

# Points of Contact

## Making Contact

In 1988 at the Republican National Convention, George Bush called for “a thousand points of light” as a part of his campaign for president. His intention was to encourage the involvement of a small but committed number of people who could make a difference. If only a few would answer the call, a thousand points of light emanating from communities large and small would touch the country. The implications of President Bush’s phrase remind me of a phrase designed to instill the same concept in the members of a branch of our military: “The few, the proud, the Marines.”

These ideas are not far removed from a concept that should be descriptive of Christian communities. We should be “points of light” to the surrounding world, even if we are “the few.” After all, Jesus said His disciples are “...the light of the world” (Matt. 5:14). (Of course He did not say we are to be “the proud,” and most of us are not Marines. But I think you get the idea.) Jesus continues with this exhortation: “Let your light shine before men in such a way that they may see your good works, and glorify your Father who is in heaven” (Matt. 5:16). How can we shine the light of Christ in the surrounding world? I submit that one response to this question is this: We can be points of light by establishing points of contact.

You may be thinking, “Just what is meant by a point of contact?” Good question! Let me attempt to explain. For our purposes in this series a “point of contact” contains several points (pardon the pun).

1. Its purpose is to activate conversation that leads to evangelism.

2. It stimulates dialogue.
3. It enables you to make a transition from a non-Christian worldview to a Christian worldview.
4. It serves as a “bridge” to someone who might not otherwise respond to the gospel.
5. It encourages you to meet a person where “he lives” mentally and spiritually.
6. It provides a positive challenge to use your God-given creativity, instead of relying on a “canned” approach.
7. It stretches you to converse with non-believers in ways that can be understood by them. As C. S. Lewis wrote, “I have come to the conviction that if you cannot translate your thoughts into uneducated language, then your thoughts were confused. Power to translate is the test of having really understood one’s own meaning.”<sup>{1}</sup> Christians tend to have their own “educated language.” We may understand one another. But the non-Christian probably has no idea what we are saying; he is uneducated in our language.<sup>{2}</sup>

All of these points assume that you are sharing what we will call a “common life” with those around you. What are some of the elements of this common life? You probably share time and space each day with friends, business colleagues, neighbors, sports opponents, people on the train or plane, and a host of other possibilities. But these refer only to the physical portion of your common life. What about such things as the news media, television programming, movies, magazines, sporting events, and many others that are shared, paradoxically, when we may be alone? They too are part of the common life we share, whether Christian or non-Christian. Such things provide points of contact. They can be bridges to the gospel.

## Pertinent Points

Have you ever traveled over the Golden Gate Bridge, or maybe the bridge over the Royal Gorge? If so, why were you on such bridges? Usually we assume they have been constructed to transport us from one side of a gap to another. There is a significant gap between you and your destination on the other side. A bridge provides at least one way to get there.

How large is the gap between Christians and non-Christians? Most Christians would reply that the gap is enormous, and in a theological sense they are correct. The Christian worldview is on one side of a chasm, and non-Christian worldviews are on the other. Such a predicament could be left as it is, which is the case for too many Christians. But part of the Christian's responsibility is to "bridge" that gap with the amazing truth of the gospel. Points of contact can provide the raw materials for the building of such a bridge.

Alister McGrath, a great theologian and apologist of our time, has suggested several such points of contact that are shared by all people. These can be useful as you begin to erect a bridge.<sup>[3]</sup> As we consider such points, use your imagination and think of ways in which you might engage someone in conversation.

First, most people have a *sense of unsatisfied longing*. We are made in the image of God. We have an inbuilt capacity—indeed, an inbuilt *need*—to relate to God. Nothing that is transitory can ever fill this need. Created things are substituted for God, and they do not satisfy.

A major portion of my life includes involvement in the musical world. I have performed a wide assortment of music styles. But in particular, I have developed a great appreciation for what most people call "classical music."

One of the more intriguing aspects of classical music history

of the nineteenth and early twentieth centuries is a “sense of unsatisfied longing.” For example, Gustav Mahler continually composed in order to come to grips with that longing. One of his close friends, the great conductor Bruno Walter, put it like this: “Fundamentally, there never was relief for him from the sorrowful struggle to fathom the meaning of human existence.”[\[4\]](#) When I hear Mahler’s music, I hear that “sorrowful struggle” and think of how I may have talked with the great composer himself.

Second, most people have a sense of *human rationality*. This resonance of reason with God is a harmony of rationality, hinting that human nature is still marked with the *imago Dei* [image of God]. Given the Christian understanding of who God is and what He is like, our knowledge of both our rational selves and the rational world ties in with belief in His rational and creative existence.

C. S. Lewis expressed this point by focusing on the probability of a mind. He wrote, “What is behind the universe is more like a mind than it is like anything else we know. That is to say, it is conscious, and has purposes, and prefers one thing to another. It made the universe, partly for purposes we do not know, but partly, at any rate, in order to produce creatures like itself . . . to the extent of having minds.”[\[5\]](#)

Third, most people have a sense of *the ordering of the world*. Modern science has demonstrated that the world is ordered. But its disclosure of an intelligible and delicately balanced structure raises questions that transcend the scientific and provide an intellectual restlessness that seeks adequate explanation. Perhaps the most fundamental of these questions can be summarized in a single word: Why?

Think of the newspapers, books, and magazines you read. They consist of ordered arrangements of ink on paper. “Neither the chemistry of the ink nor the shapes of the letters determines

the meaning of the text. In short, the message transcends the properties of the medium.”{6} The message requires a messenger.

Fourth, most people have a sense of *human morality*. Most humans realize the importance of moral obligation or at least they have an awareness of the need for some kind of agreement on morality.{7}

Perhaps this is noticed most easily when sensational crimes are committed, as when Charles Manson murdered Sharon Tate and her friends. Even though the public may not agree on how justice should be carried out, seldom do we hear that the crime was a good thing. Invariably there is a sense of moral outrage and a cry for justice.

Fifth, many people struggle with a sense of *existential anxiety and alienation*. This reflects a deeply rooted fear of meaninglessness and pointlessness, a sense of the utter futility of life, even sheer despair at the bewildering things that threaten to reduce us to nothing more than a statistic—ultimately a mortality statistic. While it seems trite to talk about “the meaning of life,” it is a question that lingers at the edges (and sometimes squarely in the center) of reflective human existence.{8}

The twentieth century is replete with famous examples of this point. From the philosophical intricacies of people such as Jean-Paul Sartre, to the expletives of punk-rocker Johnny Rotten, many have struggled with anxiety and alienation. Even a German word, *angst*, has entered our vocabulary as a statement of such states of mind. “Man has a sense of dread (*Angst*); he is a being thrust into the world and headed for death (nothingness) with no explanation [that] ‘there is something rather than nothing at all.’”{9} Contrary to the openness of those such as Sartre and Rotten, this point of contact is one of the more “quiet” ones, in that it is not openly stated. Anxiety and alienation generally are not easily

seen and heard; one has to be sensitive to what lies below the surface.

Sixth, most people have an *awareness of finitude and mortality*. The fear of death, often voiced in terms of a radical inability to cope with the brute fact of human existence, runs deep in human nature. As the writer/director/actor Woody Allen said, "I'm not frightened of dying. I just don't want to be there when it happens."

Physical death, perhaps the most universally realized truth, may be the least discussed. It is inevitable, but its mystery so often stirs terror or resignation. Listen to Shakespeare's *Macbeth*:

*To-morrow, and to-morrow, and to-morrow,  
Creeps in this petty pace from day to day  
To the last syllable of recorded time,  
And all our yesterdays have lighted fools  
The way to dusty death.  
Out, out, brief candle!  
Life's but a walking shadow, a poor player  
That struts and frets his hour upon the stage  
And then is heard no more: it is a tale  
Told by an idiot, full of sound and fury,  
Signifying nothing.*[\*{10}\*](#)

If you could talk with people like Charles Manson, Johnny Rotten, Woody Allen, or the fictional Macbeth, how would you respond? Would you consider how these points of contact could be used to engage them in conversation? Would you think carefully about how God may use you to get their attention?

