



# Fishers of Men

A Handbook  
For Soulwinners

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# ***Fishers of Men***

A Handbook  
For Soulwinners



Unless otherwise indicated,  
all Scripture quotations are taken from  
the *King James Version* of the Bible.

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# 1

## FISHERS OF MEN

There were three men standing together beside a hot, dusty Palestinian road—possibly near the intersection of a crossroad.

The outstanding person of the group was a unique figure with an athletic physique, clad simply in a coat of camel hair with a leather girdle around his waist. His commanding posture and flashing eyes bespoke the reason multitudes came from the cities and towns to hear him speak in the great cathedral of God under the expansive canopy of heaven. This striking personality was John the Baptist, the unconventional, non-ritualistic prophet-evangelist whom the common people greatly admired. But his scathing rebukes drew the ire of the leading religionists and those of high political authority.

John the Baptist had awakened Israel to the

consciousness that the long awaited Messiah was soon to appear. He declared himself to be the harbinger and forerunner of the world Messiah. John designated himself as a voice heralding the imminent manifestation of Christ. With a voice like thunder and a heart aflame he persuaded men to "prepare the way of the Lord, make His paths straight."

### *FINDING ANDREW*

The two men standing with John the Baptist on that occasion were Andrew the son of Jonas, and probably John the son of Zebedee. Andrew and John had heard the prophet denounce wickedness and pronounce the nearness of the Kingdom of God. They had personally repented, were baptized, and had become devoted disciples of John. By trade the young men were fishermen. However, when the moon or weather conditions were not favorable for fishing, they followed their spiritual leader into the wilderness to hear his gracious teachings.

As the three men paused by the side of the road a lone person approached; he seemingly passed them without salutation. John, closely observing the passerby, exclaimed with a feeling of exultation, "Behold the Lamb of God!" The very atmosphere became super-charged

with excitement. Significant decisions were made. Instantly the two disciples forsook John, never to return, and pursued Christ down the dusty road.

John the Baptist did not attempt to restrain his own converts, or beg them to remain loyal to their "first love." He was fully aware that his function, in the religious drama of Israel, was to instigate a new regime of religion and then turn his credentials over to another, who, by his own testimony was greater than he. The desert prophet realized he was the morning star of the gospel dawn, and that his light would be quickly dimmed by the boundless light of the flaming luminary of the Son of righteousness.

Andrew and his companion, overtaking Christ on the road, engaged Him in conversation by questioning, "Master, where do you live?" Christ, with His royal gaze fixed upon His followers replied, "Come and see!" "It was about the tenth hour," said John the Beloved in describing those precious introductory moments of acquaintanceship with Christ. It is not known whether John was using Roman or Jewish time; if Roman, he was counting from midnight and it was ten o'clock in the morning, and if Jewish, it was two hours before sunset. I think he was speaking

of Jewish time and the sun was setting and painting the sky with the glowing colors of the rainbow.

The two humble fishermen of Galilee accompanied Christ to His abode and dwelt with Him that day. What throbbing in their breasts! They were actually in the presence of the prophesied Messiah who had been promised for four thousand years! Gracious and divine words must have proceeded from the mouth of the Messiah as He acquainted His first inquirers with God's eternal plan of redemption.

That first interview with Christ is screened from us. We do not know what transpired, but we do know that from that hour these devoted followers never doubted His Kingship or Sonship; they had beheld "the only begotten of the Father, full of grace and truth."

### *ANDREW, THE FIRST DISCIPLE*

A fisherman of Bethsaida (Bethsaida means the House of Fish) on the shores of Galilee Lake was the first disciple of Jesus Christ: not a doctor of law, a master of science or a professor of theology, but a sturdy, muscular son-of-the-nets. From boyhood Andrew had watched the boats come and go and had dan-



gled his feet off the docks waiting for the "catch" to be unloaded. Early in youth he showed his skill in fishing, accepting it as his vocation. But after meeting the Messiah his entire life underwent a remarkable change. He became a fisher of men. As a result of accepting Christ, his name has been praised for centuries. Mothers two thousand years hence affectionately call their sons Andrew.

Andrew is to be commended. He was willing to forsake his first spiritual leader whom he greatly loved, to follow a greater spiritual leader. He abandoned a good religion for a better one. He left a dim light for a brighter one. Ordinarily human nature is so bigoted that once a spark of life is found, it will not leave it for a flame of life. Andrew was different; he avoided a religious rut, which is a grave with the ends removed. He was ready to lay his reputation, religious and social connections on the altar of sacrifice to gain Christ. It was a great gamble, for no doubt he was aware that other "messiahs" had risen and waned. But Andrew was certain. The evidence of true divinity was overwhelming in Jesus of Nazareth.

*ANDREW, THE FIRST  
CHRISTIAN PERSONAL WORKER*

Andrew left the presence of Christ a disciple.

