

PRACTICAL ASPECTS OF TRAINING

This is the title which we must discuss. We must establish a solid foundation in order to be able to gain one person every ten days. So now, let's have some testimony--what's the secret of witnessing? The first testimony will be from Allister Farrant.

ALLISTER FARRANT:

I just came here from witnessing in New York City. That's when I think I really began witnessing. Before that I had done maybe one month of witnessing, but in New York City I really learned the value of witnessing. I had many, many deep experiences with God through trying to find people. One thing that I particularly remember is that after really being rejected by one person I really began to witness. That's when I could really feel God's heart in witnessing. I was on a team that traveled to different centers in New York. I stayed in three different centers but I spent most of my time at Columbia in CARP. Columbia has the reputation of being the most difficult place in New York to win people. Columbia is a very intellectual university and also, it's very leftist, very Communist.

I had my best results there. I had the best experience witnessing to students. It was there that I realized that the only way we can save America is through college students. Through street witnessing you can't always meet high quality people but at universities that's who you meet--high quality people. And the reason that I could bring results was that I could really feel God in my witnessing. I felt so much guidance from God to the people. I would meet many people but I would know which people would be the people God would want, and those are the people I would pay the most attention to.

There are many people we can meet every day but very few are really prepared by God to come to this family. I had absolute faith that I could find people that God had prepared to come now, and that's what we really need. Loving people in the fallen world is very easy for me. I love witnessing and I love fundraising. What I mean is by just meeting a person and really pouring out your heart to them, you can see them change and that's what has always inspired me. I had so much hope for the people that I was meeting in New York City. I was sick and I couldn't even witness that much, but because of my desire I could find people. The greatest thing to remember is that if you can have absolute faith and deep desire those people will come. Also, I realized, especially at Columbia CARP, that we can bring the best people to our True Parents. We can bring the most intelligent people, the people who can bring much more than what we have. We can bring the people who can be the best leaders for the world. Often just by thinking about a person, I could meet that person at the campus. So many times I had that experience with people. That feeling is the most important thing, and really deep prayer. By feeling and deep prayer God can guide us.

I have had so many experiences with people. There is one person who really moved my heart. Mr. Sudo knows him. He is one-half Japanese and the other half Korean, Chinese and German. I had worked with many Japanese in New York City on the IOWC team and initially it had been very easy for us to work together and to unite. Superficially it had been very easy and then Mr. Tully went to get blessed. He had been our mediator between East and West. We began to experience much difficulty with unity and understanding each other. We went to CARP and we had a terrible time. I prayed to God to show me a way to make unity. Then I met Nioki, and through him we were able to unite. The Japanese members could love my spiritual child and he could come closer and closer to the family. But he was definitely a person chosen by God.

How can I say it--it is just your heart and your feeling, that is how you can bring success in witnessing. When you are the most tired and the most frustrated, when things are the worst for you, if you can tell God that you will never give up, it is then that you will find that person. In my most desperate moment to find people, that is, when I had my most problems and my most heartache, that is when I found the people.

MR. SUDO: God's guidance, this is one key point, and also, she mentioned a very important point: when you are refused, don't think that this is the end of witnessing. This is the beginning of witnessing. Also, God's guidance is very important. Without God's guidance, it is impossible to witness. Therefore, in order to find someone who God prepared, we must pay indemnity. This is prayer. Thank you, very nice.

LOKESH MAZUMDAR:

My name is Lokesh Mazumdar and I pioneered the State of Nebraska in 1972. I had a very deep experience when I first went out to Nebraska, right after we left Father in San Francisco. The beginning of my witnessing experience was absolute faith and devotion. The experience that has become part of my life, has to do with my feeling of absolute faith and devotion to God and True Parents. This life of faith has to be so imbedded in your heart that it becomes part of your nature. So when I went to Nebraska, I went there completely feeling that I was not alone and there was not going to be one day in which I would feel alone.

I was convinced that the True Parents were with me, and I was convinced God was doing something even though I did not know exactly what. But He was preparing situations and circumstances. This was my absolute faith. So I went there and my goal was to grow, to be able to love True Parents, and to be able to fulfill what my True Parents had asked me to do. Those were the goals that I had in mind, and they determined the way that I was to live, my personality, my experiences with truth, and the kind of experience I was looking for in order to develop my heart to become closer to True Parents.

I had taken down every word when President Kim was giving the lectures. I took down everything because I knew that this was going to be invaluable and that without understanding the Divine Principle, I would be working under a handicap. I worked on the basis that if your heart is right with True Parents and with God, then you are a bonafide member of the Unification Church and then, whoever comes into contact with you does not come just because he feels like it, but because God wants him to. Somehow, God's hand is in it. So any encounter you have with anyone is an encounter that is set up by heaven. This was my attitude toward everybody that I met.

In New York when Father first spoke in the Lincoln Center, he told us to go out and to sell these tickets and to get people to come to the Lincoln Center at \$18.00 per ticket. I completely let loose at that time because I wanted to really love the True Parents. I wanted to grow to love True Parents more than I did my own physical parents. I tried to sell tickets even to lamp posts and to dogs and cats. I spoke to them and I said, this is my chance and I am really going to practice--I'm going to go all out. When I finally went to Nebraska after that training, the confidence in my heart was 100%. I was not afraid to speak to anybody. There was nobody, no high person or low person, or person in between that I was afraid to speak to. I never thought that this man was better than I was or that he was untouchable or that he was crazy or something like that; those things just didn't cross my mind.

In contacting people then, I believed in what I was doing. I believed with 100% conviction that I was in the right place; I had no doubt. One of my very good friends, who was not a member of the family looked at me in a very strange way one day and said, "You know, I get a funny feeling that you really don't have any doubt that you are doing the right thing." I told him I didn't have any doubt. He said, "Not even a little doubt?" I said, "No, not even a little doubt." And he just shook his head in complete disbelief. Because in the fallen world, people are not like that. Nobody is 100% convinced about what he is doing. It has a very uplifting effect on people when they know you have confidence in your belief. I am talking about sincerity-- a 100% genuine sincere feeling.

You're sincerely concerned with this person's life. You're sincerely concerned to bring joy to this person as you have experienced joy with brothers and sisters. You're sincerely concerned about his deeper relationship with God and for his knowing and having hope in the True Parents. You're really sincere about every word that you speak; you are not play-acting, you are not putting on a show for anybody. You are sincere to yourself. There are two levels of relationship. One is with you and God and True Parents. It must be absolutely sincere. And the other is with brothers and sisters. That must also be absolutely sincere. I felt that if every day I could come closer and closer to that point, then I would get better results. And always, whenever people spoke well of an encounter with the Unification Church or with me or with anybody in the family, it was always, "You people are so sincere--that really gets to me." When you contact someone you have to care for this person. You have to look him in the eyes when you speak to him so that he cannot deny your sincerity and your honesty.

If your understanding of the truth and your personality and your heart are growing to the point where God is able to work through you more and more, then you will find you can influence people. You can talk to a person for maybe five or ten minutes and you can leave a deep impression in his heart. He may not come and join the Unification Church the next day, but he'll never forget you. When some situation comes up in his life, he will remember you. If you run into him again on the streets which often happens, you can often pull him in. To bring a person in you have to try everything.

I'll give you a personal example. My parents and my brother and his wife are members of the Unification Church. All this happened because during 1972 in January when Father assembled us in New York, I made the pledge to God that I was going to force myself to love True Parents more than my physical parents. I had lived for 24 years with my physical parents and they had given me their entire life. They had sacrificed everything for me and I was sort of captured by them. But my mind told me, this is the truth: the True Parents have come and we are their children and we have to love our True Parents. So it started out that way.

After training, I went to Nebraska. Then, about six months after I had been in the field there, I realized that I still thought often about my physical parents and so on. I would still take time out to write letters. I wrote to them concerning the True Parents and family and Principle life. And then finally I made the decision that I could not have divided loyalties. Father had sent me to Nebraska; Father gave me hard earned money; Father had faith, hope and trust in me. He had sent me here so I had to give myself completely to him. I had to make this condition to God. Otherwise I was not being true. So one day I prayed to Heavenly Father and I said, "I am going to write one last letter and then I am going to leave them in your hands and I am going to give myself 100% to you." When I did that, of course, I felt deep pain. I did not know what was going to happen to my parents in India, but I just let them go, I just gave them up.

Then a month or two later, my mother wrote me and asked me to send her some application forms and they all filled out the application forms. Recently I got a letter from my mother and she said, "You know, if I were younger, I would come to your center and I would join your center and work for our True Parents there." She is 62 years old and my father is 70, but they are members and they pray through the True Parents' name.

I believe that because our level is sometimes very low, we're not very sensitive to what is happening in spirit world. You must have the faith that if Father said something it is 100% true. Take Father literally. You're always safe that way. Everything that Father says, every word that he utters is a word that comes from the mouth of God and it may never come again. So just hang on to it and use it as best as you can for Heavenly Father.

So you start out with a foundation of faith. Then you go and talk to the people. It doesn't matter what they look like, just talk to them, and they will feel your concern. You will find out if there is something wrong in their life, if they are not feeling good, or if they are having problems with their wife or husband or parents or something--everybody is unhappy, very few people you know are really, really happy. Everybody is unhappy. But if you inspire some confidence and some trust in this person, maybe he will say, "I would like to become friends. I would like to make contact with him." Then you do everything you can to pull the person in. Give him a phone call or write to him a little card or just some kind of remembrance.