## **Biblical Points of Contact**

Mustard seeds, hidden treasure, vineyards, debtors, fig trees, sheep, money. What do such things have in common? You probably recognize such terms from the parables that Jesus used to

teach spiritual principles. We could add many more phrases, because the Gospels contain many instances when Jesus used His favorite teaching device as a point of contact with His listeners.

Just what is a parable? Literally, the word means, “to throw alongside.” Parables “...were used by Jesus to teach a truth, illustrate a doctrine, or move His audience to a moral attitude or act.”[\[11\]](#) Apparently they were used spontaneously in light of an immediate situation or conflict, and they focused on what was familiar to the audience.[\[12\]](#) These characteristics are indicative of how Jesus was able to get the kind of attention that opened doors to important truths. When we attempt to find a point of contact, we are following Jesus’ example. We may not use a parable, but we are responding to an immediate situation spontaneously in a way that is familiar to our audience.

So a parable is one device found in the Bible that can be used as a point of contact. When we read the Gospels they are hard to miss. But Jesus used other devices as well.

One example of this is found in the story of His encounter with the Samaritan woman at the well. Both Jesus and the woman initially were at the well for water, but Jesus quickly engaged her in conversation concerning something beyond physical water. His point of contact was the water, but He quickly used that as a “springboard” that drew her focused attention. He said, “If you knew the gift of God, and who it is who says to you, ‘Give Me a drink,’ you would have asked Him, and He would have given you living water” (John 4:10). Imagine if you had heard such a response! Don’t you think your interest would have been piqued? This encounter provides an example very different from a parable. Let’s call it a “curiosity contact.” That is, Jesus raised the woman’s curiosity about whom He was and what He had to say. Her life was forever changed as a result.

At this point you may be thinking, “Yes, I see what Jesus did through points of contact. But obviously, I’m not Jesus. I can’t do what He did.” To a point, you are correct. You certainly are not Jesus, but you can follow His example. The book of Acts contains instances of this. Let’s consider two of those.

The eighth chapter of Acts includes Philip’s famous dialogue with an Ethiopian eunuch. The Holy Spirit had led Philip to the eunuch, but it appears that Philip creatively and spontaneously addressed the man. He saw that he was reading, so he asked, “Do you understand what you are reading?” (Acts 8:30). What a wonderful point of contact! Philip then was given an opportunity to direct their conversation towards the gospel. Such an encounter reminds me of a question most of us have asked: “What are you reading?” In addition to asking that question, today we may ask, “What are you watching?”

Paul’s defense of the faith at Mars Hill in Athens provides another illustration of selecting a point of contact. The city was filled with thousands of idols. Paul had noticed one such idol that was inscribed, “to an unknown god” (Acts 17:23). An idol became his point of contact! Thus he began to proclaim the truth in response to their admitted ignorance.

What are some of the points of contact in your daily life?

## **Contemporary Contacts**

You are taking a walk around your neighborhood. As you turn a corner a few blocks from your house, you see an old friend whom you have not seen in a couple of years. She is riding a bicycle in your direction. As she gets closer she recognizes you and stops. The two of you strike up a conversation that revolves around the kinds of things that usually are discussed on such occasions: Have you seen Sally lately? Did you hear about Jim’s divorce? How are your children? Then you realize that God’s Spirit is encouraging you to guide the conversation



toward Christ. You are thinking of a way to do this when you suddenly notice that she is wearing an especially beautiful necklace with a cross. You comment on her jewelry, then you ask, "What does the cross represent?" She responds by saying it's just a nice piece of jewelry that was given to her by her daughter. But it has no "religious significance." You respond to her statement by sharing the true meaning and significance of the cross.

This fictitious story demonstrates how a point of contact can lead to an opportunity to share the gospel. In order to bring this discussion to a conclusion, we will give attention to six ways points of contact can give you an open door for God's truth.

First, be attentive to your God-given imagination. Of all people, Christians should creatively interact with the world around them for the glory of God. This may mean you will need to practice the habit of "sharpening your focus" on the world around you. Maybe you can begin to see with new eyes and hear with new ears.

Second, be attentive to the things most people have in common. A piece of jewelry was the common element in the illustration that was used to begin this program. Jewelry is something most people have in common. But whether it's jewelry, clothes, houses, cars, children, sports, or a long list of other things, you can find a point of contact among them.

Third, be attentive to those things that are most important to the person with whom you are sharing. For example, most people think of their immediate family as the most important part of their lives. Points of contact abound when you are sensitive to what is most important in a person's life.

Fourth, be attentive to the subjects that occupy someone's conversations. If the person with whom you are conversing talks a great deal about movies, find a point of contact

there. If another person is fanatical about sports, find a point of contact there. If a hobby is the center of conversation, find a point of contact there. Such a list virtually is endless.

Fifth, be attentive to areas of greatest immediate need. Some people may dwell on their poor health. Others may concentrate on failures in their lives. Or maybe you will find yourself in conversation with someone who is bitter about something that happened in the past. Again, such a list of possibilities virtually is endless. All of them supply points of contact.

Sixth, and most important, be attentive to what the Spirit of God is telling you. He is not silent; He will bring appropriate things to your attention. Any point of contact will only be effective as the Spirit guides you to respond.

The world around us is starving for contact. People need to hear what God has to say through us. He will guide us to make contact for His glory. We are God's messengers of hope. I hope we get the point.

## Notes

1. C. S. Lewis, *God in the Dock* (Grand Rapids, MI: Eerdmans, 1970), 98.
2. See my article [Christian Cliches](#).
3. Alister McGrath, *Intellectuals Don't Need God & Other Modern Myths* (Grand Rapids, MI: Zondervan, 1993), 30-47.
4. Bruno Walter, *Gustav Mahler* (New York: Vienna House, 1941), 129.
5. C. S. Lewis, *Mere Christianity* (New York: Macmillan, 1952),

31-32. Quoted in McGrath, *Intellectuals Don't Need God*, 35.

6. Stephen C. Meyer, "The Explanatory Power of Design: DNA and the Origin of Information." In *Mere Creation: Science, Faith & Intelligent Design*, ed. William A. Dembski (Downers Grove, IL: InterVarsity, 1998), 135.

7. I recommend that you read the opening portion of C. S. Lewis' *Mere Christianity* (New York: MacMillan, 1943) for a brilliant exposition of this point. Actually, you should read the entire book; you will benefit from it. It has become a classic.

8. See my article [The Meaning of Life](#).

9. Norman L. Geisler and Paul D. Feinberg, *Introduction to Philosophy: A Christian Perspective* (Grand Rapids, MI: Baker, 1980), 48.

10. William Shakespeare, *Macbeth*, Act V, Scene V. In *The Complete Works of William Shakespeare*, Vol. 2, W. G. Clark and W. Aldis Wright, eds. (Garden City: Nelson Doubleday, n.d.), 813.

11. Leland Ryken, *The Literature of the Bible* (Grand Rapids, MI: Zondervan, 1974), 302.

12. Ibid.

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# Listening

## Listening: A Lost Art?

*"Listen to me!"*

*"Don't you ever listen?"*

*"Listen up!"*

*"Are you listening?"*

*"Listen carefully to what I have to say."*

*"Listen and learn."*

Do such phrases sound familiar to you? Maybe you have heard them from your parents, a teacher, a preacher, or maybe you use them with your children or other family members. They are commands or questions that emphasize the importance of listening. We all want to be heard; we believe what we have to say is significant. It is disheartening and humiliating when we are ignored.

Many years ago I witnessed a scene that has been written indelibly in my memory. It was not an event of earth-shaking importance. It was a simple exchange of time and attention between two people. One of those people was a very prominent, world-renowned pastor of one of the largest churches in the world. The other person was a church member who simply was seeking to spend a few minutes in conversation with the pastor. I don't know what the member wanted to discuss; it didn't seem to matter to the pastor. The thing that made their conversation so memorable was that many people just like the one with whom he was talking surrounded the pastor. They all wanted a few minutes of his time and attention. But instead of

being distracted by many different voices, the pastor gave his full attention to one person at a time. He focused his eyes on each individual and appeared to have a genuine interest in each of them. This scene has proven to be a model for me. I have thought of it many times as I have attempted to give my attention to anyone who seeks to be heard.