However, to be a follower of Jesus was not sufficient for him. Others must know the Messiah, too. He felt impelled to tell the glad news. Where would he go first? The easiest place to testify would have been on the street corner or to some stranger. The difficult place would be to his family; the most difficult person his own brother, who knew him better than any other: his own brother who could criticize him freely and effectively. Andrew, a man of positive convictions and courageous heart, went first to Simon to win him to Christ.

What strategy would Andrew use? Were his arguments notated and chronologically arranged? Did he memorize Scriptures to quote? No, Andrew set a precedent in soul-winning; his approach to Simon cannot be improved. He gave his personal testimony! No argument, no proving; simply, "We have found the Messiah." A personal testimony is irrefutable. It is the most convincing approach to unbelievers.

Andrew immediately sought Simon to convince him that Jesus was the Saviour. When he arrived, breathless and without salutation, he rushed into the presence of his brother and cried, "Simon, I have found the Messiah!"

Hard-boiled Simon, without looking up,

probably ironically replied, "Yes, you are always finding something!"

"But Simon," urged Andrew, "I have been with Him today and He is actually the long awaited Saviour. He has changed my life and I shall always serve Him!"

Something in Andrew's voice compelled Simon to look up. He saw the new expression on Andrew's face, saw the eagerness in his eyes.

"Come, I will introduce you to the real Messiah," Andrew said. Andrew was irresistible. The Word of God states, "He first findeth his own brother Simon . . . and brought him to Jesus."

### *ANDREW'S MINISTRY*

Andrew found his rightful place of ministry. He won souls one by one. While his big brother Simon Peter pulled in the multitudes with a net, he with hooks caught fish one by one! (Won by one.) Andrew won Peter, and Peter won thousands. Who could be greater than Peter?—Andrew who led him to Christ!

John the apostle gives us an interesting picture of this. In fact, had it not been for the observing and considerate John, we would know little of Andrew.

Five thousand men followed Christ into a desert to hear Him preach and teach. They listened, enthralled with His gracious words. Dinner time had long passed. Christ asked His disciples to feed five thousand ravenous men. The colossal task overwhelmed the disciples. They all agreed that it was impossible.

While the other disciples were disturbed about providing food for five thousand restless men, Andrew was calmly talking to one little boy! Can't you hear him say, "Sonny, see that man over there? Yes, the one in the center. He is the long awaited Messiah; the world's Saviour. If you believe upon Him you shall be saved. Will you believe?"

About the time that lad said, "Yes, I believe Jesus is the son of God," someone asked if anyone had some food. The little boy produced a small lunch which his mother prepared for him. It consisted of only two small fishes and five tiny loaves of bread. Andrew took the boy and the lunch to Christ. Taking the food, Christ breathed His divine life upon it, then with holy hands He broke it and His disciples handed it to the five thousand famished men.

Andrew found a boy, and the boy had a lunch which, through Christ's miraculous power, became food for the multitude of men.

Had Andrew not found the boy, there would have been no food.

### *EXPANDING MINISTRY*

By analyzing Andrew's ministry we find that he first "caught" his own brother and brought him to Christ. He brought a member of his family to the Saviour.

Secondly, Andrew "caught" a boy and brought him to Jesus. The youth was an Israelite, a neighbor, who needed to know the Messiah.

Thirdly, Andrew "caught" foreigners and brought them to the Redeemer. His ministry now expanded to missionary enterprise. Andrew was interested in bringing everyone he met to the Lord.

### *ANDREW REPRESENTS THE AVERAGE CHRISTIAN*

Andrew, as a disciple of Christ, forcibly represents the average Christian. He had no fanfare, no glamour, no praise from the multitudes. Andrew was simply an average follower of Christ, willing to do his part in bringing the kingdom of God to earth. Many Christians remorsefully admit that they cannot preach, are not gifted to sing, have no ability

to write; therefore are not qualified to work for Christ. These friends often say, "We feel useless and worthless!"

This is a wrong attitude, and the devil is the originator of such feelings. The devil knows that Christ's greatest and most effective workers have not been "limelight" idols, but "lighthouse" souls who have consistently shone in all kinds of weather.

If you cannot preach like Apollos, sing like David, win souls like Peter and write like Paul, you can give your personal testimony of the saving grace of the Lord Jesus Christ like Andrew! And in "fishing" for one at a time like Andrew, you may "catch a big fish" like Peter who will "catch" the multitudes.

### *BE A TUGBOAT*

Do you feel you cannot do great things for God? If so, I offer to you the following. If you cannot be a powerful battleship with bristling guns to fight God's battles, you can be a tugboat and push the mighty battle wagons out of the harbor into the fight. I have never heard a sailor despise the noble work of a little, faithful tugboat. You can be one of the Lord's tugboats.

There is nothing despicable about being

average. The great backbone of society and of the Christian Church is made up of average people. Abraham Lincoln said, "God must love the common people, He made so many of us!"

### *TO WHOM SHALL WE WITNESS?*

Some Christians have wondered to whom they should witness. The answer is: Everyone!

To your baker, your banker, your doctor, your carpenter, your mechanic, your newsboy, to down and outs and up and outs—testify to anyone and everyone that God brings into your orbit of life.