In Nebraska we are very close friends with the lieutenant governor. We can walk in the office anytime and he always gives us something. He is a rock collector and he pulls out something and he gives it. And, of course, we never go to him empty-handed either. This giving a little token something, just a token of love, is not a bad idea. It cannot hurt, even though it may sometimes seem phony or artificial. Even though you don't feel it, you don't know how God is working to change a person's heart. His heart may change and he may really come to that way.

The last point is raising the people. Once you make contact with a person, you have to hold him, and this is where I found I was able to give Heavenly Father a chance to work through me. I did not withhold myself from my spiritual children or my members. I did not hold anything back for myself. I never put myself before them. You have to think of two things. It is a very delicate situation: on the one hand, you want to really raise them to where they are functioning for our True Parents, to where they are part of the Unification Church and they can do good things for God. On the other hand, you do not want to just pull them in and overwhelm them with so much love and just finish them off that way when they really don't know anything. Then they are not able to go through the three levels of judgment of truth and personality and heart.

There is a process of education that goes on every day and sometimes we would talk for hours and hours, well into the night and into the morning--very stimulating discussions about Jesus, about God, about True Parents. Anyone that comes and gives himself to you, gives himself to True Parents through you. His life is in your center. His whole day from morning till night is spent for God and for True Parents. And because you love your children so much that you become really close, you can't forget this. It is impossible to treat spiritual children with disrespect or to treat them with a feeling that you don't really care about them that much, that they don't matter that much to you. They are part of your life. They are part of your body. One

day we will come together under our True Parents and your child will want to see all the families and all the clans and tribes and so on. I think spiritual children are a source of tremendous joy and love. Centered on love the relationship is like a powerhouse.

Father said one time that you know if you are a perfect subject, a perfect object will appear. The reason why we here in America have not been successful is because we are not perfect subjects. But the closer you are to that ideal the more response you will get from spiritual children and the more objects you can get. This is a fact. In other words, the more centered you are, the more right you are with God, the more you grow toward the ideal, the more response you will get from people. You will find that people--young and old--will respond to you. They will consider you to be a mediator for them and a person who really inspires confidence.

I want to share one last experience with you in terms of the seriousness with which we must take this mission. I used to be very careful in the beginning. Also, sometimes we got bogged down with a lot of extraneous things that deviated from the mainstream of our push. I used to pray and sing for about a half hour before the teaching session every day. I would set the atmosphere all by myself. "Somebody will come, somebody will come," I would think, hoping and praying that somebody would come. This one afternoon I took the family downtown and we were street preaching and singing songs and I was breaking in a couple of new people. Somehow, I got delayed. I knew there was a session at seven o'clock and I was very strict about that, always to be there on time because of somebody comes, then his life is in your hands. God is bringing this person to you. And this day I just did everything I could--I just scrambled and ran and ran and drove like a maniac all the way to the center and I arrived at the center two minutes late--two minutes after seven. There was nobody there in the center and I saw a little card, a little note on the door, "I was here at seven o'clock. Where were you?" That feeling is still with me. I don't know who this person was. There was no name, nothing, but I felt that somehow I was responsible for this person, and I must find this person somehow. This is serious, very, very serious. Thank you.

BARBARA BURROWS:

Good morning. My name is Barbara Burrows. I was born in Guyana, South America. I came to Divine Principle in Rome, Italy. I always wanted to be a saint when I was a Roman Catholic and an opportunity came when spirit world led me to the Divine Principle. Since then I've tried to keep my mind centered on one thing: obtaining the kingdom of heaven not only for myself but for others. When I was in Italy I witnessed a great deal. I feel I've witnessed throughout my nine and one-half years in the Divine Principle to hundreds of thousands of people.

The first thing I know about witnessing is that you have to pray, because if you don't pray, you cannot be led by God. In some way or other I was led to all the people who accepted the Divine Principle. Sometimes, after prayer, I would start fiddling around in the center and as soon as I would go through the gate, the first person would be there. My fiddling around was not because I was stupid and fiddling around, but spirit world held me back from going out at that very moment after my prayer so that I could meet the person who would be waiting right in front of my gate. In Italy people are well-groomed and so to witness, you must be well-groomed. That is the first thing. I looked after myself very well, so I was able to approach anyone. I witnessed to Fredrico Fellini, who is a great producer. I witnessed to the head of a monastery, Father Julio, and to many important people in Italy--the first judge of Milan and people like that. I could approach them because I was well-dressed and I knew how to speak to them. I already had a flyer and because of that ready flyer, I could engage them easily in conversation.

Now, you must be a person who can converse on many things. After studying Divine Principle, we can converse on politics, economics, history, religion, philosophy and music, so no matter who you meet, you will find that there is a point of contact, and you must look for that point of contact in the individual.

Besides being led to people through spirit world, I sometimes see people who resemble members that I know and very often those people are prepared to listen to the Divine Principle. So, if you meet anyone who resembles a brother or a sister go right up to them and say, "Are you Mary Ellen?" They will say, "No," and then you have a point of conversation.

I often look at faces and expressions on faces. You can approach people because of the expression they have. If they are very happy, you can say, "Well, you feel as happy as I feel. But there are certain things that I am unhappy about. Are there things which you are unhappy about?" You have to be exuberant. You have to be filled with life so that when you engage them in conversation, they don't want to leave you.

My motto is, a moving target can never be hit. I myself must be a moving target getting people. I engage people in conversation with something that will help them --perhaps there is some problem that I might solve for them. I don't approach people right away with God or Divine Principle. No matter where you go, people don't want to hear about God. They don't want to hear about Divine Principle, so you try to win their heart with your personality.

If you don't have a very bright smile, or if you are not a very amiable person, you can practice it. You can go before the mirror and see how your smile looks and if you find that your smile is not quite right, have a brother or a sister teach you how to smile--yes, it can be done. Anything to win God's children.

Then you have to have a certain amount of humility. If someone wants to let out everything, even if it takes them two or three hours, you must be humble and listen and be patient. Don't tell them all you know. Never let out all you know, because then you empty yourself and they can get after you and you won't be able to win them at all. Let them empty themselves and then you can begin to give just a little bit of what you have. When you begin to give that little bit, you will begin to draw them to you naturally. When they see that you do have something to say, "Well, look. It is impossible to tell you all the things that I know." Then you make an appointment to teach them Divine Principle. You must have a positive attitude and perseverance. When you see people taking on a conversation that might be unpleasant, or from which they might leave, you must swing the conversation on very simple things like the weather, or, you know, whatever season it is, or daily news. You must always know what is happening that day in the papers. You must be aware of what is happening in the world and you can swing the conversation to a point where you can really win their heart:

Then, you have to be daring and fearless. This is how you meet important people, because if you were fearful you wouldn't be able to approach certain people. In my country I approached the prime minister. He is somewhat related to me so I could approach him, let us say, because of family. But I went to all the different ministers of the government and said, "I have something important to say to you. By approaching them in this manner, they like your approach, because they are people, too. They wanted to give me a government job. They wanted to give me a big job; they wanted me to be an ambassador to some country because of this very attitude of being so bold. So I was able to win them. For instance, one minister came and examined our group. Then, when Communists started working against our family and wrote ugly things in the papers, those people in the government were able to give a testimony for us.

I remember I approached a very famous professor in our country, Professor Norman Cameron. He was a graduate of the University of Cambridge. How did I engage him? This might be difficult in pioneer witnessing, but I invited him to taste some Korean food. So, for the girls, you should know how to cook delicacies. Then, maybe you can invite people over and entertain them. While you are cooking, sing a bit and be very, very happy. Then they will want to find out more about you. I suggest, also, to people who are pioneering, you can do some babysitting for lawyers and doctors and people like that. You do some babysitting and they might want to pay you. Say, "No, I like children and sometimes I feel so bad about children, because we don't know what kind of world they are going to meet in the next 10 or 15 years when they grow up." You begin your conversation, you see. Now, when they discover that you might be a college graduate, well, then they will want to know what you are really doing. Then you have something to give them; you have something to tell them. The boys should become handymen because it is very difficult for them to be babysitters. Then, again, there are many little boys in families who might be too tough for ladies to handle. But you could always do a handyman job. If a well-educated person is doing a handyman job, people will say, "What are you doing?" "Some people look down on this kind of job," you can say. "I want to know the psychology of why people look down on people doing handywork. I think it is important to make people feel that no matter what job they do, without that particular job our world couldn't exist." And there you have another point to reach out to that person.

When I visited the University of Guyana, I looked around to find the person who had the most people around them, and I went to that person and I said, "You have to teach me something. Where did you get such a striking personality?" And you see, I really have a leader--one of our center leaders--a very brilliant girl, Amanda. I asked her, "Where did you get such a personality?" That is how I won her. Later on she found out I had a personality, too. For college students, there is another way of reaching them--you challenge their knowledge. You have to know how. I heard Father saying that we have to know how to pick a fight with them, not a real fight, but you know, start arguing with them. You could out-argue them with your knowledge of Unification Thought. Many professors in the University of Guyana are really taken by Unification Thought. They think that it is something fantastic, and many of them are studying it right now. You study Unification Thought and you can hit home with certain things those students

might never have thought of. You have a chance of winning by showing your superior knowledge; you may win them.

And now, questionnaires. I used questionnaires when I was in Italy and that worked up to a certain extent. I would make up questionnaires and ask people certain things. I don't know how much that would work here, but I brought in one or two people that way.

And now, groups. I visited spiritual groups in Italy. And there was one particular medium, Yolanda, and I'm sure the Italian members know of Yolanda, indirectly, and they may not know it, but they are here because I went to Yolanda. She was a very famous medium. For 21 years the spirit world told her the Messiah was walking on earth, and when Father was in prison, they told her that he was incapacitated. When I went to her she was amazed at the Divine Principle, but she did not want her followers to know about the Divine Principle. So I visited her very often and I looked around at the people who I thought were very good and I always left at the time they left. I would engage them in conversation on the way to the bus and finally I won them over and finally she was won over completely.

