengthen Christians under trial.
4. To correct error and false doctrine.
5. To set Christians to work.
6. To get people to distribute tracts.

### C. Who Should Use Tracts.

1. Ministers and personal workers.
2. Sunday School Teachers.
3. Travelers.
4. Business men and Professional men.
5. Housekeepers.

### D. How to Use Tracts

1. To begin a conversation.
2. To close an appeal.
3. To those to whom you cannot talk because it is inconvenient; the distance; the language.
4. In house visitation.

### E. Principles to be Observed

1. Select your tract. Read it. Whether it is cheap and worthless.
2. Suit the tract to person. Have pocket into which tracts may be placed. Index; Name of tract, persons to whom they may be given; name and address of publisher.
3. Seek guidance of Holy Spirit, both before giving and after.
4. Have specially marked tracts. (underlined)
5. Never be ashamed of work of distributing tracts.
6. Use no tracts on dancing, bobbed hair, smoking, theatres, etc.

## III. The After Meeting

### A. Advantages

1. It gets rid of those not in sympathy. Smaller numbers are (easily) easier to handle and you can get nearer the inquirer.
2. It creates an atmosphere of decision. It pays to strike when the iron is hot. Usually someone on the verge of decision will go away without it.

### B. How to Conduct it.

#### 1. The Announcement

- (a) The number and character of those present depends upon this.
- (b) Must be clear and definite.
- (c) Do not make Christians feel compelled to stay.
- (d) Do not invite those to stay just out of curiosity.

#### 2. The Place.

- (a) Better to hold it in another room. This needs to be tested
- (b) Have ushers at the door. Personal Workers

### 3. The Programme

- (a) Make much of prayer. Pray for those who have left undecided. Also silent prayer. For presence of Spirit in meeting. For the unsaved in the room. If there are no unsaved, pray for the Church.
- (b) Explain the way of life, and give an invitation.
- (c) Find, as soon as possible, how many in the meeting are saved. This may be done by:
  - 1. Sing a hymn.
  - 2. Those who are burdened for loved ones or their own soul's salvation.
  - 3. All Christians raise their hands.
  - 4. Sometimes wise to have Christians move.
- (d) When any express their desire to become saved, take them to another room. (Bring them back if necessary.)
- (e) Ask for scripture verse that led to Christ.  
N.B. - The Personal Workers should try to speak to any after the meeting that made no decision. (Scatter through the audience, watch for any sign of conviction.)

## IV. Personal Work

### A. Review

#### 1. Four Primary Principles

- (a) Regeneration is done by the Holy Spirit. John 3:5.
- (b) The Spirit uses the Word. I Peter 1:23.
- (c) There must be conviction of sin. How told? If they say they are not a great sinner. Matt. 22:36:38.
- (d) Faith is the evidence of the finished work.
  - 1. He (accepted) accepts the Word - John 5:24.
  - 2. Willing to testify - Rom. 10:9.

#### 2. Nine Basic Passages

- (a) Conviction passages: Rom. 3:10; Gal. 6:7; Rom. 6:23; If he swings to hell use Acts 2:31.
- (b) The Word of the Gospel
  - 1. Substitution - Isa. 53:5,6.
  - 2. Imputation - II Cor. 5:21.
  - 3. Inclusion - I John 2:2.
- (c) Call of the Spirit
  - 1. Come - John 6:37
  - 2. Believe - John 3:16
  - 3. Receive - John 1:12

## B. Six Delusions

### 1. Depending on Conscience.

- (a) Point out that the Conscience may be defiled - Titus 1:15 or seared I Tim. 4:2.
- (b) Try on Rom. 3:23.

### 2. Depending on good life

- (a) There are two kinds of righteousness - that of man and that of God. Which righteousness are you depending on? (Rom. 10:3)
- (b) God's righteousness is imputed. (II Cor. 5:21)
- (c) Likely to lack conviction.

### 3. Trying to keep the Law

- (a) Impossible - Gal. 3:11, 21; 2:16.
- (b) One failure will condemn - James 2:10.
- (c) The Law was given to show us our sin - Rom. 3:19,20.
- (d) Test on conviction.

### 4. Depending on Church Membership

- (a) Startling statement - Matt. 7:21, 22.
- (b) Regeneration necessary - John 3:3
- (c) Test on conviction.

### 5. Depending on Feelings

- (a) Eph. 4:19 - What feelings? Show him Jer. 17:9.  
We cannot tell whether we are saved or not by our feelings, the only way we can tell is by the Word of God, I John 5:13; John 20:31.

### 6. The Man Who is Trying to be a Christian

- (a) Compare with trying to be a Mayor
- (b) It is a necessity before acting to be one. Heb. 11:6.  
You think you can please Him by trying, but it is by your faith.
- (c) Eph. 2:8,9 (Acts 16:31) "It is not try but trust".  
(Old hymn) Isa. 12:2.