Christ said, "From henceforth ye shall catch men."

The speaker: Christ.

The addressed: Ye. All His disciples.

The certainty: Shall. There is no doubt.

The time: Henceforth. From now until death.

The results: Catch men.





## 2

# FISHING WITH HOOKS

“ . . . Go thou to the sea, and cast an hook and take up the fish . . . ” (Matthew 17:27).  
Go to the sea.

“ . . . The waters . . . are peoples, and multitudes, and the nations and tongues . . . ” (Revelation 17:15). The world is the sea. “Cast an hook.” This refers to the gospel message, a text.

“Take up the fish.” “Follow me, and I will make you fishers of men.” Christians are the fishers. Christ is the Saviour.

I am personally convinced that the greatest Christian work to be done in the world is that of personal soulwinning. Individuals must tell individuals that Christ is the Saviour. The impact of personality against personality, seeking to enthrone Christ as Lord in the heart of

a fellow man. This is real fishing!

Net fishing (pulpit preaching) brings numerical results. It is a spiritual mass production and usually results in quantity rather than quality. The finest and biggest fish are caught with hooks, one by one.

### *ALASKA FISHING*

While traveling in southeastern Alaska I went fishing with a professional fisherman. At the fishing grounds he lowered a tremendous drag net from the stern of the vessel and swept the bottom of the bay. When he pulled it up—what a sight! There were flat fish, fat fish, long fish, short fish, crawfish, good fish and worthless fish. It reminded me of a mass revival meeting with everything in the evangelist's net! It was most interesting to watch the veteran fisherman look over his catch and throw the unprofitable fish back into the water.

The angler does not fish with a net. He fishes with a hook. He has a hook of a certain size; he baits it for a certain specie of fish. So in personal evangelism, the hook is baited for a certain kind of "fish." To catch a big fish, one needs a big hook! To catch a fighting fish, one needs a long pronged hook to hold him fast.

It is thrilling to angle. As a youth I lived in Panama City, Florida, where we fished for red fish in the Gulf of Mexico. Heavy cord and strong hooks were necessary. When a fine eight or ten pounder "hit the line" and started to fight it was exciting. Sometimes we were obliged to give the red fish some line, but slowly he weakened and we pulled him aboard.

On the other hand, we boys often went net fishing for mullet. We would locate a school of mullet and cast the net. Sometimes ten to twenty mullet were caught in the net. They were all about the same size and color; there was no individualism, and little thrill in that type of fishing. As a minister and an evangelist, I say that catching souls for Christ, one by one in personal evangelism, is the greatest thrill in life.

### *A DOUBLE-DECK BUS EXPERIENCE*

One night in London, England, I spoke in Zion College on the Thames embankment. The results were gratifying, souls responded to the appeal and went into the prayer room to seek God. However, on a double-deck bus traveling back to Hampstead Heath something happened that was even more pleasing. I was sitting in the front of the bus on the top

deck. A Christain who was on the same bus and had attended the meeting, informed me that there was a young lady on the bus who had also attended the service and was convicted of her sins. I went to the rear of the bus and sat beside her and asked her if she would accept Christ immediately. She said she would. We bowed our heads and I prayed for God to save her. A few minutes later she raised her head, and with a smile on her tear-washed face said, "I am saved; my sins are gone!" With great joy in my heart I got off the bus. I had personally "caught a fish" for Christ.

The last command which Christ delivered to His disciples was, "Go ye into all the world and preach the gospel to every creature." The greatest decree in the Christian's warfare is GO! GO! GO! Go into the highways and the byways, alleys and tenements, offices and factories, cottages and mansions. Wherever you meet a man or woman, boy or girl, to try to "catch" them for Christ.

The world will never be converted in church buildings. If the world finds Christ, it will be because individuals meet individuals and testify for Christ. This means the entire Church of Jesus Christ must be aroused to accept its responsibility and every person become a fisher of men.

Christ did not confine His ministry to the synagogues. He revealed Himself as the master personal worker. Is it not remarkable that the Golden Text of the Bible (John 3:16) was given to only one man—Nicodemus. However, Christ must have caught that aristocratic “fish” for we find him expressing his devotion to Christ, even when his own life was in jeopardy, to bring one hundred pounds of spice to Christ’s burial.

Christ took the opportunity to speak to one woman at the well of Samaria though she was an adulteress. He offered her Living Water. Through this woman Christ was able to move the whole city.

The Apostle Paul did not wait for people to come to church. He went from house to house and taught the story of Jesus Christ (Acts 20:20). He proclaimed the Gospel in the market places, streets, and by the river-side.

The story of Nathan’s approach to David after the king had sinned is an example of personal work. This fearless prophet said to David, “Thou art the man!” He did not hesitate. He had no fear. He was face-to-face with a man who had sinned. We, too, must be able to meet men face-to-face, and where there

can be no evasion we must be able to say,  
“Thou art the man!”