Those are the main things I could think of. Prayer, perception, personality, and I think with that you will be able to win the world. I know that I could have won more people. I lost many people probably because of not doing better follow-up. I have about 21 people in Guyana to whom I have directly witnessed. In Italy at one point in the course of one year there were 12 people who really accepted the Divine Principle, twelve people who accepted and who actually still are in the Family working. So you can do a great deal.

MR. SUDO: We have a great pioneer as an example. Father's smile is very nice, and I heard one testimony from Father. In the beginning of Father's mission, when Father could understand his mission, he became very serious and he couldn't smile, and people were afraid of him. Then he felt that something must be changed, and from that time on he started to discipline himself how to smile. Every morning he went in front of the mirror and he tried everything. He tried how to smile every morning and gradually, gradually, he was able to smile nicely. Therefore, even the Messiah must study how to smile.

BRUCE GRODNER:

My name is Bruce Grodner, and I was thinking about the testimonies and I was wondering who would give the best testimony. I thought it might be a child of one of us, because that person actually changed their whole life because of us and because of God and True Parents. Then that kind of person would be the kind of person to give the best testimony.

If a prospective spiritual child has give and take with Satan and then I come along, somehow I have to be able to subjugate this give and take. This give and take with Satan is not a total oneness. There is some weak place somewhere. This person isn't so sure what they're doing or sure about anything in their life. Prayer is the key point to finding out where that person's weak point is.

In the center I came from, people made very strong prayer conditions. Some people would pray until they shed tears and other people would pray for a hundred minutes or for long times. Some people would pray for five hours a day. But sometimes their actions weren't so great, so I would look clearly at their percentage of time in the prayer room and their results and I saw that we really need to act. Prayer life is really important to me, but after the prayer every ounce of energy we got from the prayer should be developed and put into sheer 100% desire to find that child.

Someone told me that if someone is climbing up a water tower, I must be the kind who would go chasing after that person right up the water tower and witness to him up there. Or if someone takes a left down this alley you think maybe he is going home or he's doing something, but the thing is to really find out why that person crossed your path, why he is going left or right. I have had many experiences when spirit world told me to stop and wait--just wait for a certain person. He might have just been backing his car up. I waited for the person to get out of the car, and he was a good person.

I know that many times when we stop people we get rejected. Once I walked up to this woman on the street and she immediately was repulsed by my being there. I came on with the Divine Principle or with Unification Church. From that point on, I realized that people can't accept that kind of thing right away. One of the things I did at that time was to make some determination for the following day. Every night I would make the determination according to the spiritual atmosphere--what I felt I could do for the next day. The next day I felt that I could meet two good people. In my case, that meant to bring two people back to the center. In the case of pioneer witnessing it would be

to have good give and take with two positive people. Then I would come home at the end and I would see my result. I would make some condition--if I don't bring back two people then I will take cold showers or fasting or something. Mr. Sudo said to work internally if we can't find someone to make an external condition and it really helps.

Everything Miss Burrows said is really true--to smile and to really be sincere and to really be aggressive. If we can be aggressive and absolutely determined to do something, we can make Heavenly Father do miracles. Many times I would lose faith, but I would make a strong thrust of determination and I would become a different person. I would become the kind of person that could really find people and meet people and deal with people and bring them home and show them something we are doing. Each one of us has a personality. Each one has to find where that point is--the point where we can't go any higher--the point where Satan is. Every day we have to go beyond the limitations and boundaries to find new life. So, if we know there is new life ahead of these limitations and boundaries, then we can certainly go that way. Ultimately there is no repentance. Repentance would be watching everybody being killed or watching ourselves and our brothers and sisters in prison or something like that. It is a life and death thing and each day is very important. To get to the point of feeling accused for sitting down or sleeping--this is what I felt when I had give and take with good results. Every time I did something outside of it, I would feel very confused and very accused by myself or by spirit world for not saving people's lives because each person is so valuable. Thank you very much.

MR. SUDO: He expressed real aspects. Sometimes we hear excellent special witnesses, and we get intoxicated. But when we go, we are still not so high spirited. We cannot smile or something like that. His presentation was very practical, I think. Every day we must review ourself and make determination. This is the system. We must reckon with what we have done every day before Heavenly Father. Therefore, don't leave anything until the next day. If we can't fulfill our daily goals, then when we come back to the Center we must solve the relationship between God and us. Sometimes we just go back and sleep without any solution between God and us. God doesn't say anything because He has no mouth. He knows everything--therefore if we made a promise and couldn't fulfill it, we must apologize and restore the original relationship with God. Every night, every night. And we can prepare. We can make some determination for the next day so that God can help us, God can guide us. The relationship with God is seemingly invisible but it is a reality. We must understand that invisible things are very realistic and more stable. We must understand this point. Therefore, don't think light of a relationship with God. First of all, we must arrange our invisible relationship with God. Then afterwards, the visible relationships will be well arranged.

KATHLEEN VIRTUE:

My name is Kathleen Virtue; I'm from Oakland. I have to be really truthful--most of my success in witnessing is nothing I did myself. It is because of the Oakland family, because of Onni and the standard she taught us and the staff there. When I witnessed on the streets I had a little table and I never said too much; I just invited people over and I think most of the people came to dinner.

Once they were there inside the house, Onni taught us that we have to be happy-makers. She said that the purpose of life is joy so you must be very joyful all the time and in Oakland it is that way when you walk in the house. Every one is very joyful. We sing songs and we sing them three times faster than you do here. She emphasizes not so much the truth at first, but that you must really love people. You must "love-bomb" them. Onni has a staff of about 12 people who are the best "love-bombers" in the whole world. Sometimes when I would be having trouble with one of my guests--they were not responding --I could give one of them a look and they would come over. Their ability wasn't in anything they said but it was in loving that person. Finally the person's heart would melt and he or she would sign up for a training session. Onni would have us chant, maybe all 70 family members would chant for two days, "Open your heart, accept the Principle, all move in"--a non-stop chant--and that really did a tremendous amount. She would always assign one person to each new member and we had to do everything for that person: we couldn't even leave them for a second. We even followed them to the bathroom and back, and we did everything for them first. So my members never really came because of me but mostly because of the things that Onni taught us. The kind of love she showed us and that type of standard.

MR. SUDO: What she described is the key to success in witnessing and it has been put into practice in Oakland. How many here came from Oakland? There are fourteen or fifteen here in this room from one church. Love must have been the secret of success.

Love is more important than truth. How to be the source of love is a big job and it takes a long time. It is difficult to be like Onni immediately. Her secret is love for Father.

KEVIN BRENNAN:

My name is Kevin Brennan and I have an undetermined number of spiritual children. All but one of them come from Los Angeles during the three month period that I was there. It is quite a story. In just three months I brought results after a long time with no results at all. Part of my success came because I was able to speak Spanish in Los Angeles, where there are many Spanish-speaking people.

Actually, during the first month I brought almost no people. I was just witnessing in English and it was hard for me to bring anybody. Mr. Werner specified that you should try to bring three guests off the street every day. If you couldn't bring even one you hadn't accomplished anything. There were days when I couldn't bring anybody even though I tried hard. I felt that if I went through three days of bringing nobody over, I was really a disastrous failure indeed--but it never got as bad as that.

At first I didn't remember enough Spanish to witness in Spanish but I picked up a little more and then I developed a Spanish witnessing line. I think the key thing was that Spanish-speaking people are really responsive. I'm sorry to say this but English-speaking people are no more responsive there than anywhere else. I got almost no result with English-speaking people. We had Spanish-speaking lecturers at the Center. We had some members who could speak both English and Spanish and in one or two months they learned to give a lecture in Spanish. It was really something to see that.

At first I didn't know what witnessing line to use because I had learned a different way of witnessing in San Francisco. But after a while I caught on and developed a witnessing line that combined both approaches. I had heard before not to spend more than three minutes with one person unless he was really interested in coming to the Center. So I opened by saying, "Have you heard of Unification Church? We try to unify all kinds of people with all kinds of backgrounds." That was how San Francisco witnessing had been. But then I followed that with a question, "Are you Christian or agnostic or some kind of background like that..." I did not ask them if they were Catholic or not because I didn't want to convey the feeling of conversion from Catholicism to the Unification Church.

So I asked them if they were Christian and if they said they were, then I said that we were a Christian group also and a couple of other things. I also told them we were interested in preparing for the time of the Second Coming of Christ, whenever and in whatever way he comes--to give them some intrigue and to avoid any arguments about the Bible. Just get them interested and they'll have their own things to speak about. Then I'd know if they were interested or not. If they were curious and open-minded then I'd invite them over. Then they'd say "Tomorrow," or something like that, and I'd say, "How about now?" And most people would say no, but I would give them a card and invite them to come over later, and actually some people did come over later.

Then there were a few people who I didn't bring over right away. One thing that was emphasized in Los Angeles is that you have to choose the people. In the beginning, I was so desperate to bring over even one person to the Center in a day that I would witness to anybody, including drunks and bums. Those people the Center promptly kicked out and finally I gave that up and changed my witnessing line.

I feel unless I'm positive I have no business witnessing at all. So, if I felt negative, I would go somewhere and pray and take a break and then go out again. Surprisingly enough it was often after a period like that, that I got my results. Also, I did not stay in any one particular place. I would go all over the place--sometimes the park and sometimes other places. I kept my contact short in the street but I had no time limit on the time I spent with people I brought to training sessions at the Center. Even two hours was not enough time to spend with somebody I brought over for the workshop.