On the other hand, we have seen and experienced the opposite of this scene. Too often we are oblivious to the importance of listening. Either the one to whom we are speaking is not listening, or we are not concentrating enough on what someone else has to say to us. Have we lost the art of listening? If so, it is important that we consider how meaningful it can be to be good listeners. Within a Christian worldview, this is an essential art.

The words *listen* or *hear* and their cognates are used in the New American Standard Bible over 1,500 times. Obviously this implies that the terms are important for one who takes the Bible seriously. If we are to build a worldview that honors God, we should learn to listen.

To whom or what should we listen? Surely many answers to this question could be suggested. The art of listening is worthy of thorough discussion. But, in this discussion, I will concentrate on four facets of listening. First, we should listen to God. Second, we should listen in order to understand. Third, we should listen to the world around us. And fourth, we should listen to the non-Christian. Each of these will be offered with the hope that the development of good listening skills will lead to good communication of God's truth. If we are listening carefully, we will in turn have a hearing among those who need the message we can share.

## **Listening to God**

What would your parents, or children, or family, or friends, or coworkers say if they were asked if you listen to them? In

most cases, we would like to think that such people deserve to be heard. But if you are a Christian, God should be added to such a list. Surely a Christian wants to listen to God above all others.

A Christian worldview includes the belief that God is a supernatural but personal being who communicates with us. His transcendent character does not mean that He is bound to be isolated from those He loves. That love includes the fact that He has infinite wisdom to share with His loved ones. And the wise person is one who is worthy of that description because he has learned to listen to God's wisdom.

In addition, the Christian worldview includes the glorious truth that God listens to us. As a book title states, *He is The God Who Hears*.<sup>{1}</sup> The creator and sustainer of the universe actually chooses to hear us. The Bible is clear about this. "Idols are deaf (Deut 4:28; Rev 9:20), but God is personified as having ears (1 Sam 8:21) and hearing his people (2 Sam 22:7)."<sup>{2}</sup>

Such thoughts are part of a common thread among most Christians. But those of us who have been taught the central tenets of biblical content may tend to be too comfortable with such concepts. We may have ignored the startling nature of communication with God. It can be helpful for us to realize that these beliefs are distinguishing marks of both biblical Judaism and Christianity. "Unlike ancient religions that sought revelation through the eye and through visions, biblical people primarily sought revelation through the ear and hearing. Hearing symbolizes the proper response to God in the Bible."<sup>{3}</sup> From the central proclamation of Judaism, "Hear, O Israel! The LORD is our God, the LORD is one!" (Deut. 6:4), to the familiar declaration of the Lord Jesus, "He who has ears to hear, let him hear" (Matt. 11:15), the Bible affirms the importance of listening to the God of the Bible.

At this point we should stop and consider at least one segment

of what is entailed in listening to God. That is, we are to listen to God through His Word, the Bible. "Just as human beings address God by means of language through prayer, God addresses human beings by means of language in the pages of Scripture."[\[4\]](#) Before we succumb to the temptation of letting such truths pass by us, consider the dynamic implication of God addressing us in the pages of Scripture. The apostle Paul refers to this in 1 Corinthians 2:12-13:

*Now we have received, not the spirit of the world, but the Spirit who is from God, that we might know the things freely given to us by God, which things we also speak, not in words taught by human wisdom, but in those taught by the Spirit, combining spiritual thoughts with spiritual words.*

Obviously Paul believed that what He wrote was from God through the Holy Spirit. Paul was listening to God in such a way that "we might know the things freely given to us by God." Thus, when the Christian reads or hears the Bible, he is listening to God.

## **Listening In Order to Understand**

Have you ever had a frustrating conversation? That's a ridiculous question, right? You can probably bring many such conversations to mind! You just were not able to "get through" to the person, or the opposite was true. Maybe one of the two of you was listening, but you just did not understand one another.

As Christians, such frustration may be the result of not cultivating the art of listening. This begins with listening to God. If we have learned to hear God through His Word, we have come to realize important elements of listening in order to understand. If we can listen to God, we are able to listen to our fellow men.

First, we realize that understanding is often the result of

focus. Whether we are studying the Bible, praying, hearing a sermon, listening to family or friends, viewing a movie, or a list of other things, our attention needs to be focused. Admittedly, this can be difficult to achieve. Distractions seem to flood our lives at the most inopportune times. But how often are such distractions a result of unnecessary additions to our lives? Have we put rugged mountains in our paths? Do we find ourselves struggling to climb those mountains before we can focus on what we truly are seeking on the other side? Perhaps we are in need of a refocusing on what is truly important, along with the discarding of what is not truly important. When this happens we will begin to walk a path that will provide more opportunities to listen in order to understand. I believe our relationships with God and those we love will deepen as a result.

The second element of understanding is patient contemplation. Some may call this meditation, which is a thoroughly biblical practice when we are meditating on Scripture. But whether we are contemplating Scripture, or what our children may have just said, our objective is to understand. Again, this also can be difficult to achieve. Because of the ways in which pop culture has permeated our lives, we have grown accustomed to immediate gratification.[\[5\]](#) This isn't surprising in light of the fact that most of what fills our ears and eyes doesn't require much, if any, patient contemplation. In fact, the things we tend to hear and see would be considered failures if we didn't respond immediately. Such pressures are indicative of the struggles of Christians in the world. According to Scripture, this will be true until Jesus returns. As a result, the Christian community is in need of those who are willing to do the hard work of patient contemplation. There is too much at stake to do otherwise.

The third element of listening in order to understand concerns the application of what is heard. When we have listened carefully enough to focus and contemplate we then are ready to



use what has been heard. This is a crucial element of a Christian worldview, because in the New Testament “. . . the only marks to distinguish true hearing from purely physical hearing are faith (Matt. 8:10; 9:2; 17:20 etc.) and action (Matt. 7:16, 24, 26; Rom. 2:13 etc.).”[\[6\]](#) As Jesus said, “. . . everyone who hears these words of Mine, and acts upon them, may be compared to a wise man, who built his house upon the rock” (Matt. 7:24). Let’s aspire to be considered among the wise. God will be glorified because He will have something to say through us.

## Listening to the World Around Us

You are sitting in your doctor’s office waiting to see him about a persistent cough you have had for more than two weeks. As you are thumbing through a magazine you are suddenly startled by an advertisement that proclaims, in very large letters: “YOU ARE THE C.E.O. OF YOUR LIFE!” Then you begin to read the fine print at the bottom of the ad, which states: “Think about it. Your life is like a business. It makes sense that you’re the one in charge.” You are thinking about it, and you do not agree. Why? Because you have been “listening” to the world around you and you realize that your world view does not fit with what you consider to be a brazen claim. You are not the C.E.O. of your life; God is. Your mental and spiritual sensitivity meter is working properly.

This fictitious scenario illustrates one of the common ways our Christian worldview guides us as we “listen” to the world around us. Many ideas are being shared in that world and many of them are contrary to Christian thought. Stephen Eyre refers to those ideas as “dragons.” He believes these are cultural values that “. . . are particularly strong and absolutely deadly for the church.”[\[7\]](#) Eyre identifies six of them.

The first dragon is *Materialism*. Matter is all that matters; “I am what I own.” Jesus said, “. . . do not be anxious for your life, as to what you shall eat, or what you shall drink;

nor for your body, as to what you shall put on. Is not life more than food, and the body than clothing?" (Matt. 6:25)

The second dragon is *Activism*. Life is to be filled with action; "I am what I do," or "I am what I produce." God said, "Cease striving and know that I am God; I will be exalted among the nations, I will be exalted in the earth" (Ps. 46:10).

The third dragon is *Individualism*. We can depend on no one but ourselves; "I am self-sufficient." The apostle Peter wrote these memorable words to people, not just an individual: ". . . you are a chosen race, a royal priesthood, a holy nation, a people for God's own possession . . ." (1 Pet. 2:9).

The fourth dragon is *Conformism*. Recognition by others is a necessity; "I am who others recognize me to be." Jesus warned His disciples: "Beware of practicing your righteousness before men to be noticed by them; otherwise you have no reward with your Father who is in heaven" (Matt. 6:1).