America's great soulwinner, Dwight L. Moody said that he had personally prayed with 750,000 souls in his meetings. He was a preacher who dealt with men—one by one.

Men are born one by one.

Men die one by one.

Men are converted one by one.

Let's get them one by one.

Let's go fishing for men!

# 3

## FISHERMAN FACTS

Facts cause men to act. May these fisherman facts stir your heart to action.

1. Four and one-half billion people are living today. Almost half of all the people who have ever lived, are now living. What a challenge for Christians to tell them that Christ is the Redeemer! What a rebuke to know four out of seven do not know that Christ lived, died and rose again!

2. One hundred forty-two thousand people die every twenty-four hours! A great percentage of them have never heard the true way of salvation.

3. If you were the sole witness of a death at midnight, and you told two people within twelve minutes, requesting that they tell two others in twelve minutes, and for those eigh-

teen to tell two others in twelve minutes, and for those fifty-four to tell two others in twelve minutes—how long would it take to tell the entire world about a man who died in your presence at midnight? Would it take years, months, weeks? No, if your mathematics are accurate you will find that 162 will hear the news the first hour; 39,366 are informed by the end of the second hour. By the third, the news is traveling fast; now 9, 565, 578 know the story. And by four o'clock in the morning, 2,344,435,454 (two billion, three hundred forty-four million, four hundred thirty-five thousand, four hundred and fifty-four) would know! If each of these tells one more person, the entire world would be informed. How wonderful to know that if every Christian labored as a constant witness, the whole world could know the way of salvation in the time between midnight and dawn. Does it not challenge you to realize that Christ died on Calvary over 1900 years ago and yet billions of living persons have never heard that Christ died for them?

4. In Africa, the news of the death of the late King George the V was carried to the bushmen and tribesmen by chosen runners. They raced through the great interior crying "The King is dead. The King is dead." Oh, to



have millions of “runners” to go and tell the world, “King Jesus died to save all mankind!”

5. The word “preach” occurs 112 times in the New Testament. 106 times it is used in relation to a personal witness for Christ. “Ye are My witnesses.”

6. “Witness” is the key word of the New Testament. It occurs 175 times. Every disciple of Christ is a witness. A witness is under obligation to tell what he knows.

7. One can’t preach any place, but one can witness any place.

8. One can’t preach any time, but one can witness any time.

9. Not sermons, but individual witnesses will win the world to Christ.

10. Preachers cannot save the whole world. Preachers are not the whole life-saving crew of the church. The editor does not deliver the newspaper; the grocer does not deliver the groceries. Cooperation is necessary: every member is needed to win souls for the Master.

11. God does not want proxy but persons. Many young fellows are willing to be a King Saul and give armor (their money) to some

David who is willing to fight the battle for God. No! God wants YOU!

12. The Holy Spirit is the motivating power of personal evangelism.

13. Not human mechanics but divine dynamics are necessary in soulwinning. Christ does not want organization but organism.

14. The genius of the Gospel is a passion for souls.

15. A passion for Christ creates a passion for winning men to Christ.

16. A soulwinning victory is a moral impossibility without a sincere compassion for the lost, least, and last of the world.

17. Every adherent to a false faith is a propagandist. Let us witness for the truth.

18. The church that ceases to be evangelistic will ultimately cease to be evangelical.

19. Evangelism is the warp and woof of Christian progress. The churches or denominations with no evangelists, or aggressive evangelistic program, are perishing spiritually and numerically. The churches which maintain evangelists and an aggressive

spiritual program, are advancing and growing.

20. Until the beginning of the twentieth century the Christian Church was growing faster than the world population. From World War I there has been a marked decline. It is the lack of evangelism.

21. In this hour of apostasy in which "isms," "osophies" and "ologies" are growing like foul weeds bringing chaos and confusion to millions, God help us to step above the picayunish and selfish ideas of sectarianism and win souls to Christ. The great preacher Dr. Lyman Beecher died saying, "It is not theology. It is not controversy; it is to save souls!"

22. Be a fisherman, not a recruiting sergeant. Demand an altar of penitence where hot tears of sorrow for sin can fall. Do not resort to the feeble methods of membership and handshaking.

23. Modern churches are seeking to attract the natural man, and appeal to the carnal man. They sell cheap dinners, put on amateur shows and turn the church into a second-rate Monte Carlo for raffles and card playing. This will never save a sin-sodden, dying world. It is a humiliation to Christ. Car-

nality is a barrier, not a channel.

24. In spite of "Barnum and Bailey" advertising in Saturday newspapers with over-advertised speakers, misleading sermon topics, super-trained choirs, organ recitals, book reviews with no Gospel, the surging masses of the unchurched world pay no heed. A large percentage of the churches are merely existing. Millions are dying without God. Only personal evangelism can save them!

25. The world does not believe the testimony of the modern Church because the Church has failed to effectively demonstrate its faith.

26. The world does not believe a man is a Christian until it has crucified him and finds that he still lives! Christians must take abuse and give love, thereby demonstrating regeneration.