Another thing is that the Los Angeles Center had made a point of having a fifteen to thirty-minute prayer condition every night about 11 o'clock. At first I did not know what to do with so much prayer time but then I realized I had plenty of things to pray about; potential spiritual children and contacts--many things.

MR. SUDO: Just one comment... One key to success in witnessing is the question how we can find those who can respond to God? Not to man, but to God. Not conscientious people but people of original mind. We need those who believe in God--those who are not so fundamental, and who are people of original mind. Therefore, we must investigate and study how to ask the first question to find fully qualified people. In fundraising, talk is very important; likewise, in witnessing, talk is very important. We must have a practical understanding of witnessing talk because we must be experts in witnessing.

PATTY ROBINSON:

My name is Patty Robinson and I am from the Portland Oregon family. I have been in the family for nine months now and I have eight spiritual children. For myself, I think the most important thing is to be a principled person as much as you can be and to have faith in God. If each one of us were really like our True Parents, as principled as we could possibly be, then we practically wouldn't have to witness--people would notice something about us. They would want to come and talk to us.

Another thing I found to be really important, too, is honesty. I was leading a witnessing team in Portland and I'm afraid that many of the people on my team weren't very honest with people who came. People would ask a controversial question about something they had heard about Father, and family members would try to wash over it. I think it is important to be totally honest, because people are sensitive to that, and we want the type of people who are sensitive to that. If I fall short of being a principled person and someone points that out, then I should be willing to admit that. I want to share with people the ideal we are striving for.

Many times we can't rely on our own "common sense." I have a spiritual daughter who happens to be going pioneer witnessing at this time. She is here in the training session. When I met her she seemed totally different from me. I was completely led to walk up to her and start speaking with her. I knew that God wanted her in the family and we were really set up for it but I thought we were so different. Later I found out that we were very much the same. I was witnessing in a downtown area and we had a lecture hall in which we were giving lectures. She said she would come to a lecture later. Each one of us had heard that a million times and waited and waited and waited. She said she had to make a phone call before she could come and she asked me if she could borrow a dime. I hesitated and thought that if she talked with someone on the phone they might persuade her to do something else. In my mind I said a short prayer and gave her the dime and trusted that God would work somehow. She didn't come to the lecture and my heart was really broken.

I was really depressed but I was determined to go all the way. For some reason I loved her deeply and I just went on throughout the day and for some strange reason I went back to the Center in the middle of the day--something I never did. I walked into the house and she was sitting in a rocking chair in the Center wondering about everything that I had told her. She came to a workshop just before we went to Madison Square Garden and she worked on the streets with us there. I think that the most important thing is to be guided by God. I didn't know how to say much more.

It is hard for me to give a practical example because mostly I act on faith and love the people. Each of my spiritual children has come at a time when I was down at the lowest point and feeling God's heart the most because people wouldn't respond to me. I know the most important thing to do is to be principled people. Then we can be confident that what we do is guided by God. I'm not really aggressive and Barbara Burrows inspires me. I can't imagine myself doing some of the things she does--I hope that some day I will have that kind of nerve. But one time I was walking down the street and thinking that nobody would stop and listen to me. There was a whole flock of people coming by and just out of the blue I got inspired to just run over to this person that I could hardly see until after I began talking. I said, "You have to come and hear what we are saying."

At that time our bus team was in town and I said that young people from all over the world are here in Portland for just a while to share a really new revolutionary way that works, that is really changing the world. It is already happening on a small scale and if you want to know about it, you better come because we may be leaving town at any time, you know? I know that God told me to say this to him, because this is not something I would say if a person were standing on a street corner. So, he said something like, "I'll be there," and he took off. And I thought, "Yeah, sure." But he said he would be there so I went and waited for him and I waited and I waited.

It had been a long time of waiting that week in witnessing and I was exhausted spiritually and physically. I was sitting there thinking, he's got to come but he won't come, and I got up and I started to leave and I started to lose faith. Just then he walked in and said, "Okay, now I want to know about this new revolutionary culture that is existing in the world today on a small scale." And he heard the lecture and he came over to our Center for dinner and he sang a song with us and he had a really good relationship with the family, but he didn't come back for a while. It was like he really loved it there but he was involved in a lot of other things. I was really hoping for him to come back, so I kept calling him and he didn't come. Finally he came and he said that after the first night he came he had written a song for us, so he sang it for us and then he left. We didn't see too much of him after that so I was worried. In the meantime, we had to come to New York to work for the Madison Square Garden campaign and I knew that he was supposed to be in the family and I was afraid of what would happen.

I kept calling him and kept calling him and he had every excuse in the world why he couldn't come to a workshop and they were all legitimate excuses, but I made friends with him and after a while, bit by bit, shared with him part of what we were doing. I knew all the time that God wanted him in the family and when finally he couldn't come to a workshop, what I had to do was to inagle my own time around and we had to teach him conclusion in the Center. He joined the family about a month and a half after I witnessed to him.

So you can see that we have to follow up on people more. And we have to really love them and not just try to show them that we think God's love is for two minutes on the street. I think that if God shows you that person and if you are a channel to reach them, then you have to keep following up.

I think that we really have to pray a lot and let God guide us and then follow through to the end, not just half-way, because that is when God can really work--when we go beyond ourselves. Thank you.

JOHN DOLAN:

My name is John Dolan and I've been in the family for three years, but I've been witnessing under two years. I have seven spiritual children and there are several others who I raised and taught. I wrote down five things. The first thing is know what you want. The second thing is to pave the way for it. It's like a road--you pave the street first, clear the way. I'll explain what I mean by this in a second. The third thing is recognize it when it comes. The fourth thing is hold on to it through storm and drought. The fifth thing is be grateful and careful.

For some reason when I first started witnessing, I had a clear idea that it was my personal mission to bring college graduates into the family. So, though not all of my spiritual children are college graduates, five are, a couple of them were getting their masters degrees, and one was getting her PhD. I knew exactly what I wanted and my prayers were answered. I had a clear picture. Father said one time, visualize the person you are going to meet and visualize the place where you are going to meet them. I wasn't 100% successful in doing this. There were many places I visualized where I didn't meet anyone, but that is the way--to know what you want. The second one, to pave the way for it, is what Mr. Sudo talked about in his talk on aggressive prayer conditions. I found that the majority of my people came in response to a prayer condition that I had done. I did a 21-day prayer condition--it was just half an hour reading Master Speaks and praying. People came directly from these conditions. I did one specific condition before a campaign in Minnesota. I was really determined that this prayer condition was going to work. Also, believe in your prayer condition and have a reason why you want to do that prayer condition, why you want to bring those children in. I hadn't been in the last campaign when our bus team had come through but I had heard that some Communists had given us a hard time. I was really angry, and I said that when I went to Minnesota, I was going to find people. So I made a 21-day prayer condition to bring in three people. We had just two weeks in the city. Of the three people who came in response to that condition, two of them are here in Barrytown today, two years later. I was really determined in that condition with paving the way. One thing that stuck in my mind from Mr. Sudo's lectures was a picture of Jacob, Esau, and the angel and making and removing barriers on the vertical level. By removing the barrier, the person can come to you. Father once talked about it in a different way, setting up an electrical charge between you and the person. So it is just like electricity, they can feel you. They might not be right with you, but they can really feel you. I remember one of the first people I brought into the family. It was right after I heard Father say that. I just thought about that person all the time. Father said to be missing that person at meals, to be missing them at night, to be missing them when you're singing; to be missing them always. I felt that so strongly about that person. I had told her about this special training session we were having in Washington where Father was speaking directly to us, just the members. One day at lunch, I wished she were there to eat lunch with us, and I was on my way to call her, and I looked around and she was in the back of the audience and she had come up.

Noticing and recognizing the people when they come...some people are very easy to recognize. There is one sister who I met walking across the bridge in Minnesota and she came up one side of the bridge and I came up the other side and I said, "Hello, my name is John Dolan, do you believe it is possible to unify the world?" and she started laughing and I said, "What is so funny?" and actually she was really amazed. And I said, "Why are you so amazed?" She said, "I was just talking with my philosophy professor," and I said, "What is so amazing about that?" and she said, "Well, his name is John Dolan." That was Judy Green. But anyway, I recognized that person as being sent by God. It's pretty easy.

The next thing, hold on through storm and drought. For example, in Judy's case-- I brought her over to the Center many times and people were asking me, "Why did you

bring her over here?" At that time she was a Catholic atheist, and because of her background in philosophy, she was quite persuasive in logic and some of the new members didn't know how to answer a lot of her questions. I would say, "Just wait, just wait." What I mean by "through storm and drought" is, sometimes it will seem like it is very dry between you, like there is nothing going on. Just keep calling them until they absolutely refuse, absolutely say, "Get out," and then call them the next day. There was one sister, who I consider the hardest among the seven, who heard the Principle and knew it was true. I had to keep pulling her back. I'd call her up and I'd know she'd be in, but she just didn't want to hear from me at all. I'd still keep calling her as long as there was just a little bit of hope left. I'd keep calling her and calling her. She'd be in the most depressed moods, and she'd be sick and didn't want to talk and still I'd call her and finally she came to a workshop. Right before that time, after I taught her the conclusion, and I was still trying and I was really praying for her a lot, I made a 21-day condition. She came right on the last day.