The fifth dragon is *Relativism*. It doesn't matter what you believe, as long as you believe something; "I am whatever I choose to believe." Jesus declared that what we believe about Him is what ultimately matters when He said, "I am the way, and the truth, and the life; no one comes to the Father, but through Me" (John 14:6).

The sixth dragon is *Secularism*. Religion is all right in its place; "I am sufficient without God." Jesus said we are not sufficient unless we have Him: "I am the vine, you are the branches; he who abides in Me, and I in him, he bears much fruit; for apart from Me you can do nothing" (John 15:5).

Are we listening to the dragons, or to the Word of God? May the Lord guide us as we listen to the world around us with His ears.

# Listening to the Non-Christian

My ministry experiences include the privilege of travelling to the beautiful country of Slovenia. While in this formerly communist state I was invited to speak to older high school students in their classes. (Yes, they spoke and understood English very well.) After one of these classes I engaged in conversation with several young people who were especially curious about the issues I had raised about the subject of worldviews. As I listened closely to what they were saying I realized they might have been using certain terms without much knowledge of what they mean. One of those terms was the word atheist. Some of them claimed they were atheists. So I gently asked if they understood the implications of the word by using an illustration that got their attention. Then I asked if they knew of the word agnostic. After they indicated they had not heard of the word I explained it to them. Immediately they responded by asserting that the word agnostic described them more accurately than atheist. From that point in our conversation I was able to share the gospel, the answer to their agnosticism.

As you can imagine, that incident is a joyous memory in my life. But what if I had not listened carefully, not only to what the students were saying, but what they did not say? I believe that if I had not focused my attention in order to contemplate their comments and questions, I would not have had their attention as I did.

When we are listening carefully to the non-Christian we are winning an opportunity to be heard by him. There are times when evangelism can be a matter of listening, and then telling. Here are two suggestions that can help in developing the art of listening to the non-Christian.

First, listen for what the person presupposes is true. For example, the actor Brad Pitt is quoted as saying, "I have a hard time with morals. All I know is what feels right. What's

more important to me is being honest about who you are.”<sup>{8}</sup> If you were listening to him say these things you may have wanted to encourage him to consider the implications of his statements. How would he react if someone “felt like” stealing his car or robbing his house? You also could ask him if Charles Manson was being honest about himself when he committed murder. Brad Pitt’s presuppositions about morality cannot be sustained. He needs something greater than his feelings and a vague sense of honesty.

Second, listen for what is not said. You may hear a lot of assertions, but what are the crucial elements you do not hear? Imagine you are listening to a non-Christian friend as he has a tirade about the hypocrisy of the Christians he knows (you excepted, of course). It suddenly occurs to you to ask what is behind his anger. He then becomes increasingly agitated as he tells you someone in a church rejected him and defamed his family when he was younger. Now you can begin to build up what had been torn down in your friend’s life, even though a lot of patience may be required.

People need to be heard. May God grant us the wisdom to listen. In the process may He grant us the privilege of carrying His wondrous message to those who will hear.

## Notes

1. W. Bingham Hunter, *The God Who Hears* (Downers Grove, IL: InterVarsity, 1986).
2. Leland Ryken, James C. Wilhoit, Tremper Longman III, gen. eds., “Ear, Hearing,” in *Dictionary of Biblical Imagery* (Downers Grove, IL: InterVarsity, 1998).
3. Ibid.
4. Gene Edward Veith, Jr., *Reading Between the Lines* (Wheaton, IL: Crossway, 1990), 18.

5. See my essays on the subjects of [Television](#) and [Slogans](#).
6. Gerhard Kittel, akouw, in *Theological Dictionary of the New Testament*, Vol. I, ed. Gerhard Kittel, trans. and ed. Geoffrey W. Bromiley (Grand Rapids, MI: Eerdmans, 1964), 220.
7. Stephen D. Eyre, *Defeating the Dragons of the World* (Downers Grove, IL: InterVarsity, 1987), 14. Much of the material in this section comes from this book.
8. Brad Pitt, quoted in *Ladies Home Journal* (March 1999), 46.

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# The Relevance of Christianity: An Apologetic

*Rick Wade develops and defends the relevancy of Christianity, encouraging believers to find points of contact with an unbelieving world.*

*This article is also available in [Spanish](#).* 

## Christianity and Human Experience

In his book, *Intellectuals Don't Need God and Other Modern Myths*, theologian Alister McGrath tells about his friend's stamp-collecting hobby. His friend, he says, "is perfectly capable of telling me everything I could possibly want to know about the watermarks of stamps issued during the reign of Queen Victoria by the Caribbean islands of Trinidad and Tobago. And while I have no doubt about the truth of what he

is telling me, I cannot help but feel that it is an utter irrelevance to my life.”{1}

Christianity strikes many people the same way, McGrath says. They simply see no need for a religion that is 2000 years old and has had its day. How is it relevant to them?

One of the duties of Christian apologetics is that of making a case for the faith. We can prepare ourselves for such opportunities by memorizing many facts about our faith, such as evidences for the reliability of the Bible and the truth of the resurrection. We can learn logical arguments such as those for the existence of God or the logical consistency of Christian doctrines. While these are important components, such things can seem very remote from people today. They will not do much good in our apologetics if people are not listening.

This is why some Christian thinkers are now saying that before we can show Christianity to be *credible*, we must first make it *plausible*. In other words, we must get people’s attention first by bringing Christianity—at least in *their* thinking—into the position of being possibly true.{2} We need to find those points of contact with people that will encourage them to want to listen.

Why do we need to begin at such a basic level? A few reasons come to mind. First, many people think religion has nothing important to say regarding our public activities. So, in our daily lives religion is only allowed a minor role at best. This attitude quickly affects how we view our private lives as well. Second, many people hold that science is the only worthwhile source of meaningful knowledge. This often—although not necessarily—leads to a naturalistic worldview or at least causes people to think like naturalists. Scientism and naturalism seem to go hand-in-hand. Thus, in order to get a person’s attention, the first step we might need to take is to show him how Christianity applies to his life’s experience.{3}

Even though we are physically better off because of our scientific knowledge applied through various technologies, are we better off all around than before we had such things? I am not deriding the benefit of science and technology; I am simply wondering about our spiritual and moral health. Our society is trying to find itself. This is clearly seen in current debates over important ethical and social issues. At the root of our culture wars is the question, Who are we, and what are we to be about? The age-old questions continue to haunt us: Where did I come from? Why am I here? What am I supposed to be doing? Where am I going? With the loss of his exalted place in the universe following the loss of a Christian world view, man now wonders what his place is. Am I significant in a universe that sees me as just one more piece of cosmic dust? Is there any intrinsic meaning to my existence? Or must I determine for myself what my place and role will be?

In addition to apologetic arguments from logic and factual evidence, we should also be prepared to answer questions such as these. We need to let people know that in Christ are found answers to the major issues of life. By doing this, we can engage people where they really live. We can show them that God is not some abstract force separated from the concerns of life, but “is intimately related to personal and human needs.”[\[4\]](#) As one writer put it, “God must be shown to be necessitated or justified by *practical* or *existential* thinking.”[\[5\]](#)

In this article I will address these three issues: meaning, morality, and hope.[\[7\]](#) offers and contrast it with the Christian view.

## The Matter of Meaning

Let us begin with the matter of *meaning*. The question What is the meaning of life? might not be one which most people give serious attention to. But a similar question is often heard,

namely, What's the *point*? When we look for the significance or the point of our activities, we are wondering about their meaning. Reflective individuals carry this idea further, wondering What's the point—or what is the *meaning*—of it *all*? Although many people would argue that life *has* no ultimate meaning, most people seem to expect it to. We search for it in creativity, in helping others, in “finding ourselves,” and in a variety of other ways.

The question of meaning encompasses other questions: Where did I come from? What is the significance of the experiences of my life? What is my overall purpose, and what should I be doing? Where is all this heading?

The prevailing view in the West today, for all practical purposes, is naturalism. This is not only the prevailing philosophy on college campuses, but we have all been encouraged by the successes of science to believe that if something is not scientific, it is not reliable. Since science investigates the natural order, we tend to see nature as all that is really important, or even as all that exists. This is called scientific reductionism.

