

win for the Lord's service. It's a strange thing you have to learn about people what a difference what a difference there is. I would say that 3/4 of the people if you speak harshly to them at least in our particular society, you speak harshly to them, you speak strongly to them and you irritate them and you turn away from them, Whereas if you use a soft answer that turns away wrath in dealing with them, you can win them to do what you want and to work in the direction which you feel is accord with the Lord's will. And I believe that is true with at least 3/4 of the people. But there is a small number of people who a soft word, and a pleasant manner simply rolls off like water off a ducks back and accomplishes nothing and who by a harsh word and a stern presentation and a severe criticism will simply wilt under it and will be greatly changed in ~~the~~ their whole attitude toward you and will respect you more for it. Now this is a comparatively small part of the people with whom we are apt to have ~~dealing~~ to deal. A comparatively small part, yet there will be such individuals ~~if~~ if you are dealing with great numbers of people, and it will sometimes be important to learn that that's the situation and to speak out in that way that will secure that result. There are such cases. I've run onto a few myself. Most of my life has been spent among people with whom the other approach is the more effective one. And then the 36th vs. - "When it rested, he said, Return O Lord unto the thousands of Israel." We should recognize always when we stop a phase of our work that we are not the only servants of the Lord. There are the many thousands. He has His people that we never recognize often. He has His people in every land, in every area, every group. And when we form a little circle and think we're the only people who truly know the Lord we are getting into an attitude which ordinarily He does not bless. He wants us to recognize that His followers, His true people are found under many banners, under many headings in many areas. I'll never forget the time when I was trying to sell books after my second yr. in college and I was up in a little town in the terrible heat in the oil country of California. In that region there it came a Sunday night and there weren't many churches in the town and there was a Methodist church there that was one of the two or three little churches in the town and I know that the modernists have taken over the great bulk of the Methodist churches