There was another sister who was going to graduate school in botany in Ames, Iowa. She was considering joining, but she said, "Well, I have to go away for two weeks with my professors to Arizona." When they were out there, their car went off the road and they all almost got killed. And she came back and I talked to her some more, but she wasn't quite ready. Then, another time she was riding her bicycle through Ames and she almost got killed again. So, it was really serious. She finally came to a workshop. Then, at the end, she looked at me and said, "I never thought you'd do it. I never thought you'd get me." So anyway, perseverance. There are a lot of people who would be in the family had we persevered, especially those people who have some feeling that they are sent by God. And be careful when you first get them. Don't get too confident or become elated too soon. Just be careful and cautious and don't let Satan get in, in any way. Okay? Thank you.

MR. SUDO: Many important comments--five points, every one is very important. But he told this without mentioning the most persevering person, Heavenly Father. If He hadn't persevered, if He had given up, then who would be saved? He persevered 6,000 years to find the first person. Have you persevered more than 6,000 years? Then we cannot complain...

SARA PIERRON:

My name is Sara Pierron. When I was in training in 1972, Father said that our motivation is what is really important in witnessing and in our missions. In some ways I was given motivation throughout my life but, in other ways, my daily experience added to that motivation and enhanced it. As a child I always had fun believing in things. I used to spend a lot of time alone and I used to go outside believing that certain things would happen and then see if they would happen. All my life I believed in miracles. I believed that I could cause miracles to happen or that God could cause miracles to happen, not that I could, but that I could witness miracles in my lifetime. When I came to the family I was on a condition where I wanted to give up my life and die if I didn't find the truth, so naturally I was very grateful to come to the family and I wanted to repay with my whole life. So fortunately, Daikon took me right in the beginning and taught me to witness all the time. He said, "You can never forget about witnessing," so I became crazy and began witnessing all the time. There was another sister who worked at the same job I had and if we even had a 10-minute break, we would run outside and witness. During lunch we would always witness: we would never eat lunch. We would go to the park and practice our teaching, and in San Francisco we had so many members you had to be really good in order to teach. We would practice on our lunch hour by telling someone we had to give a lecture and we needed to practice and if they would criticize us we would be really grateful, and then they would hear Principle. This one sister and I brought many people over to the family. I saw her the other day here and she is still bringing many people.

So, we can become like a witnessing machine, not an empty machine, but something that brings results. It's very exhilarating to be in that kind of mainstream of activity. I remember one particular day she and I will never forget. It was raining terribly. I don't know how many people remember that day, but you could hardly even walk, the wind was so harsh. You had to lean into the wind and there were just torrents of rain coming down. We went out and witnessed anyway and then we realized there wasn't anyone on the street. We came home very wet but we felt something special about Heavenly Father at that time. I really made up my mind that I would never stop witnessing.

Consequently, when it came time for pioneers to go out, Mr. Choi remembered me. He told me that by sending me out he was letting me witness all the time, so I had to be really responsible for that. When Father trained us, Father said at one point that the sisters could fall in love with Father and think of him in a romantic way as well

as our Father and that the brothers should think of Mother in a romantic way. He said we could feel a closer bond through that and could somehow live in an intoxicated state thinking about our True Parents. In that training I wasn't as close to our True Parents as I wanted to be, but at least for Heavenly Father I felt something very special. On Valentine's Day, I remember going out early in the morning in 1972 and crying very tearfully and asking God if He would be my valentine because I knew that so many times I had placed my emotions somewhere else, but that God had never left me.

So, it was very natural for me to go out to the state and begin witnessing. I remember so many experiences from witnessing all the time. I was in a Center and I was the only one living in the Center. I remember I was in the bathroom and I got the feeling that someone was outside the Center who I should witness to. I looked out the window and someone walked by. It was the same person I saw walking by every day. I didn't catch that person in time but that kind of experience stuck with me and made me resolve always to be faithful to my intuition. So many times we have an intuition and I really began to build a bargain with Heavenly Father; I said, "If I follow my intuition about witnessing all the time, then will you bring people through me and will you speak through me?" I didn't know how else to be a channel except by exchanging something with Heavenly Father. I promised always if I received any revelation or depth of His heart that I would always share it with someone. Consequently, I've gotten many feelings and inspirations from Heavenly Father that way.

When I first went out to the state, I lacked all the confidence in the world. I really didn't know how I was going to accomplish my mission. I knew every time I looked at a tree or I saw the sunlight coming in the window, I thought of God. There was no escape from my sense of mission and from my feeling of Heavenly Father. Whatever I did, I had to relate it to witnessing and to finding people. My motivation was that my whole life was related to witnessing, to finding people. That was very concrete and I couldn't be satisfied unless I actually did find people.

Once you find somebody, then I think it is so important not to focus what you're doing on them, but to focus them on what you're doing. When you've been witnessing, you remember certain people, and when you pray about them, if you start thinking about them so much instead of Heavenly Father and how He feels and uniting your heart with Him, then, when you see them again, you're more horizontal or involved with them than maybe it is really wise to be. They have to feel God behind you, something through you, so a lot of the experiences I had with new people coming in was that I would take them out to see the sunset, or I would take them to something that I would really feel God's presence with. Then I could focus on that and they would have to unite with that, and naturally they were drawn in. I know that I never had to spend more than four weeks bringing a person into the family. I've never experienced a long drawn out bringing someone in the family. In some way I feel I'm missing some aspect of Father's heart but I've always felt fortunate too; whoever I met, I would convince them to come right away and they would move in immediately. Most people would move in within a week.

This is so important, I don't think I can stress it enough--but I saw members who were bringing people themselves. They would attach themselves to this person so much it would be very difficult to change the direction back up toward God. In fact, the person sometimes began to feel a lessening of love almost like a Lucifer position. But, if they form a trinity with you and God, their focus is naturally that way. Also, it helps to keep you from injecting your own mistakes and your own lack of understanding of God.

So I always took our people everywhere with me. I think that is important on a pioneer mission. As soon as you find that first person, you think, through this person I have to establish a foundation--I have to set up a Center. The best way to do it is keep your momentum going and take that person with you everywhere and don't stop for anything. One last thing I wanted to say: the standard that you start them out with is what they will really retain as an ideal. When people first come in, they have tremendous energy and tremendous enthusiasm. If you can feed them with the ideal at that time, then, as they begin to work with the reality of themselves and the people around them, they'll never forget that as a standard. They'll always hold that in their minds as something to attain, so you want that to be the highest, and you really need to be right there with them. Sometimes in the family we are afraid to set a really high goal, but I found with myself that you really have to deceive Satan in yourself. If I set a very high goal, something inside myself knows that I might not accomplish it, but also I know I have tricked myself into believing that I can accomplish it. Consequently, I have to build up a tremendous faith, a 100% faith, so wherever God can work with me, through that, I want him to be able to work with me and whatever result comes, I'm grateful.

I know the power of accomplishment comes from true belief, and if you really exercise your belief beyond the normal situation, you can get people to move in quickly, and you can train people, and you can give people an experience of God. You can do

everything that it is important to do for people whether you have confidence or not. God will do it if you can find some way to believe that you can do it. I know I had to get down on my knees one day when I didn't have any members and just pray that Heavenly Father would somehow give me some kind of false confidence, something to start with, some sort of external kind of confidence. So when I went out, I had that kind of confidence. I set conditions, and I street preached one hour a day for forty days and people really began coming through conditions like that, through a regular schedule.

There are so many things to say but I just want to keep focused on a few points-- the most important thing is the kind of love we feel for God. That will keep us constantly going. If I feel depressed, sometimes I stand here and look out the window and see a tree and I think, God created that tree, and I feel dedicated again and I can see God in front of me, or I think about brothers and sisters. If everything in our environment relates to Heavenly Father then there is no way that we can forget about our mission, no way that we can fail to feel responsible. Then your eyes and your perception will be open to find people.

One last experience: When I was talking to someone, witnessing to them, I noticed I wasn't getting a very good result from them and right behind them passed somebody and I just knew I had to talk to him. Something just told me--so right in the middle of talking I said, "Oh, excuse me, I just have to run," and I just ran around and started talking to this other person and that other person became an associate member in San Francisco. I was very young in the family, but that kind of thing can happen without any kind of experience or any age in the family just through extending yourself, your five percent, your faith, and your belief. It can become a wonderful thing--your way to express your love for God.

JERRY MULLENS:

Good afternoon. These are very hard people to follow. My name is Jerry Mullens and I'm from the state of Virginia. I've brought in five people who are full-time members and three people who are associate members. Additionally, I raised three other people--I didn't witness to them but I did everything after that. I'll try to give you the essence of what I think is most usable in my experience--not specifically inspirational experiences. I have many of those, but those are maybe a given circumstance so I won't try and give you the essence of them.

First of all, unity must be established with the goal. It has been given to us by True Parents and all the other goals have come true. Once that unity is established, then use really heavy indemnity conditions and I would specifically suggest really intense prayer at your Holy Ground if you're in a city with a Holy Ground. If you aren't, maybe you can symbolically set up a kind of personal Holy Ground in your city for yourself, but really intense personal prayer there every night is what I would recommend. The reason I'm saying that is: at that point even argue with God and argue with spirit world that there are a certain number of people that you know are prepared for you in that city and that you know for a fact they want you to have. You can be really in the position of Abraham, I think it was, who argues all the way from 50 people to 10 people about the city of Gomorrah either being destroyed or not. So you can really fight with Heavenly Father because He wants you to and more importantly, you can fight with spirit world over this and you can really mobilize spirit world, especially at a Holy Ground or something you've set up symbolically as a Holy Ground for your small city or town.