However, the scientific method is capable of dealing only with quantitative matters: How much? How big? How far? How fast? Philosopher Huston Smith has argued that, for all the achievements of science, it is incapable of speaking to such important issues as values, purpose, meaning, and quality.[\[8\]](#)

This focus on science is not meant to pick on this discipline, but to point out that science cannot give answers to some of the major issues of life. Moreover, if we go so far as to adopt naturalism as a world view, we are really in a bind, for naturalism *has* no answers to give, at least to the question of ultimate meaning. Naturalism says there was no purpose for our coming into being; the only meaning we can have now is that which we superimpose on our own lives; and we are all just going back to the dust. If the universe is just a chance



accident in space and time; if living beings intrinsically are nothing more than just so many molecules, no matter how marvelously arranged; if human beings are merely cousins to trees, trapped on a planet caught somewhere "between immensity and eternity," as Carl Sagan said; then there is no meaning to life that we ourselves do not give to it. Being finite, we are by nature incapable of providing ultimate meaning.

If we should seek to establish our *own* meanings, what is to guide us? By what shall we measure such things? What if that which is meaningful to me is offensive to you? Furthermore, what if the goals we pursue are not capable of bearing the meaning we try to put into them? Many people strive to move up the ladder, to attain the power and prestige that they think will fulfill them, only to find that it's not all it's cracked up to be. The possession of material goods defines many of our lives. But how much is enough? Does the one with the most toys when he dies really win? Or, as some have said, is it simply that the one who dies with the most toys . . . still dies?

Thus, there is no ultimate meaning in a universe without God, and our attempts at providing our own limited meanings often leave us looking for more.

If naturalism is true, we should be able to shake off the fantasies of our past and give up worrying about questions of ultimate meaning. However, we continue to look for something bigger than ourselves, something that will give our lives meaning. Christianity provides the explanation. We are drawn toward the One who created us and imbues our lives with meaning as part of His purposes. We are significant in ourselves because He made us, and there is meaning in our daily activities because that is the context in which we work out His ambitions for us and our world. Recognizing the true God opens to us the reality of value and meaning. The meaning of life is found when we find our place in God's world.

# The Matter of Morality

In his book, *Can Man Live Without God*, apologist Ravi Zacharias makes this bold assertion: "Antitheism provides every reason to be immoral and is bereft of any objective point of reference with which to condemn any choice. Any antitheist who lives a moral life merely lives better than his or her philosophy warrants." [\[9\]](#) What a bold thing to say! Is Zacharias saying that all atheists (or antitheists, as he calls them) are immoral? Not at all. But he is saying that atheism itself makes no provision for fixed moral standards.

One very important aspect of being human is morality. A basic understanding of the concept of right and wrong or good and bad is fixed in our nature. We constantly evaluate actions and events—and even people—as good or bad or, in some cases, neither. These are moral evaluations. They are significant for our personal choices, and they are critical to our participation in society.

In our culture today naturalism is the reigning public philosophy. Even if many people claim to believe in God, practical naturalism (or atheism) is the rule of the day. Regarding morality, the general attitude seems to be that there is no moral code to which we all are subject. We say in effect, I'll choose my morality, and you choose yours. But if Zacharias is correct, naturalism (or atheism) provides no solid foundation even for personal morality.

The question we might pose to an atheist (which could be directed at a practical atheist as well) is this: How do you justify your own actions? To that question the atheist could simply answer that he has need no for justification apart from his own desires and needs. While I think it is possible to argue that naturalism cannot be trusted to provide a moral compass—even for one's own needs—we can bring the real issue to the fore more quickly by asking two questions: How do you justify your moral outrage at the actions of others in any

given instance? and, Do you expect others to take your objections seriously? To expect someone to take my objections to his behavior seriously, I must presuppose a moral standard that stands in authority above us all, unless, of course, I think that I *myself* am that standard. But what does that do to his right to determine his *own* morality? The atheist sometimes wants to have it both ways. He wants to be his own standard-maker. But is he willing to give this privilege to others?

Now, some atheist might respond that, of course, as a culture we have to have laws in order to live together peacefully. Individuals are not free to do anything they please; they have to obey the laws of society. The well-known humanist philosopher Paul Kurtz believes that “education, reason, science and democratic methods of persuasion” are adequate for establishing our norms.[\[10\]](#) But there are educated people who hold different beliefs. Intelligent reason has led people to different conclusions. Science can not instruct us in morality. And in a society where there are a variety of opinions about what is right and wrong, how do we know which opinion is correct? Simple majority rule? Sometimes the minority is in the right, as the issue of civil rights has shown. No, Kurtz’s reason, education, science, and democracy will not do by themselves. They need to be informed by a higher law.

Besides all this, Kurtz has certain presupposed ideas about the proper end of our laws. For example, does furthering the human race mean giving everyone an equal opportunity? Or does it mean joining with Hitler and seeking to exterminate the weak and inferior?

Naturalism provides no transcendent law that stands over all people at all times to which we can appeal to establish a moral order. Nor is there a solid basis upon which to complain when we are wronged. Christianity, on the other hand, *does* provide a transcendent moral structure and specific moral laws that serve to both restrain us and protect us.

When the question of morality arises, atheists will often offer the rebuttal that Christian morality is apparently not sufficient to lead people into the “good life” because Christians have done some terrible things to other people {and to each other} over the years. While it is true that Christians have done some terrible things, there is nothing in Christianity that requires it, and there are definite commands not to do such things. The Christian who does evil goes against the religion he or she professes. The atheist, however, can justify almost any kind of activity since man becomes the measure of all things. Again, this does not mean that all or even most atheists lead blatantly immoral lives. It just means that they have no fixed point of reference by which to establish laws or to condemn the actions of others.

Christianity not only provides a moral structure and specific moral laws, it also provides for the power to do what is right. The atheist is left on his own to do what is right. Those who submit to God also have the Spirit to enable them to obey God’s moral law.

There is turmoil in our society today as we try to decide all over again what is good and what is evil. In our encounters with non-believers, by tapping into the need we all have for a moral structure suitable for both our preservation and our betterment, we can pave the way for their consideration of the Gospel of Jesus Christ.

## **The Matter of Hope**

You have likely heard the expression “hope against hope.” It refers to those times when there is no hope in sight, yet we keep on hoping anyway. There is something within us—most of us, anyway—which continues to see some possibility for good beyond a present crisis, or at least causes us to long for it.

As we consider the role human experience can play in apologetics, we should give serious attention to the question

of hope because it quickly finds a home in our souls. Few of us have absolutely no hope. What worse state can we imagine than to have no hope at all? What we are more likely to see than no hope at all is hope in things that are not worthy. Nonetheless, the presence of hope in the darkest of places is something with which we are all familiar.

Nowadays, however, hope seems to be in short supply. In spite of all the glorious advances made in a number of areas of life, there is a prevailing mood of unease. Americans seem to be scrambling for something in which to put their confidence for the future.

For centuries the Western world found its hope in God, the One who was working out His purposes toward a glorious end. But by the early part of this century, naturalism had taken hold of the academy and then our social consciousness as well.

From there, people went in different directions in their thinking. Secular humanists took the optimistic route and declared their hope in mankind. They continue to do so in spite of the fact that, in this “enlightened” era, our means of advancing the cause of humanity include aborting the unborn and helping the desperate kill themselves. Education, reason, science, and democracy—the gods of humanism—have yet to give us any real cause for hope.

Other people have grown cynical. With nothing more to hope in than what they see around them, they have lost faith in everything. They do not trust anyone anymore; they doubt that anyone can be truly virtuous; and they have simply settled into hopelessness. {11} Still others of a more philosophical bent have been drawn to atheistic existentialism, the philosophy of despair, which declares that God is dead and with Him that in which we once put our hope. {12}

A good illustration of someone trying to find something positive in the loss of hope in the Christian God is found in

Albert Camus' novel, *The Stranger*.[{13}](#) The protagonist, Meursault, winds up in jail for the senseless murder of a man on a beach. After his trial, as he is awaiting either an appeal or his execution, Meursault is visited by a chaplain who tries to get him to confess belief in God. Meursault informs him that he does not have much time left, "and [he] wasn't going to waste it on God."[{14}](#) Meursault angrily rejects all the priest says. He believes that the fate of death to which everyone is subject levels out everything people believe. One action is as good as another; one way of life is as good as another.