27. You must lose your bait to catch a fish. The late Billy Sunday used to say that some people will not cast bread upon the waters unless they are sure a layer cake will wash back to them. That is not the way to win souls. Catching souls for Christ will cost you something; every time the fish bites you lose the bait.

28. Too little bait reveals the hook.

29. Too much bait—the fish lunches, then swims away.

30. Fishermen are made, not born! Professional angler Izaak Walton said, “As no man is born an artist, so no man is born an angler.”

It is an irrefutable fact that you can be a successful fisher of men for Christ.

God spoke this through Ezekiel, “When I say unto the wicked, O wicked man, thou shalt surely die; if thou dost not speak to warn the wicked from his way, that wicked man shall die in his iniquity; but his blood will I require at thine hand.” Ezekiel 33:8.

God help us!

Let's go fishing for men!



## 4

# FISHERMAN TACT

Give the fish more line!

Hold him tight!

Pull in the fish!

The experienced angler knows there are times when it is wise to give the fish more line in order to avoid losing him. He also realizes that there is the strategic moment to firmly, but cautiously, pull the fish from the water. This could be termed fisherman tact. Tact is the right touch.

One of the greatest tragedies among fishers of men is tactless fishing. Successful fishers of men learn the right approach. They know that all kinds of bait and hooks can be used to catch fish and they adjust themselves to every situation. They become instinctively aware of when to go easy on the hook, give the fish

more line, or tenaciously pull in the fish. We should pray for tact in personal soulwinning.

The following are suggestions on fisherman tact:

1. The clever angler keeps his instruments clean. He is careful with them. He is proud of them. The fisher of men must keep clean instruments to win souls. Holy hands and a guiltless heart are absolutely imperative for successful soulwinning. The angler for Christ must live above reproach or receive a rebuke from the sinner and from God.

2. More than in any other business the fisher of men must be sincere. The immortal soul is no plaything and should not be lightly esteemed. Frivolity has no place in soulwinning. Not only be sincere, but be intense. A slovenly person cannot win souls for the Master. In all my acquaintance with fishing (in the natural sense as well as in the spiritual) I have seen that the wide-awake person wins.

3. Keep a cool head and a warm heart. Never lower your invitation to an argument. Never be antagonistic even in retaliation. Keep love in your heart and common sense in your head.

4. Do not use too many points to convince or your invitation will become pointless. Keep



to the point. Do not permit the conversation to get out-of-bounds. "Accept Christ now" is your message.

5. Avoid unnecessary familiarities. Remember refined persons are often sensitive and do not appreciate a stranger putting their hands on them or patting them on the shoulder. A down-and-out person may accept it as a token of friendship, but in most instances familiarity is a distraction rather than a help.

6. Do not be a gusher. It is an insult to intelligent people to say, "Now, dearie, please come to sweet Jesus. Darling, come right now." Remember, you are on the King's business—act like an ambassador! I know a young minister who, after preaching, approached a charming young lady and said, "Won't you give your heart to Christ tonight?" The woman replied: "No, not tonight." The persuasive young minister took the lady by her arm and pleadingly said, "Just for me, won't you come tonight?" The woman turned and remonstrated, "Keep your hands to yourself. When I seek God it will be for my soul and not your pleasure!" She was right.

7. Deal with a person in terms he can understand. Be simple. One time in Argentina a baker was delivering bread to the home where I was staying. As he passed I smilingly

commented, "Mr. Baker, do you know the Bread of Life?" "Pan de Vida? No, señor," Therefore, quickly, so as not to keep him too long from his delivery, I explained that Jesus Christ was the Bread of Life. He will never forget that brief interview with a foreigner, because he was holding a large basket of brown loaves when I directed him to Eternal Bread. When seeking to lead someone to the Lord, try to use terms familiar to his everyday life.

8. Unless God specifically directs, do not speak harshly to the person with whom you are dealing. In a meeting where I was present an enthusiastic young lady asked another young woman to be a Christian. The sinner declined. The Christian girl rather indignantly retorted, "You had better be converted or you will be a woman of disrepute like your sister!" Needless to say there was no soul won for Christ. "He that winneth souls is wise."

9. Do not be a pessimist. Only the lighthearted optimist can effectively win souls for the Lord. You must be a product of Christianity. You must be an example of what Christianity will do. If you are in low spirits and having a terrible time, others will not want to join you.

10. Above all things, reveal Christ and not yourself. Set forth the virtues of Christ and not yours. Remember, if the trout sees the angler, the angler will not catch the trout!

Let's go fishing for men!



## 5

# FISHERMAN FORTUNE

“We have toiled all night, and have taken nothing.”

Some anglers grumble when they fail to catch fish. They declare fishing to be useless. They say the fish get away with the bait. Fishers of men are often discouraged because they seemingly toil in vain.

Here are a few rules for fisherman fortune.

1. The law of averages guarantees an average person average success. The big house-to-house companies who sell only to housewives at their front doors assure their salesmen that if they knock at enough doors they will make a livelihood. Paralleling this thought: if you ask enough people to come to Christ you will win souls for the Master. Further, you have something an ordinary sales-

man does not have—the anointing of the Holy Spirit to convince sinners of truth.

