

I study, I think, I pray & I get totally full of my subject, so that then when I stand on the platform to speak, out of the fullness of my heart the mouth speaketh." Amen? He said, "If I have any advice at all for you as a young man & if you're ever going to do any speaking, get full of your subject & then when you get up before an audience or a crowd, don't worry about notes or anything. Just speak out of the fullness of your heart & God will inspire you, God will lead you."—Lk.6:45.

**4. Do your studying, your work, your reading & note-taking beforehand,** & when you get up before an audience don't go reading & looking at notes & this sort of thing. Be so full of your subject that you don't have to stop, it just rolls out by inspiration!

**5. To me that's just wonderful, that God will lead me & guide me in what to say & inspire me with thoughts,** & I often get pictures when I'm just giving a class or talking. God gives me some illustration on life. That's where most of these pictures come from, like "The Tree", "The Birds & the Seeds" etc. (Nos. 316A, 319)

**6. Now if you're inspired of the Spirit & you ask God to help you in your speaking,** & if you're full of your subject, out of the fullness of the heart the mouth speaketh. By this time you should be full of your subject. Your little mind should be a computer which has memory cells that are just packed with information & experience & instances & illustrations & stories.

**7. People like pictures!** We're all children, & it's easier to grasp a picture, an illustration or a story than mere theories & facts & lectures & so on. If you'll notice, my Letters are just full of stories, full of illustrations, full of pictures.

**8. If you read what Jesus had to say, you'll find His the same: Parable after parable after parable.** It says that He never taught them except by parables, or without a parable—Mt. 13:34. Jesus never taught the people without using pictures & illustrations, parables & stories. He was a great Story Teller. And this is a tool of teaching which helps people to learn & to remember more easily, just like your little children.

**9. So I would suggest to you in my advice on your speaking:** Make it simple, speak out of the fullness of your heart, from

experience, from knowledge you've gained from others, tell stories, give examples, illustrations & paint pictures that they'll remember, simple little things. Tell stories about your own life.

**10. Let me tell you something, if people will not listen to anything else**—they may never listen to all the preaching in the World, you could even prophesy & they wouldn't listen, you could do all the rhetorical erudite teaching that you think they might need & they'll never listen—but when you start telling your life story, instantly you have their attention. "This is the way it happened to me & this is my testimony, this is my personal experience", & they're fascinated. People are interested in people.

**11. If you'll notice, almost every single time the Apostle Paul began to preach, he started with his own personal testimony!** When it was a new crowd, new people, new situation, he always said, "Well, this is what happened to me." (Acts 22:3-21; 26:1-23.) I've told you folks this before. When you're witnessing, by all means give your personal testimony. Nine times out of ten, if you say it with sincerity & in the power of the Holy Spirit & in real earnestness & honesty, they will believe it, that you are telling the truth, & they will believe your testimony. That's one thing they cannot deny.

**12. I have talked to people who said, "I don't believe in God. I don't believe in the church. I don't believe in the supernatural."** But I have given them my own personal testimony & they wound up saying, even though they claimed they were a skeptic, agnostic, unbeliever & everything else, "Well, if you say so, I believe you."

**13. But the moment they confess that it's possible for it to happen to you, they confess that it's possible for it to happen to others.** If it has happened once it's not a freak, it's most likely to happen again & it can happen to them. They admit the possibility, & there's a spark of faith, a mustard seed of faith that has begun.

**14. That's why I said in witnessing you have to sell yourself first.** You have to do the winning & win them to yourself first, really. Isn't that what we really do by our sample & our love & our music? We win them to ourselves & our own happiness &