After the priest leaves and Meursault has slept for awhile, he says this as he considers his fate:

*[I] felt ready to start life all over again. It was as if that great gush of anger had washed me clean, emptied me of hope, and, gazing up at the dark sky spangled with its signs and stars, for the first time, the first, I laid my heart open to the benign indifference of the universe.* [{15}](#)

If there is no God out there, the best we can do is accept the reality of our nothingness, and begin to make of ourselves whatever we can. Like the bumper sticker I once saw which read, "I've been much happier since I gave up hope." Previously Meursault had admitted being afraid, and he had betrayed his own humanity when, after coolly thinking about how death comes to everyone, and how it really does not matter when or how one dies, the thought of a possible appeal brought a sudden rush of joy through his body and brought tears to his eyes.[{16}](#) Now he bravely faces a universe that does not care, and he feels free.

If anyone ever truly feels this way in real life, that person is the exception rather than the rule. The word *hopeless* has negative connotations; we do not normally think of it as a positive thing. The atheistic existentialist must go against

what appears to be the norm to achieve this state of happiness in the face of a purposeless universe.

Of course, not all atheists will opt for Camus' philosophy. To some extent, hope for the fulfillment of our various earthly ambitions fits in with a naturalistic worldview. A boy can practice his swing with the hope of doing better in the batter's box. A woman with the hope of getting married can very likely see that hope fulfilled. A man may get that promotion he hopes for by working hard. Yet frequently people find that what they had hoped for fails to provide the fulfillment they expected.

And what about hope for the future? Is there anything to hope for after death? When old age creeps up and the elderly man reviews his life, is there any hope that something will come of all the labors and heartaches and wins and losses of his life? Was it all leading somewhere? The most naturalism can allow is that our lives might benefit others. But naturalism cannot of itself undergird such a hope. An impersonal universe offers no rewards. And no one can predict what the next generation will do with one's efforts. Besides, we might wonder why we should worry about the benefit of others who, like ourselves, are just pieces of cosmic dust. To take this even further, naturalism can just as easily allow for the destruction of the weak and the development of a master race as it can for an altruistic attitude toward all people.

Of course, naturalism has nothing beyond the grave to offer the individual him- or herself. There is no culmination, no reward, no "Well done, good and faithful servant" (Matt. 25:21). You live, you do your best (according to your own standards, of course), and you die.

Yet, we continue to hope. I wonder if the "hope [that] springs eternal" is rooted within us in that "eternity" which is "set . . . in the hearts of men" (Eccl. 3:11)? Or, maybe it stems from the knowledge we all have of Deity, even though that

knowledge might be warped by sin. An inescapable awareness of something transcendent continually draws us upward.

Christianity holds that the psychological reality of hope, and the content of hope that does not fail, is found in Jesus who is our hope (1 Tim. 1:1). Let us look at that in more detail.

## **The Answer Found in Jesus**

One of the great benefits of addressing the matters of meaning, morality, and hope in Christian apologetics is that they take us right into the Gospel message. Our meaning is rooted in the personal God who created us and is actively involved in our affairs. Lasting, objective moral values to which we all are accountable and which serve to protect us find their source in God's nature and will. And hope is what He sent His Son to give us along with forgiveness and new life and a host of other things.

Before looking at these issues more closely, I should address a couple of potential objections to bringing human experience into apologetics. One objection is that the apologist can quickly fall into *selling* the faith by an appeal to the felt needs of consumeristic Americans. Such needs are not always valid.

Another objection is that such matters are subjective. To appeal to them is to become trapped in matters that are at best non-rational and at worst irrational. Our consideration of Christianity should not be based upon such flimsy foundations.

These problems can be avoided by concentrating on those aspects of our experience which are universally shared. Someone has called these "objective-subjective" matters. That is, they are subjective matters of a kind shared by all of us by virtue of our membership in the human race. The desire for moral order is something felt inwardly, but it is a universal



need. Faith is subjective, but the disposition to believe is a universal one. Personal meaning also is an inward desire, but it is one we all have.

Let us consider now the answers the Bible gives to the questions we're considering.

Remember that one of the questions encompassed by the question of meaning is, Where did I come from? In John 1:1-3, Colossians 1:16-17, and Hebrews 1:2 we learn that we were created by God through Jesus. Furthermore, we learn from the examples of David and Jeremiah that God created us and knows us individually (Ps. 139:13-16; Jer. 1:5). Unless we are prepared to argue that we were made on a whim or maybe just for sport—and nothing in Scripture indicates that God does anything like that—we must conclude that He made us for a purpose.

The question, Is there meaning in the experiences of daily life?, is answered by the understanding that God is working out His own purposes in our lives (Phil. 2:12-13; Rom. 8:28; 9:11,17; Eph. 1:11).

Finally, to the questions, What is my purpose? and What should I be doing?, Scripture teaches that I am to obey God's moral precepts (Jn. 14:23,24; 1 Jn. [entire book]), and that I am to participate in God's work by doing the things He has given me to do in particular (Jn. 13:12-17; Eph. 2:10; 1 Pe. 4:10).

Regarding morality, the noble acts of people and the ravages of war are understandable in light of our being created in God's image, on the one hand, and corrupted by sin, on the other. Although we typically do not think of Jesus as the law-giver as much as the exemplar of moral goodness, this is not to say that He does not Himself define for us what is good. Being fully God He shares the moral perfection of God the Father. He also created us as moral creatures and planted in us the awareness of right and wrong. Furthermore, His central

position in the plan of redemption—which was put into effect because of our sin-induced estrangement from God—makes Him a focal point in the matter of good and evil. Thus, in Jesus is found an understanding of our consciousness of sin and judgment as well as the solution to the crucial issue of guilt and forgiveness.

This is all too often forgotten in evangelical witness today. One theologian has noted that the central theme of the Gospel is no longer justification by faith, but the new life. But people know that they do wrong, and they want to have the burden of guilt lifted. Many do this by denying any kind of universal morality. All they have to do to maintain a clear conscience, they think, is to be “true” to themselves. But in practice this does not work. We react negatively when an individual who is being “true” to himself does something mean to us. We also know that others are justified in objecting to our actions that are hurtful to them. Our moral outrage at the actions and words of others betrays our sense that there is a moral law that transcends us. Naturalism has no means of dealing with all this, but Jesus does.

I have already touched on the important place that hope occupies in the Christian life. We have something specific to hope for, and in our walk with Christ we can experience hope on the psychological level.

For the apostles Paul and Peter, hope finds its objective focal point in the resurrection of Jesus (Acts 23:6; 24:14-15; 1 Pe. 1:3). For our hope is eternal life (Titus 1:2; 3:7), and Jesus’ resurrection is objective, concrete evidence that the promise of eternal life is sure. It is with the objective content of our hope in mind that Paul can say the Gentiles had no hope and were without God in the world (Eph. 2:12).

The hope we have is not something we can see (Rom. 8:24-25); it is waiting for us in heaven (Col. 1:5). Nonetheless it provides the context for our joy today (Rom. 12:12). Hope is

strengthened as we learn what God has done in the past, and as we persevere in our Christian walk (Rom. 15:4). As our faith grows and we experience the joy and peace Jesus gives, our hope is brought alive (Rom. 15:13). Rather than put our hope in earthly riches (1 Tim. 6:17), we put our hope in the God who cannot lie (Titus 1:2).

In short, the answers to the questions of meaning, law, and hope—which have no answers in naturalism – are found in Jesus. These truths, buttressed by the facts and logical consistency of Christianity, can be a significant part of our case for the truth of Jesus Christ. Although truth is not ultimately determined by experience, the common experience of humanity provides a point of contact for the Gospel. Even if such matters are not persuasive by themselves, they might at least serve to show that Christianity is relevant to our lives today.

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## Apologetics and Evangelism

*Probe's founder Jimmy Williams, a master in classical apologetics, explores the use of apologetics in sharing the gospel.*

*This article is also available in [Spanish](#).* 

Today as never before, Christians are being called upon to give reasons for the hope that is within them. Often in the evangelistic context seekers raise questions about the validity of the gospel message. Removing intellectual objections will not make one a Christian; a change of heart wrought by the Spirit is also necessary. But though

intellectual activity is insufficient to bring another to Christ, it does not follow that it is also unnecessary. In this essay we will examine the place and purpose of apologetics in the sharing of our faith with others.