2. Always have bait on hand. Never go without prayer for guidance concerning what to say and to whom to speak. Always have the Scriptures ready to use. Christ always had a parable ready to illustrate His truths.

3. Be an individualist. Most of the failures in personal work are caused by imitating others. Act natural, talk natural, and be natural. I heard an interesting story in Poland. An American missionary went fishing with a Polish Christian. The American was telling the Pole how to fish the modern way explaining how to use the rod, reel and artificial bait. The Pole was fishing with a native worm, using a limb from a tree as a rod. While the American was telling the Pole how to fish, the Polish angler was pulling in the fish one by one, and the American caught nothing! The simplest, native way of dealing with souls is the best.

4. No fisherman's luck? Maybe you have been using the wrong kind of bait. I have seen many signs around the world stating, "Bait for local fishing." In one place they use a fly, another a worm, another a crawfish, another a shrimp, another a piece of butcher's meat. In Paraguay while traveling on the Upper

Paraguay River I saw the natives fishing with fruit. They would bait a piece of orange on the hook, cast it overboard and pull out a fish. If you use the wrong bait you will catch no fish.

Always use local bait. Do not try to convince a farmer the same way you would a doctor. You need a different approach. I remember preaching in a church where a blacksmith came to hear me every night. He looked sullen, as if his wife had compelled him to come. One night I spoke of tempered steel, the forge, the anvil and the hammers. The old smithy came to me after the meeting and said, "That was a wonderful sermon, Reverend, the best you have preached yet!" Why was it wonderful? Only because it was baited to suit his taste.

5. Are you impatient? Have you ever seen a salesman hang on? Have you seen them make repeated trips to a prospective customer? Fishing for Christ demands patience. Try and try again, you cannot lose! Sr. Perez, a Venezuelan friend of mine was interested in winning a Roman priest to Christ. He visited him, loaned him books, discussed the Bible with him, prayed for him. After four years the floodlights of heaven shined on the padre and transformed his soul. I have met the converted priest and prayed with him.

God accomplished a great work in his heart. Sr. Perez had no thought of stopping, though it took ten years.

6. Are you inventive? Can you match every situation? Do you have a word for any emergency? Are you ready to fish at any moment? A missionary in Central America was visiting a volcano crater with a friend. His friend accidentally fell into the crater and landed on a ledge just out of reach. How could he be saved? They had no ropes or sticks. The enterprising young American slipped his trousers off, made a rope of them and handed them down to his friend. In a few moments he was safe, and no harm was done to the trousers. He saved a life—not having conventional methods at hand, he created his own. Be inventive. Meet every obstacle with a solution.

7. Do you have courage? You may be challenged, “Canst thou draw out Leviathan with a hook?” Reply, “Yes, by the all sufficient grace of the Lord Jesus we can pull out the biggest fish in the sea of iniquity.” The Lord said in Isaiah 37:29, “I will put my hook in thy nose.” With the hook of God’s Word we can pull out any fish for the Master! They are never too wicked for God to save.

8. Did you lose a hook? Some feel like



quitting because of losing a hook. Don't quit if you get one hook in a jaw and the line breaks, give him another one! Never give up. My mother prayed many years for God to save my father.

God has promised results if we faint not, and are not weary in well doing.

Let's go fishing for men!



## 6

# FISHERMAN DEMOCRACY

Personal evangelism leaves the realm of dignitaries, bosses and leaders, and places the worker on his own honor and initiative. This makes personal evangelism a democracy. Every personal worker for Christ must meet everyone on the Christian standard; the witness for Christ looks down upon none and looks up to none. His message is "All have sinned and come short of the glory of God." He speaks as the very mouthpiece of Jehovah, and with divine authority to whomsoever the Spirit leads him to witness.

Elijah was called upon to severely rebuke an apostate monarch, which he did; yet Christ was willing to speak respectfully and kindly to an unchaste woman who had fallen into the

quagmire of iniquity. This is the democracy of soulwinning.

Some very lowly people have won persons of high estate for the Master, and some persons of high authority have graciously and joyfully won lowly souls to Christ.

A humble slave girl was used of God to witness to the honorable, distinguished General Naaman. The Bible says he was "...a mighty man of valor, great with the king...but he was a leper." With all his natural greatness he was doomed. The mighty warrior was being devoured by the rebellious cells of cancerous leprosy. The godly slave girl, always alert to let her light shine, gave Naaman the right prescription for his leprosy. . .there is a God in Israel! Not was, but is. He lives! That was the vital message Naaman needed.

The unfortunate slave girl could not preach, and had she possessed the ability, the opportunity would have been denied her because she was a slave. However she could witness for her God. In this manner she was free even though she was a slave. In the darkness of a paganistic home her light shone. She lived an exemplary life in which Naaman and his wife had confidence.