## V. Cottage and Parlor Meetings

### 1. Difference

- (a) Attendance
- (b) Character of meeting

### 2. Importance and Advantages

- (a) Can reach people that never would be reached otherwise.
  - 1. Family duties.
  - 2. Sick people.

3. Aged people.
4. Indifferent.
5. Poor people.
6. Haters of religion.

- (b) Easier than having a hall.
  1. Church usually centralized.
  2. Time wasted in numerous meetings.
  3. Helps to work the field.
  4. Extends work and gives experience.
- (c) Can be made more informal.
  1. No stiffness or formalism should be encouraged.
  2. Do not make it a church service.
- (d) Gets people closer to the Word.
- (e) Sanctifies the home.

### 3. How to proceed

- (a) Get a home.
  1. How? Publicly or privately.  
Consider carefully:
    - (a) Size of room required.
    - (b) Popularity of the home.
    - (c) Someone you wish to reach.
    - (d) The support of the home.
- (b) Work up the meeting.
  1. Get others help. Members of the Church in the neighborhood.
  2. Make announcement.
  3. Do a lot of invitation work.
- (c) Prepare for the meeting.
  1. Pray about it.
  2. Provide for singing and playing. Supply a player and hymn books.
  3. Plan your program. See that subject is informal, also see that no one runs away with the meeting.  
(If he makes a pause, suggest a hymn.)
- (d) How to conduct it.
  1. Be at the house early to welcome your people.
  2. Encourage people to talk before the time of the meeting.
  3. Start on time and stop on time.
  4. Suggest a song.
  5. Do not have long prayers or long readings.  
N.B. - Have Bibles. If they haven't got them, supply them.
  6. Draw people out.
  7. Have people's chairs arranged in an informal manner.

## /I. COLPORATAGE WORK

### A. Advantages

1. People who fail in other lines can succeed in Colportage work.
  - (a) Some cannot speak.
  - (b) It goes well with personal work.
  - (c) Superannuated or unemployed can do it.
2. It reaches neglected people.
3. It is self-supporting.
4. It has a lasting influence.
5. It opens the door to other work.
6. It is a preparation to other work. (You meet people and get acquainted with them. This is good for the pastor.)

### B. How to Do It.

1. Get a few books in a case to begin with.
2. Visit every home, store and public place.
3. Leave books in envelope for examination.
4. Get the endorsement of the Church or pastor so that you can have a letter to show.
5. Get pastor to speak on the lines of the books and then call on congregation the following week.
6. Get pastor to recommend certain books.
7. Attend conventions and various meetings where you can become acquainted with the people.

## /II. CHURCH PRAYER MEETINGS

### A. Importance

1. It reveals the power of the Holy Spirit in the life and work of the Church.
  - (a) The Prayer Meeting is often called the barometer of The Church because it reveals the amount of power in the church.
  - (b) It does not bring power, it reveals and exercises it.
2. It develops the membership if properly conducted.
  - (a) Gives an opportunity for the exercise of the gifts.
  - (b) Refreshes and strengthens those taking part.
3. Leads to conviction of sin.
  - (a) When Spirit is present there is apt to be conviction of sin.
  - (b) Proper testimonies and prayer in the Spirit tend to salvation.
  - (c) Ask in request period if there are any who would like prayers for themselves.

4. It promotes fellowship amongst members.

- (a) Personal testimony and sympathy fosters fellowship.
- (b) Love one to another is thereby inculcated.  
(prepared so it can grow.)

5. It promotes the missionary outlook.

- (a) Pray for the missionaries.
- (b) Inculcated by short talks or testimonies regarding  
Missionary fields. Matt. 9:38.

B. How to Conduct it.

1. Remember that the prayer meeting is primarily for prayer.

- (a) Not a lecture course or Bible class.
- (b) All testimony or Bible comment should lead to prayer.

2. Draw out all the members.

- (a) If any attend and take no part, make a study about those persons and find out their gifts.
- (b) Asking backward one some duty to do.
- (c) Do not let people get up week after week with the same testimony verse.

3. Assign portions of scripture to study.

- (a) Let them give their impression of it the following week.

4. Have a well chosen list of subjects.

- (a) Not a consecutive list, variety is better.
- (b) Ask for suggestions.

5. Have definite requests for prayer.

- (a) Vagueness is bad.
- (b) Requests may be taken orally or in writing.

6. Have a definite opportunity for thanksgiving and praise.

- (a) It increases faith in asking.
- (b) It promotes the presence of the Spirit.

7. Make much of singing in prayer meeting.

- (a) Everybody should be encouraged to sing.
- (b) Dwell on the meaning of words.
- (c) Have verses repeated.