The word "apologetics" never actually appears in the Bible. But there is a verse which contains its meaning:

But sanctify the Lord God in your hearts, and be ready always to give *an answer* to every man who asketh you the reason for the hope that is within you with meekness and fear (1 Peter 3:15).

The Greek word *apologia* means "answer," or "reasonable defense." It does not mean to apologize, nor does it mean just to engage in intellectual dialogue. It means to provide reasonable answers to honest questions and to do it with humility, respect, and reverence.

The verse thus suggests that the *manner* in which one does apologetics is as important as the words expressed. And Peter tells us in this passage that Christians are to be ready *always* with answers for those who inquire of us concerning our faith. Most Christians have a great deal of study ahead of them before this verse will be a practical reality in their evangelistic efforts.

Another question that often comes up in a discussion about the merits and place of apologetics is, "What is the relationship of the mind to evangelism?" "Does the mind play any part in the process?" "What about the effects of the fall?" "Isn't man dead in trespasses and sins?" "Doesn't the Bible say we are to know nothing among men except Jesus Christ and Him crucified?" "Why do we have to get involved at all in apologetics if the Spirit is the One Who actually brings about the New Birth?"

I think you will agree that today there are many Christians who are firmly convinced that answering the intellectual questions of unbelievers is an ineffectual waste of time. They

feel that any involvement of the mind in the gospel interchange smacks too much of human effort and really just dilutes the Spirit's work.

But Christianity thrives on intelligence, not ignorance. If a real Reformation is to accompany the revival for which many of us pray, it must be something of the mind as well as the heart. It was Jesus who said, "Come and see." He invites our scrutiny and investigation both before and after conversion.

We are to love God with the *mind* as well as the heart and the soul. In fact, the early church was powerful and successful because it out-thought and out-loved the ancient world. We are not doing either very well today.

## Reasoning and Persuading

Most Christians today seem to prefer experiencing Christianity to thinking about or explaining it. But consider these verses:

Matthew 13:23: "But he who received the seed on the good ground is he who hears the word and *understands* it, who indeed bears fruit." They all heard it, but only the "good soil" *comprehended* it.

Acts 8:30: "When the Spirit prompted Philip to join himself to the chariot of the Ethiopian eunuch (who was reading Isaiah 53), he asked, 'Do you *understand* what you are reading?' The eunuch replied, 'How can I except some man should *guide* me?'"

Acts 18:4: Paul at Corinth was "reasoning in the synagogue every sabbath and trying to *persuade* the Jews and Greeks."

Acts 19:8: Paul at Ephesus "entered the synagogue and continued speaking out boldly for three months, *reasoning* and *persuading* them about the kingdom of God."

Romans 10:17: "So then faith comes by *hearing* and *hearing* by the word of God." Again the emphasis is on hearing with

perception.

2 Corinthians 5:11: “We *persuade* men,” says Paul. Vine’s *Expository Dictionary* describes this Greek word like this: “to apply persuasion, to prevail upon or win over, bringing about a change of mind by the influence of reason or moral considerations.”

All of these words—persuasion, dialogue, discourse, dispute, argue, present evidence, reason with—are vehicles of communication and are at the heart of Paul’s classical evangelistic model. Can there be saving faith without understanding? Can there be understanding without reasoning? The Bible would appear to say no. Paul urges believers in 2 Timothy 2:15 to study to show ourselves approved unto God, workmen that need not to be ashamed.

J. Gresham Machen, a great Christian scholar, said the following words in 1912 to a group of young men at Princeton Seminary:

It would be a great mistake to suppose that all men are equally well-prepared to receive the gospel. It is true that the decisive thing is the regenerative power in connection with certain prior conditions for the reception of the Gospel. . . . I do not mean that the removal of intellectual objections will make a man a Christian. No conversion was ever wrought by argument. A change of heart is also necessary . . . but because the intellectual labor is insufficient, it does not follow that it is unnecessary. God may, it is true, overcome all intellectual obstacles by an immediate exercise of His regenerative power. Sometimes He does. But He does so very seldom. Usually He exerts His power in connections with certain conditions of the human mind. Usually He does not bring into the kingdom, entirely without preparation, those whose mind and fancy are completely contaminated by ideas which make the acceptance of the Gospel logically impossible.

If these words were true in 1912, how much more are they needed today?

## Individual Responses

People respond to the gospel for various reasons—some out of pain or a crisis, others out of some emotional need such as loneliness, guilt, insecurity, etc. Some do so out of a fear of divine judgment. And coming to know Christ brings a process of healing and hope to the human experience. To know Christ is to find comfort for pain, acceptance for insecurity and low self-esteem, forgiveness for sin and guilt.

And others seem to have *intellectual* questions which block their openness to accept the credibility of the Christian message. These finally find in Christ the answers to their intellectual doubts and questions.

Those today who are actively involved in evangelism readily recognize the need for this kind of information to witness to certain people, and there are many more doubters and skeptics out there today than there were even twenty years ago.

We can see more clearly where we are as a culture by taking a good look at Paul's world in the first century. Christianity's early beginnings flourished in a Graeco-Roman culture more X-rated and brutal than our own. And we find Paul *adapting* his approach from group to group.

For instance, he expected certain things to be in place when he approached the Jewish communities and synagogues from town to town. He knew he would find a group which already had certain beliefs which were not in contradiction to the gospel he preached. They were monotheists. They believed in one God. They also believed this God had spoken to them in their Scriptures and had given them absolute moral guidelines for behavior (the Ten Commandments).

But when Paul went to the Gentile community, he had no such

expectations. There he knew he would be faced with a culture that was polytheistic (many gods), biblically ignorant, and living all kinds of perverted, wicked lifestyles. And on Mars Hill in Athens when he preached the gospel, he did somewhat modify his approach.

He spoke of God more in terms of His presence and power, and he even quoted truth from a Greek poet in order to connect with these “pagans” and get his point across: “We are God’s offspring” (Acts 17:28).

One hundred years ago, the vast majority of Americans pretty much reflected the Jewish mentality, believing in God, having a basic respect for the Bible, and strong convictions about what was right and what was wrong.

That kind of American can still be found today in the 90s, but George Gallup says they aren’t having much of an impact on the pagan, or Gentile community, which today holds few beliefs compatible with historic Christianity.

To evangelize such people, we have our work cut out for us. And we will have to use both our minds and our hearts to “become all things to all men in order to save some.”

## **A Variety of Approaches**

As we’re considering how we as Christians can have an impact on our increasingly fragmented society, we need to keep in mind that many do not share our Christian view of the world, and some are openly hostile to it.

In fact, a college professor recently commented that he felt the greatest impediment to social progress right now was what he called the bigoted, dogmatic Christian community. That’s you and me, folks.

If we could just “loosen up a little,” and compromise on some issues, America would be a happier place. What is meant by



this is not just a demand for tolerance . . . but wholesale acceptance of *any* person's lifestyle and personal choices!

But the Bible calls us to be "salt and light" in our world. How can we be that effectively? I don't have a total answer, but I'll tell you after 30+ years of active ministry what isn't working. And by my observation, far too many Christians are trying to address the horrendous issues of our day with one of three very ineffective approaches.

**Defensive Approach** – Many Christians out there are mainly asking the question, "How strong are our defenses?" "How high are our walls?" This barricade mentality has produced much of the Christian subculture. We have our own language, literature, heroes, music, customs, and educational systems. Of course, we need places of support and fellowship. But when Paul describes spiritual warfare in 2 Corinthians 10, he actually *reverses* the picture. It is the *enemy* who is behind walls, inside strongholds of error and evil. And Paul depicts the Christians as those who should be mounting offensives at these walls to tear down the high things which have exalted themselves above the knowledge of God. We are to be *taking* ground, not just holding it.

