

ridiculed as a total failure for that. That was a very devastating thing for me to see. I always felt a lot of compassion for these fellows, but the mentality was that if you make it you are a man, and if you don't make it, you are kind of a weeny; that was the word that was used. The whole thing was brought right on over into the ministry.

JG: Perhaps there was the idea that if there was success in sales, why not bring the whole program, kit and kaboodle, over into a church and use that same program to spread the Gospel. What's wrong with that sort of idea since it does work in selling books, why doesn't it work in preaching the Gospel?

P: Well, I'd say that's primarily because of the sovereignty of God and basically my own more Calvinistic view point about election and so forth, would indicate to me that people aren't brought into the kingdom of God that way. Paul said, "I did not come to you with words of wisdom but I determined to know nothing among you save Jesus Christ and Him crucified." The kinds of things you do in the typical sales program to twist peoples arms, to put pressure on them, to answer their objections, to close them out to get a decision, typical kinds of things that you do to sell a product, you can do all that and even bring a person to a profession or decision, but as we know the Spirit of God is the one that needs to regenerate the soul, and a decision is certainly not equal to a disciple. So I think that the biggest problem of all is when you have an emphasis on goals and when you are setting your sights upon numbers, and upon results, you are tending to take the work of God into your own hands, and you are bringing about those results in a very Arminian way. Whereas, if your goal is to faithfully preach the Word of God, with a burden for souls, with a desire to see souls saved, and let God expand the ministry, let God take care of the numbers, and if a quota, by hook or by crook, has got to be met, you will begin to get into the arm of the flesh and therefore, the work of God cannot be done that way. That to me is the big drawback.

JG: What was done within the team for mutual edification and nurture? Did you pray together, did you share one another's burdens, did you have Bible study together?

P: Well, I remember a couple of different times; first of all to answer your question, not on a consistent basis.

JG: So most of the staff meetings were pretty much evaluating whether a man was doing his task and meeting his quotas?

P: Yes. Most of the exhortations or "encouragements" were always given in that context. A fellow would usually not be just told what he had done wrong, but the Word would be broken open and he