I would suggest intense prayer early in the morning over and above any other prayer meeting that you have with other members in your Center because, as you're pleading for a person's spiritual life, it is an intensely personal thing. I, personally, use a prayer list and go down a long list of names of everyone I've witnessed to or everyone I've taught. The same prayer list includes all the people that I've brought in, so that I don't forget them later on. I think going right down through a list is very beneficial. Pray in the evening again, over and above any regular prayer meeting you might have in your Center. Above all types of meetings I would suggest intense personal prayer and a very private pleading for the lives of the people that you have met. Next, I think, in mobilizing spirit world, we have a right to actually demand, even if that sounds arrogant, that miracles occur.

I wrote down a list of things I have expected and have seen happen in the past-- things others here have indicated. We should have visions of a place to go and witness. We should have visions in our prayer and in our dreams of what that person is to look like so that we can recognize that person and that person will also recognize us. We should be able to do these things. We can actually demand of spirit world that they give us these things. We should also pray for and expect what we call coincidences: Meeting a person who is walking across the campus who did not show up for a lecture a half hour ago after you walked out of the building from not having had the lecture with

that person. Lastly, I would say we should be able to pray for our spiritual children to have dreams and visions of True Parents and intense spiritual experiences. If you've established a reasonable base with a person, then ask them, "Have you had any unusual things happen lately? Have you had any unusual dreams?" You'll be very surprised by the answers, I think.

In getting to know the city that you're going to, I think that you really have to pray intensely to get to know the heart of that city or that locality. We have to get to know the history of any pain or difficulty the people have had in that city. For example, in different parts of the country, that would be all the occurrences of the Civil War in that city, or the Revolutionary War, or anything concerned with the original pioneer settlers out west, for example, slavery. You can really get to know the heart of our Heavenly Father as he views that city and all the people in it more quickly that way than any other way. Almost every city, every locality, has a history that will indicate to you what has happened in that city and how much grieved Heavenly Father's heart has been. From that, you can get to know the heart of the people in that city and then you can build an intense, all-emcompassing love relationship with the city. Moving into a city and saying, "I love this city," is very difficult. You have to love the people within that city.

On the vertical side, I would say again, to back up what Sarah said, set very, very high goals for yourself within a time limit and then announce these goals to the spirit world through prayer as a sign to them that this is what you plan to do and that if they want to cooperate with you, they have to cooperate with you, period. Simply that. On a more horizontal level in dealing with people, I have a lot of different experiences--but essentially I think that it's very, very important to really get into the relationship with the person so that you can get into their mind and know what they're thinking as a loving, concerned friend, not just as a representative of an organization or a church or CARP or this or that. At first I usually try to let the people talk a lot but with the first lecture, halfway through or towards the end, I take a much higher position. Then, as you go further along always give them the impression that you have so much more to share. Then you're always drawing them along. Don't ever tell too much at once. Always give the impression that they should come back, that you have so much more to share. As you build a relationship like that, you can become, with that person anyway, a very valued person, a very close person. You can become a charismatic person with that given individual so they'll trust you and follow you. I think that one of the interesting things is that all of the people who have given testimonies are charismatic people, and that's very, very important as you bring a person along through the teaching experience.

I think it's important that as a person develops they state in their own words, no matter how difficult it is for them or how crudely they put it--have them say in their own words what motivates them to keep coming back for lectures, and particularly the lectures could be discussed, each truth you've been giving them. At that point you can really meet them spiritually, if they show themselves to you deeply and internally. Also, you can find out where they are and can clear away any spiritual garbage around them. I always get practical information about a person: do they have a car, do they live at home, do they have a job, what is their financial situation, how well do they get along with their parents, many, many things--family history, because ultimately what you are really taking is absolute, total responsibility for that person if you have them move into the Center, or if you have them move in with you on the way to Barrytown. Their first step toward the Church is that you have to take complete responsibility for them, for all the aspects of that person's life, and then transfer that to the True Parents. You have to give that person a feeling of complete and absolute trust and confidence that you are willing to take that responsibility. By the time you do this, if you can do it, and you can get the person moved in, he should view you as a very special person that he can't really turn his back on.

This implies obviously that you have to represent our ideals with no contradictions, with absolute purity, so this person will trust you almost completely, almost implicitly in almost anything you ask them to do. As you build a trust relationship with people, actually what I think you're doing is you're extending the trust relationship between you and Heavenly Father. As we grow and as we develop in our capability to do our work, if we can really lay ourselves out for a person, so that not only that person, but also Heavenly Father knows that we would actually die for our spiritual children, one by one, one by one, one by one--then due to that kind of faith and purity of purpose, altruistic purpose, then Heavenly Father can trust us. Trust is so terribly important here--from that you can develop confidence and great vitality. You can really go forward much more strongly than you could on anything you could generate inside yourself, strictly as a human being. Then you can really mobilize the trinity of heart, truth and action.

SANDRA LANG:

I'm Sandra Lang and I'm actually more a preserver of spiritual children than a bringer of spiritual children. I figure in my witnessing life I've found at one time or another, 25 people, but Satan collected his toll and some of them got lost and missed the turn on the way to Barrytown. I'm down to nine. But I've raised many other people.

One thing that helped me in witnessing was selling. Then I could experiment with meeting people. That was the biggest help to me, because when I joined the family I was very shy and I even stammered a lot, so this was what helped me to get out of myself.

Looking internally, I think that the biggest conditions we can set are conditions of prayer, conditions of fasting, and special conditions of witnessing to people. For example, we can witness to people that we would never witness to, who we think would never accept us at all. I would walk up the street and find some woman who was really well dressed and I'd say to myself, this woman would never accept me; I'll witness to her--and that helped me to get out of myself, and be able to relate to all kinds of people. Also, going to a special place and really claiming that place: All right, Father, everybody who walks between this store and that store is mine," and taking those people, I would do that a lot, too. And, also, I would go to the same places and build my own spiritual foundation there.

Externally, when I looked at witnessing, I wondered what people really need, and the first thing I realized was that everybody wants love and everybody wants to be needed, so people will go to the highest center of love they can find. They don't really care what the center of love is. I remember one young fellow whose mother really loved him. He wanted to move to the Center but his mother always told him, I need you. You have to stay here with me. So I realized that I had to need him more than his mother did. So I started sabotaging the kitchen equipment and calling him up and saying, "I need you. The kitchen is flooded, help!" I kept breaking things and losing things and finally I called him up and said we are all alone in this huge city and we need some help. Won't you come over and stay with us. So he came, and we still needed him so finally he moved in.

I have to agree with Barbara Burrows when she talks about food. Food is an external symbol of love to the American people. It is really true. People love to eat, and if you cook better than their mother does or their roommate does or than they do, or whatever, then you have them right there. They will never leave no matter how often they have to go witnessing and selling. The third thing is discipline. Everybody really wants discipline because discipline means security to all of us. Sometimes people will come over and they will do things to purposefully bother you--they will take out their cigarettes and start smoking even though you've asked them not to--they'll do all sorts of things. I remember one fellow who came to our workshop and he just was not going to go to the lecture. He was sitting around reading the newspapers and finally I got tired of it and I let him have it. It was terrible, and that night he joined. That was all he needed. He needed to know that someone cared enough about him to let him have it when he needed it.

Also, people need to feel they have something unique that no one else has. Father talked once about our suffering together, working together and having something that we've all been through together and I think that the original people who went out with the pioneer mission, the original mission, feel so close to each other now because nothing like that had ever happened. Even now what is it, three years later--when we see each other we are all glad to see each other and there is a lot of love that flows. We were 76 people who had never seen each other before and now we are really close to each other.

Also, we need to experiment a little bit in witnessing, so we don't become stale. If you walk up to 15 people and say, "Have you heard of the Unification Church?" by the time you have gotten to the 15th one, sometimes you might as well be asking the person if his dog eats a certain dog food. So changing your line helps and responding to the person helps--giving him something. Finding something unique about the person that you can compliment helps--no one has ever told them that they look nice or that they have a nice voice or something like that. That is what attracts people: you care about them and then you take that care and plug it into God and the True Parents.

BRUCE BARTEE:

My name is Bruce Bartee and I have been in the family less than two years. I have nine spiritual children.

I come from a very universal background... When I was a little boy, I lived in Brazil for several years and the neighborhood I lived in had all kinds of people from all kinds of nations and everything. It was easy to pick up different languages as well

as a universal nature. I hated to be a stranger to anybody in my neighborhood. In fact, just about everybody there, while I was growing up, got to know me. And I have been using this type of nature while witnessing. Six of my spiritual children are from different nations and only three are American.

And I think Heavenly Father really blessed me a lot when I met these people. One thing was that I always had to find something unique about them like Sandy mentioned before. Find something interesting that they want to talk about, about themselves. Really inspire that person about himself and exalt him and make him feel special. I, myself, have gone through this many times. In many ways it was successful and I reached many people's hearts. Also, you have to give a lot of heart. You have to give a lot of love to that person. You have to sit with that person and talk for hours and hours and hours. The very first person I witnessed to was from the Philippines. It was in North Carolina where I came into the family. And here the thing was, that he had two dogs with him and he was a pretty short guy and he had hair all the way down to here. It was really unusual. When I saw him from behind I thought it must be that this person was a girl. And when I approached him, he had big round glasses and I said, "Wow!" I couldn't believe it. But I still stopped and talked with him and he gave out a lot of his heart and we just had give and take on heart. And you know for about four hours I sat and talked with him, just him. And I knew I was supposed to have gone around and spoken with other people. But, with him, you know, I felt like I couldn't leave him. He had so much on his heart that he had to let it all out, and that is exactly what he did. And that same evening he came along with me as a guest. He moved our family in North Carolina--he really inspired us a lot and was a very beautiful person. Unfortunately, he was not able to stay in the family very long.