The Old Testament abounds with examples

of spiritual democracy and the New Testament contains even more. In first century evangelism the unlettered fisherman, Simon Peter, testified before the learned rulers that Jesus was the Christ. His listeners were so amazed at his inspired delivery of words that they took counsel that he had been with Jesus! No greater compliment could be paid a follower of Christ. On the other hand, Peter was just as willing to look tenderly upon the poor beggar at the Beautiful Gate and give him "such as I have." Christianity is a democracy.

Paul, the religious gladiator who fought with "the beasts of Ephesus" and fearlessly defended Christianity in every society, was as ready to witness to haughty, position-crazed rulers as he was to humble women by a Philippian stream. In the midst of a devastating storm and shipwreck, or standing before the imperial throne of Caesar, he gave testimony of a living God and His power to save.

In the first century not only the leaders of the apostolic Church were active in soulwinning, but also the laymen. The believers went everywhere preaching the Gospel. The church grew amazingly fast because every member was a witness. By the end of the

apostolic period the Christian disciples numbered half a million!

### *BRAZILIAN REVIVAL*

This same phenomenon of revival can be witnessed in Brazil today. I heard of stories like this. A family accepted Christ; their relatives lived in another city where there was no Protestant church. They quit their local work, moved to that town, obtained a job to earn a livelihood and laid plans to start a church. The family began prayer meetings in their home and invited neighbors. They testified of Christ's power to transform lives, and gave out portions of the Word of God. Souls were saved by this simple ministry. It finally became necessary to send for a minister to baptize believers and to organize a church. This first century method is working successfully in the twentieth century. I maintain that if every member of our Christian churches witnessed for Christ the whole world would hear the glad news in this generation.

### *WITNESSING TO A CONSUL*

In Danzig Free State I was invited to dinner by the American Consul. He offered me an alcoholic cocktail; I refused explaining that the

capon was delicious, but I did not care for cocktails.

The after-dinner talk centered around our travels, our mutual homeland and birthplace. After describing my travels for Christ, I asked the consul to accept the Lord as his Saviour. He had many questions; therefore we discussed Christianity until the morning hours. Finally he asked if I valued his conversion more than a beggar on the street. Being uncertain of the motive behind the question I explained that he and the beggar were equal in their mutual need of the Saviour, but, that no doubt he with his talents and education would be of greater value to the Kingdom of God. When I saw that he was satisfied with the answer I clinched the point by saying, "Christianity is a democracy, all are equal in rights, but all are not equal in value."

We knelt and enjoyed a precious time of prayer. The consul confessed his sins and asked forgiveness.

### *SHOE COBBLER WINS A PROFESSOR*

Dean Culley arranged for me to give some talks at Wheaton College. One of the talks was to Professor Gregolia's anthropology class. Afterward, the three of us dined in the school dining room. As we chatted about

various Christian experiences, Professor Gregolia told us how he was won to Christ by a poor unlearned shoe cobbler. The brilliant Georgian professor received words of eternal life from the untrained mind and stammering lips of a shoe cobbler.

That shoe cobbler knew the democracy of soulwinning and was not ashamed to talk with the professor about soles and souls!

Saving immortal souls makes life a democracy! Testify to high and low, rich and poor with the same message of Christ and His salvation.

Let's go fishing for men!



# 7

## **FISHERMAN ENDURANCE**

I lived near the Gulf of Mexico during a good part of my youth and discovered that fishermen are hard workers. They have to struggle with tides, storms and price controls to bring food home to their children. Fishermen must be patient and persevering in their toil. If they fail to catch fish today, they return another day.

To be a good fisherman for Christ you must possess endurance. You must be willing to fight the storms of opposition, stem the floods of criticism, and labor in the face of seemingly fruitless endeavor. Tenacity and doggedness must be your constant equipment.

### *DR. CHALMERS AND THE INFIDEL*

From all visible evidence you might as well talk to an Alaskan totem pole as to ask some people to accept Christ. There seems to be absolutely no soul response toward God. However, the fisher of men does not work according to outward evidence, but by the principle of being faithful to God. In too many instances the fisherman gives up too soon. It is a challenge to read the account of Dr. Chalmers of Glasgow, Scotland, who visited an infidel twenty-two times, seeking admission to witness for Christ. The infidel was known to the minister, who, when he heard that the infidel was seriously ill, resolved to speak to him about eternity. Twenty-one times Dr. Chalmers knocked on the door and asked for an interview with the dying infidel—but twenty-one times he was refused. The twenty-second time, the infidel found no power to resist. Upon permitting Dr. Chalmers to enter his sick room he commented, “I want to see the man who could be refused twenty-one times!”

It pays eternal dividends to resolve to labor for Christ not by feeling, but by principle. We have a duty to fulfill.

As a boy I noticed some traits which were

characteristic of successful fishermen. Fishermen always get up early in the morning. Usually before the break of dawn the fisherman is on his job, and he labors until late before returning home. Those who stay on the job win souls for Christ.