Also another thing--this is from a past experience... My spiritual father, the very day he met me, I was like a two weeks old born-again Christian. And he decided to come along with me to a fellowship meeting. I said, "Sure, great." When he went with me there, everybody in the meeting seemed to crowd around him and to start talking with him and I just couldn't understand--wow, this is unusual. Here is this person I just met today. I bring him to this meeting and everybody just comes up to him and starts asking questions. They finally found out that he was from the Unification Church and they started dispersing. I decided to go with him and two other people from the meeting came along to keep me from being too attracted to him. And so while I was walking along with him and these other two people, we didn't have such a strong give and take between the four of us. And somehow I began feeling there was a barrier developing and developing and developing. And all of a sudden, my spiritual father jumps up and starts dancing and singing "Love Lifted Me" and "Christ Is Here" and I flipped out. He was dancing in the middle of the street. He was so happy and I knew that he was trying to break down a wall. I saw this and so I started singing and dancing along with him. Later I joined the family.

That was one aspect--also my spiritual mother, the very first sister I met in the family... I came over to the Center and she explained some of the things that the Church believes in and what happened was that she was also in the middle of preparing dinner and she had been many years in the family, but she didn't know how to make spaghetti. So I made spaghetti the very first day I went to the Center. And it was good to get myself involved with something. Even if a person is a guest and comes over to the Center, it may be a good condition to have him get involved with something around the Center. Then you can have give and take in more than one way. Try to find something to get that person involved where he is really made to feel important, where he can develop his own creative nature, and where he may feel that he is not a misfit but that he fits right in. That is how I felt when I first came to the family.

My first six months in the family I was a Belvedere trainee and then we were on Mr. Vincent's team and I didn't understand Principle that deeply so most of the time I was totally spaced out. But I felt that Heavenly Father was leading me toward something, toward some people. Recently, I got my ninth spiritual child when we had the second 40-hour condition in New York. After we disembarked and were holding our rally, I saw a person coming in through the people. I noticed that no one else had spotted him and I was just standing there looking at him. All of a sudden I felt Heavenly Father pushing me and so I walked up to him.

I didn't know what to say and I thought, what am I going to say to this person? I hadn't witnessed in so long. So I stood there and I paused and then I said, "Do you know that they are praying?" And he said, "What for?" "This is an international youth movement." And he said, "Oh, I see that they are religious." It just developed somehow; somehow our conversation just developed. Then another member from my team came over and told him that he should go over to a Center and hear a lecture. He heard a lecture, Chapter I, and we spent about two hours trying to persuade him to come to Barrytown. He couldn't make up his mind. He was so confused. He had so many other things that he was involved with, that he was committed to. So Mr. McCarthy and Barbara Burrows tried

as well and he just wouldn't make up his mind at all. So later I decided to go and walk with him. When we did, I was talking about the Principle of Creation and how much God wanted man to experience all the joy in the universe and everything. He was crying and was really moved. But he couldn't really get himself to come at that time. I really wanted him to come so badly. I came to the point where I was just about to give up. I was so frustrated that I was about to give up. Then just when I was thinking, "Well, Heavenly Father..." he said, "OK, I'll come." And then he came to Barrytown and he has joined so that was my ninth spiritual child.

If you see somebody really good and you can have a heart-to-heart relationship, you should spend some time with them. Don't think that you have to run off with another person. If you really feel deep down in your heart that that person needs more time, spend that time with him. He will feel your love for him. Just through your wanting to spend time and talk with him. He will see the concern you have for him--that you really are concerned with his problems and that you feel you can help him. He will feel it; he may even feel it deeper than you do.

Once that comes about, then changes can be made. I don't feel that I really have done that much because I don't understand witnessing that much. I felt that each time I witnessed to a person and brought someone to the family it was totally by accident. I feel I have to develop a deep heart to heart relationship to Heavenly Father. If I do, then I can bring in more spiritual children, more than what I have right now--I've witnessed to many more people.

Right now--I just found out earlier today though that I possibly may be getting another spiritual child. During the Celebration of Life, I witnessed to a person from Japan and for months and months he has been with us as an associate member. Right now he is deciding to go back to Japan and join the family there. I spent so much time with him, loving him and sharing a lot of things with him--really being with him. God allowed me to have this time, so I used it for God's own will and God's own desire. It may seem that we don't have that much time, but if you really look for it, Heavenly Father can make the time for you within the very little time that we have to get these spiritual children. Time will slow down just enough for you. And just by that, just by looking at that, you can see things much more brightly. You can actually see the kingdom of Heaven on earth.

CAROL ANN BROOKS:

Hello, my name is Carol Ann Brooks. I've got eight spiritual children. Most of my time in the family has not been spent witnessing but spent in other things.

On a worldwide level, what position does America hold? Lucifer. All right, think back six thousand years. What did Lucifer have? He had knowledge, he had understanding. But what didn't he have? What did he feel he didn't have? He felt that he didn't have love. So how are we going to win America? Each one of us has really got to become united with the heart of God, united with God's love. In that way we can win our nation. If we can learn how to give God's love to people then we can win this country.

Remember Father's experience in prison--he wasn't able to speak, yet he was able to restore Jesus' 12 disciples by loving them, by serving them. For the last six months I have been working in Albany with a Japanese team. They don't know English, yet day after day that team would go out on the street and Americans would follow them home and the Americans wouldn't understand why they were there. And they would look at me and say, "I don't know why I've come. They couldn't tell me anything. I don't even know what this is, is this a religion? Is this a philosophy? Somehow I had to come. Somehow I had to follow him home."

So how do we do this? How do we convey love? If we don't have the heart of God, if we don't have the heart of the True Father and True Mother, we can't. We have nothing to give. Listening yesterday to Mr. Sudo speaking about Father's life and Mrs. Choi speaking about Mother's life, each one of us had flashes of being able to understand Father in a different way. We could feel at that moment something Father had felt. Mr. Sudo was talking before about being able to visualize. People have talked about visualizing the person you want to witness to and visualizing that person in a particular place. Then you are drawing energy and spirit world can work with you and bring such a person to that spot.

Also, through prayer. Prayer is one of the most powerful ways to come into contact with God. It is a struggle to understand the three different hearts. The heart of creation: what did it mean for Heavenly Father to conceive of Adam and Eve, to conceive the purpose of creation, and then to spend the time. It did not take Him a few moments to create the physical universe. But He was preparing, He was preparing the nursery for His true son and true daughter. It was not overnight that He created them; everything has taken time. So what does it mean, because each of us stands in the position of Heavenly Father as well as True Father when we go out.

Another heart that we have to understand is the heart of the fall. What did it mean for God to lose His children, those children in whom He had placed so much hope? We can understand this when we lose a spiritual child or if we have had a physical child die. Mr. Kamiyama had the experience of having his child die. And he prayed to God and he said, "Now I understand something of your heart." And God came back immediately and answered him and said, "You don't know the half of it. That experience was very small. You cannot know what it has been like for so many thousands of years to not have children. To have children who wear buttons that say God is dead and be proud of it."

Also, we have to understand the heart of the restoration. What it meant for God to spend so much time reaching out, guiding, struggling, crying and then when a child was just about in His arms, the child turned and walked the other way and laughed.

So when each of us has established a strong, powerful, dynamic, dependable relationship with God's heart, then we have to go out and find our child and meet him where his heart is. It may be a very, very low level. We've got to be able to meet him there, win his trust, win his heart, and then slowly we can elevate him to Heavenly Father's higher standard. Always the burden of proof is on us.

Even a few years ago in America, we were so proud of having the absolute truth. We would go out on the street and say, we have got something to give you need. And we wondered why we didn't get results. But the burden of proof, the burden of love, the burden of exemplifying God's heart is our five percent. That is our 100%. We are always more influenced and touched by love, by heart, than by truth. It is not enough to give words of truth. A friend of mine told me about her girlfriend and immediately spirit world told me that Father wants her. Her experiences have been similar to mine and I could feel the frustration that she probably felt. So I prayed and wrote a letter explaining my own similar experiences and talking about the great hope I had found. I didn't talk a lot about God, I just talked in terms of my own life, my searching for more meaningful outlets and avenues of expression.

People this morning were saying that they really learned to witness when they had been rejected. I experienced that--perhaps it was three days in a row I just couldn't get through to anyone. So I said to God, "Look, I am not here for myself, I am here for You, You must help me." And I said, "I am going to the park. I am going to prepare a picnic and You are going to bring someone." So I got two pieces of fruit, two napkins, two pieces of cake, and two small containers of milk, and I went to the park and I knew someone was going to come. I was going to witness to them and I was going to share God with them. So I sat down and I began to read and I knew that it was Heavenly Father who was going to take care of it all. I had done what I could. So after a while a number of different people passed by but I knew that they weren't the people who were going to eat with me. Pretty soon one person tentatively came over and said, "Are you waiting for someone?" And I said, "Yes." And he said, "Can I talk and sit with you until he comes?" I said, "Sure, sit down." And so we had an incredible experience. And he was very spiritual and he was asking for guidance and for things and after a while I moved a napkin over in front of him and he forgot that I was waiting for someone else. And so he began to eat and I began to pray, "Father, raise him. Bring him into Your family." I said, "I had nothing to do with getting him. He is Yours totally."

Another time after I had been rejected I was in the prayer room and I was really struggling and praying. I said, "Look, You wanted to do something through me today, and You must please help me. There is someone maybe who You wanted me to get and I failed You, so You guide me, You use me." So I had this inspiration to go to the corner drugstore and buy a cup of coffee, but I had to take a certain spiritual book with me and read it in the drugstore. I went to the drugstore with my book and I sat down and got the coffee, and pretty soon a big burly fellow sat down and said, "What do you know about Christian mysticism? Have you been reading a lot about it? It looks like an interesting book that you are reading." So he was witnessing and witnessing to me for half an hour. We have to be so humble. We are going to get proud and arrogant people who are going to tell us everything that they know, but if we sit and listen to even a whole day's worth, then that man or that woman will be willing to listen to us. All of a sudden, they will be curious why you haven't said anything. Then little bit by little bit, you can begin to feed back a little bit of truth, a little bit of love and draw them over to your house.

Another technique that I've used is to go to the library. I'll go to maybe the sociology department or the psychology department. I'll begin to look around and pretend that I'm doing research or something like that. All of a sudden I will go up to somebody and try to see what book they are reading. This one particular day there was one young girl and she was reading a book on communities. I prayed a little bit and I started talking and I told her what I knew about communities. Then she began to explain an experience that a friend of her had had, with a group under some Korean leader. And I thought to myself, "Uh, Oh," but I really wanted her. I had the feeling that God really wanted her. So I didn't misrepresent us in any way but I didn't talk about

certain parts of the truth because her friend had had a really bad experience. So I just invited her to come over for lunch. So we had lunch and we talked and then I invited her to come over to talk. Then I invited her to come over to dinner. Then finally she heard a lecture. So it was on the strength of love and friendship that she was able to come--not so much the truth, just the friendliness.

And another thing... I decided I was going to do a mailing, so I wrote a form letter and I bought some Principle books and I put the letter together with a few pieces of literature and a Principle book. I mailed them out to about 12 psychiatrists and psychologists. I got responses from three people, but one response from a black woman in Cleveland was the most exciting. She had taken the book and read it. She hadn't completely understood it. At that time there wasn't a Center in Cleveland so she'd begun to hold a discussion group on it, and she had gotten many, many people excited about it.

I remember one day in Washington, D.C. I was witnessing and I was strongly inspired to go up to this woman. She looked to be about 80 or 90. I said to my physical self, "Why?" But I went and spoke to her. I found that she was a retired school teacher and had many, many good contacts. Eventually three people called me as a result of my being willing to talk for half an hour to an older person.

I just wanted to say a few things about the next part of witnessing and getting people to your Center. When we become someone's spiritual parent we stand as a representative of the Messiah, as Father and Mother both. In a physical family, our first relationship is with our mother and we go through a period of being absolutely and utterly dependent upon her. So we stand in that relationship to our child, even though he may be 6'4" and can defend himself and take care of himself in any situation. He is a child and it is our responsibility to give him unconditional mother love. Father has said that before you can judge people, you must love at least ten good things in that person before you can criticize maybe two bad things. We have to be very careful because on one word hangs the life or the death of that particular person. As a mother, your responsibility is to guide and to raise and to tune that child in to his True Father, to prepare him for carrying out his Father's will. Then, as a father, you have a more conditional kind of love. You have to guide the child. But your responsibility in giving love is the same as when you are witnessing--you have to meet that child where he is, and slowly but surely elevate him to a higher level. In my own physical family when I was being criticized I felt as if I were being destroyed. There was nothing left for me to stand on. When we are raising children, we have to make them feel the bond of love, this invisible bond which is much stronger than the physical bond. Your children fall over and over again and make mistakes, but still they have this relationship, this capacity of a love with God. Give them confidence in that and they can go through anything.

Sara was making a good point that as a spiritual parent you have to be careful to draw the person to you and through you to God and to really unite them with their Father and to teach them to live by his standard. And so many times when we are very young and we understand the Principle perhaps very externally, it is easy for us to live the letter of rather than the spirit of the law. So over and over again we have to turn back to God and ask Him what is His intention, what is His desire for this particular person? We have to know where to meet them--where their love is and sometimes their love is very different from what we are able to perceive. We constantly have to ask God if our perception of their need is correct. We're representatives of God but at the same time we are only God's midwives--we are giving birth to His sons and His daughters. Thank you.

ELIZABETH BATESON:

Good afternoon everyone. It is really wonderful to hear so many different views of witnessing and methods--so wonderful that each one of our brothers and sisters has had so much success in so many different ways. My name is Elizabeth Bateson. I have seven spiritual children. I've been working mostly on an IOWC team. I'm constantly thinking of witnessing and how to find children--where they can be at this very moment. And I always think back to Father's words the last time I saw Father, or to the last time Mr. Sudo spoke, or to when someone who is my central figure spoke, as to his directions. And I try to memorize those. When we were going from city to city two weeks at a time, during the interval we were travelling, I would write down the last instructions I could remember because they were like my life. They were something I could rely on and depend on and I would really know that I could fulfill them.

Father said that you should think of persons, either male or female, and then pray to find out which you can witness to. And then, you should try and find an age group you can witness to. Focus on those choices for a couple of weeks and pray about them to the spirit world and let God help you and guide the right people to you. Then when you're walking down the street, you'll be looking and searching inside yourself for those people. Those people will walk towards you. When you're hungry, you'll meet

those people as you walk into a restaurant. If you need to go to the restroom, when you get there you will meet someone there. It is not always that your hyung-sang desires are wrong. Sometimes, that is part of your intuition. Sometimes that is the way you are being led. I've had experiences where I've let a person carry my heavy bag to the Center and I've talked to the person, and they were stubborn in the beginning but eventually I brought them right up to the Center. Also, once I witnessed to a girl and then I found she had no transportation to get down to the lecture on time. I said wait at your house, and I'll send the transportation there. So I went and found someone very close by who had a car and I asked if she could help us. I've also found that wearing bright colors helps.

Also, it helps if we can set some time schedule, a personal schedule for the day: waking up, working hard, fulfilling the various responsibilities that we want to accomplish during the day. I used to find that a very concentrated time of witnessing was good. I've found a concentrated period of about 40 minutes is really good for me. I would pray before that for about 12 minutes or so and then I would go out and witness for about 40 minutes. Then I'd find a person and bring them to a lecture or take them to a cafeteria and teach them. I found that was a very successful method. You are going to be looking for those brothers and sisters who are capable of helping you establish a good foundation within a city and state and who can be prepared to go out to other places to help set up more Centers. Father said we should always look for a millionaire or we should look for a leader. We should look for many different high qualities in people. I found that if I prayed for those people, I might not meet them, but I would meet their sons and daughters.

Mr. Sudo has covered all the internal points--witness with tears, love is the secret of witnessing, witnessing is the highest form of love. Here in America is where I've had the greatest experiences of meeting really open-minded people. This country is so prepared. One of the secrets in order to be able to find a good brother or a good sister is to want to find those persons who God is really preparing to use at this point, to find those persons who are going to be able to make the very internal foundation of this country and bring it back to True Parents.

Jesus said, seek first the kingdom of Heaven and everything else will come to you. For me there are some major points with raising children in order to bring them to accept True Parents and move in. Because I am a very enthusiastic person in the beginning, it is very easy for me to make up someone's mind and afterwards they turn around and say, "Oh, wait a minute." We're going to go out with so much enthusiasm, but we must remember that these people are only babies at our type of enthusiasm. They have never had someone to love them before, so we must love them from a more mature point of view than just running out and grabbing them. Encourage them strongly, but don't leave any basis for accusation from Satan, so in other words, the person shouldn't be able to turn around and say, "Well, you told me, so I believed it and so I'm doing it." They should be able to say that they made up their own mind that True Parents are True Parents. Love them a lot and be a sounding board. Don't think out loud ahead, especially to an emotional person. Pray with them, set a prayer condition and really unite with them and serve them--don't serve their fallen nature but serve their pure nature. We should be able to give out ten times as much love as we receive from people. Also, if you regard and love that first spiritual child of yours, you will be able to win the heart of the spiritual children that your spiritual children are going to bring. Then there is less problem with Cain and Abel relationships. Show true emotion and heart, not just superficial type of emotion. Once a person joins, really try to make a oneness with them. You can only do this if you have a heartistic union with our True Parents, as our True Parents have constantly said.

There is one last area I would like to cover and that is how to win after defeat. Many times we will be rejected and defeated. How can we win after we've been defeated? Many times you will be walking down the street and maybe you will not have eaten for three or four days and you'll be walking and walking. What will you be doing then? What will be in your mind? Is your mind on your parents...can I send home to my parents and have them send me a care package... No. Seek first the kingdom of Heaven. Then everything can be restored. We should be able to find our children and be able to eat with them--they will even feed you. Father once said that their food is our food. The first point is to really try and follow your direction. This goes back to remembering True Parents' direction.

The second point is to have the desire to give more and more heart, so if you've been defeated by one person... Once I had an experience when I brought a person over to the Center and a girl taught him a whole lecture. This was in Alaska. He didn't understand anything. So anyway, I went back--this boy drove me back in his car to the shopping center I had been in, and I got out at the shopping center and I just cried. About five minutes later I met another person and this person joined. If you are just persistent, you cannot be defeated. The third point is to use your time more completely and effec-

tively--to really use every minute in the day. And the fourth point is to overcome small-mindedness. We're going to meet a very large variety of people and it is going to be very hard to be able to reconcile our own feelings with them. So when you meet a person, one of the good things to do is to find something you could indemnify within yourself which is within them. When I can see myself in them and see that point that I really should overcome within myself, then I can win their heart and I can win their trust because they can see I really tried to get inside their heart. Thank you.