Fishermen in the Gulf of Mexico travel several days journey out to sea to find the spot where fish bite the best; there they pull out specimen. Don't be afraid to go out of your way to win a soul for the Lord Jesus. Don't waste your time and energy fishing in fished-out spots. The easily accessible spots are usually "fished out." One time my little nephew came to Florida to visit; and as our home overlooked the gulf, he wanted to fish. To pacify him I fixed a tub of water in the back yard, got him a stick, tied a string on it and put a bent pin on the string. The little fellow sat for hours with his bent pin and string dangling in the tub of water patiently waiting for a bite, but he never got one for the simple reason there were no fish there.

Christian angler, listen to the voice of Christ. He knows where the fish are! When Peter, the veteran fisherman of Galilee, weary with an entire night of fruitless fishing, obeyed the command of Christ and said, "Nevertheless at thy word I will let down the net. . ."

he caught more than he could handle. If you are weary and discouraged, obey the voice of Christ and try again.

Let's go fishing for men!

## 8

# HOOKS FOR FISHERMEN

Know your hooks!

Arranged under "Hooks for Fishermen" are portions of the Word of God especially helpful for winning souls. It is well to mark texts in your Bible and often it is good to have the person with whom you are dealing read portions from the Bible aloud.

1. "For all have sinned, and come short of the glory of God" (Rom. 3:23).

2. "All we like sheep have gone astray; we have turned every one to his own way; and the LORD hath laid on him the iniquity of us all" (Isa. 53:6).

3. "For the wages of sin is death; but the gift of God is eternal life through Jesus Christ our Lord" (Rom. 6:23).

4. "There is a way which seemeth right unto man, but the end thereof are the ways of death" (Prov. 14:12).

5. "Whereas ye know not what shall be on the morrow. For what is your life? It is even a vapour, that appeareth for a little time, and then vanisheth away" (James 4:14).

6. "Boast not thyself of tomorrow; for thou knowest not what a day may bring forth" (Prov. 27:1).

7. "For what is a man profited, if he shall gain the whole world, and lose his own soul? or what shall a man give in exchange for his soul?" (Matt. 16:26).

8. "And as it is appointed unto men once to die, but after this the judgment" (Heb. 9:27).

9. "The wicked shall be turned into hell, and all the nations that forget God" (Psa. 9:17).

10. "And whosoever was not found written in the book of life was cast into the lake of fire" (Rev. 20:15).

11. "For God so loved the world, that he gave his only begotten Son, that whosoever believeth in him should not perish, but have everlasting life" (John 3:16).

12. "For he hath made him to be sin for us, who knew no sin; that we might be made

the righteousness of God in him” (II Cor. 5:21).

13. “But God commendeth His love toward us, in that, while we were yet sinners, Christ died for us” (Rom. 5:8).

14. “He that believeth on the Son hath everlasting life: and he that believeth not the Son shall not see life; but the wrath of God abideth on him” (John 3:36).

15. “Neither is there salvation in any other: for there is none other name under heaven given among men, whereby we must be saved” (Acts 4:12).

16. “But these are written, that ye might believe that Jesus is the Christ, the Son of God; and that believing ye might have life through his name.” (John 20:31).

17. “To him give all the prophets witness, that through his name whosoever believeth in him shall receive remission of sins” (Acts 10:43).

18. “But as many as received him, to them gave he power to become the sons of God, even to them that believe on his name.” (John 1:12).

19. “He that believeth on him is not condemned; but he that believeth not is condemned already, because he hath not believ-

ed in the name of the only begotten Son of God. And this is the condemnation, that light is come into the world, and men loved darkness rather than light, because their deeds were evil" (John 3:18, 19).

20. "Come now, and let us reason together, saith the LORD: though your sins be as scarlet, they shall be as white as snow; though they be red like crimson, they shall be as wool" (Isa. 1:18).

21. "Wherefore he is able also to save them to the uttermost that come unto God by him, seeing he ever liveth to make intercession for them" (Heb. 7:25).

22. "The Lord. . .is longsuffering to us-ward, not willing that any should perish, but that all should come to repentance" (II Peter 3:9).

23. "Seek ye the LORD while he may be found, call ye upon him while he is near: Let the wicked forsake his way, and the unrighteous man his thoughts: and let him return unto the LORD, and he will have mercy upon him; and to our God, for he will abundantly pardon" (Isa. 55:6, 7).

24. "If thou shalt confess with thy mouth the Lord Jesus, and shalt believe in thine heart that God hath raised him from the dead,



thou shalt be saved. For with the heart man believeth unto righteousness; and with the mouth confession is made unto salvation” (Rom. 10:9, 10).

25. “Whosoever therefore shall confess me before men, him will I confess also before my Father which is in heaven” (Matt. 10:32).

26. “Therefore if any man be in Christ, he is a new creature: old things are passed away; behold, all things are become new” (II Cor. 5:17).

27. “A new heart also will I give you, and a new spirit will I put within you: and I will take away the stony heart out of your flesh, and I will give you an heart of flesh” (Ezek. 36:26).

Let’s go fishing for men!