**Defeatist Approach** – Other Christians have already given up. Things are so bad, they say, that my puny efforts won't change anything. "After all, we are living in the last days, and Jesus said that things would just get worse and worse." This may be true, but it may not be. Jesus said no man knows the day or the hour of His coming. Martin Luther had the right idea when he said, "If Jesus were to come tomorrow, I'd plant a tree today and pay my debts." The Lord may well be near, He could also tarry awhile. Since we don't know for sure, we should be seeking to prepare ourselves and our children to live for Him in the microchip world of the 21st century.

**Devotional Approach** – Other Christians are trying to say

something about their faith, but sadly, they can only share their personal religious experience. It is true that Paul speaks of us as “epistles known and read” by all men. Our life/experience with Christ is a valid witness. But there are others out there in the culture with “changed” lives . . . and Jesus didn’t do the changing! Evangelism today must be something more than “swapping” experiences. We must learn how to ground our faith in the facts of history and the claims of Christ. We must have others grapple with Jesus Christ, not just our experience.

## **Apologetics and Evangelism**

I want to conclude this essay with some very important principles to keep in mind if we want to be effective in seeing others come to know Christ through our individual witness.

1. Go to people. The heart of evangelism is Christians taking the initiative to actually go out and “fish for men.” Acts 17:17 describes for us how Paul was effective in his day and time: “Therefore he reasoned in the synagogue with the Jews and with the gentile worshippers, and in the marketplace daily with those who happened to be there.”

2. Communicate with people. Engage them. Sharing the Gospel involves communication. People must be focused upon and then understand the Gospel to respond to it. It is our responsibility as Christians to make it as clear as possible for all who will listen. “Knowing, therefore, the terror of the Lord, we persuade men” (2 Cor. 5:11).

3. Relate to people. Effective witness involves not only the transmission of biblical information; it also includes establishing a relationship with the other person. Hearts, as well as heads, must meet. “So, affectionately longing for you,” said Paul to the Thessalonians, “we were well pleased to import to you not only the good news of God, but also our own

lives, because you have become dear to us" (1 Thess. 2:8).

4. Remove barriers. Part of our responsibility involves having the skills to eliminate obstacles, real or imagined, which keep an individual from taking the Christian message seriously. When God sent the prophet Jeremiah forth, He said, "Behold, I have put my words in your mouth . . . and I have ordained you to pluck up and to break down, to destroy and to overthrow, to build and to plant." Sometimes our task as well is one of "spiritual demolition," of removing the false so the seeds of truth can take root. Apologetics sometimes serves in that capacity, of preparing a highway for God in someone's life.

5. Explain the gospel to others. We need an *army* of Christians today who can consistently and clearly present the message to as many people as possible. Luke says of Lydia, "The Lord opened her heart so that she heeded the things which were spoken by Paul" (Acts 16:14). Four essential elements in sharing the gospel:

- someone talking (Paul)
- things spoken (gospel)
- someone listening (Lydia)
- the Lord opening the heart.

6. Invite others to receive Christ. We can be clear of presentation, but ineffective because we fail to give someone the opportunity and encouragement to take that first major step of faith. "Therefore we are ambassadors for Christ, as though God were pleading through us: we beg you in Christ's behalf, be reconciled to God" (2 Cor. 5:20).

7. Make every effort by every means to establish them in the faith. Stay with them, ground them in the Scripture, help them gain assurance of their salvation, and get them active in a vital fellowship/church.

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# The New Age Movement

*Former Probe staffer Dr. Robert Pyne provides an orthodox Christian perspective on the concepts underpinning the New Age philosophy.*

The New Age Movement. You've probably heard the phrase, and chances are you've heard it applied to everything from cartoon shows to environmental protection groups. Today we have "new age" radio stations, "new age" bookstores, and even "new age" churches, but a great deal of confusion remains about the New Age Movement. To begin with, the New Age Movement is not a conspiracy or a cult. It is a loose collection of very diverse people and groups. It is a religious trend, not a religious organization. Its broadness makes it rather difficult to define, but there are several beliefs that are distinctively "New Age."

One of these beliefs is monism, the idea that all of reality is essentially one. You and I usually recognize differences between ourselves and between different objects in our world, but the monist sees everything as a single organic whole. From the monistic perspective, we are all part of one another; and, if God exists, we are all part of God.

Monism sounds very much like Eastern pantheism, and this similarity has caused many observers to describe the New Age Movement as the invasion of Eastern mysticism into Western culture. In fact, the New Age Movement has its historical roots in European philosophy. What we're seeing is not the adoption of Eastern religion, but the bankruptcy of our own culture.

Let me explain. For centuries Christian theologians maintained that there were three sources of truth: revelation, tradition,

and reason. One by one, the philosophers discarded revelation, ignored tradition, and concluded that reason was inadequate. The situation thus became a little scary. There weren't any sources of authority left!

Humans don't function very well without some source of authority, some source of hope. With no other place to turn, Western philosophers began to place their hopes in irrational ideas like monism, believing that the problems and inconsistencies of life were more apparent than real and that these problems could be resolved at some deep level that we really can't comprehend. These ideas provided the real foundation for the New Age Movement. It came about because Western philosophy had run out of answers.

All of that is simply to say this: The New Age Movement teaches some things that don't make much sense. Its teachings violate Scripture, tradition, and reason. Its proponents are people who are desperately looking for hope and security in a world that seems very confusing. They have bought into the idea that we have no sure source of authority, and they are attempting to find answers in experience and in irrational ideals.

## **Monism and Pantheism**

One of the most distinctive beliefs of the New Age Movement is monism, the belief that all of reality is essentially one. From this perspective, everything that exists is part of a single organic whole. There are no real differences between people, between objects, or between people and objects.

Monism seems very odd to most of us because our experience points to distinctions between ourselves and other people or between persons and objects. The New Age Movement, however, perceives logic and reason as limitations. Its adherents see commonly observed distinctions as illusions, and they believe we are led astray by what we would call "common sense." For

the New Age follower, we are all one with one another and, for that matter, with everything. When individuals come to the belief that they are one with the universe, a kind of conversion takes place. Shirley MacLaine's experience in an Andean mineral bath illustrates the point. She writes,

Slowly, slowly, I became the water . . . . I was the air, the water, the darkness, the walls, the bubbles, the candle, the wet rocks under the water, and even the sound of the rushing river outside.

Shirley MacLaine came to the conclusion that she was not herself a distinct entity, but that she was instead completely identified with all that surrounded her. This belief that everything is essentially one leads New Age followers to believe in pantheism, the idea that all is God. The unity of all reality tells them that everything is divine, including themselves. If all is one, then there are no distinctions, and all is God. Again, Shirley MacLaine writes, "I am God, because all energy is plugged into the same source. We are all individualized reflections of the God source. God is in us and we are God."

From a New Age perspective, this concept is the key to unlocking one's true potential, for to realize that you are God is to realize that you have no finite limitations. But there's a problem with this claim. If God does not have limited knowledge or abilities, why would we have to grow in knowledge if we are God? Why would we even have to come to the conclusion that we are divine? If we are unlimited, why are we so limited that we do not always realize we are unlimited?

In addition, if all is essentially one, no real difference exists between good and evil. With no legitimate distinction between good and evil, New Age religious activity becomes an exercise in futility. What you do or don't do doesn't matter at all!

Finally, New Age pantheism stands in sharp contrast to the biblical doctrine of creation. Genesis 1 tells us that, in the beginning, God created the heavens and the earth. God is not the same as His creation, but is utterly distinct from it as the Creator. Our place is not to ascend to His throne, but to bow down before it.

## **The Political Agenda of the New Age Movement**

A consequence of New Age monism is a strong emphasis on the unity of our planet. This belief that everything is one was reinforced when astronauts photographed the Earth from outer space. The pictures didn't look anything like our rapidly changing political maps. The barriers we had erected between nations were invisible, as were the wars taking place at the time. Only what we had in common was visible: a single planet and a fragile ecosystem. Peter Russell writes,

[This] picture has become a spiritual symbol for our times. It stands for the growing awareness that we and the planet are all part of a single system, that we can no longer divorce ourselves from the whole.

These pictures of the Earth from outer space are on New Age posters, bumper stickers, and T-shirts to remind us that we are all essentially one. We see this same idea in popular music as well—the Grammy award-winning song “From a Distance” emphasizes the idea that when one stands back and looks at our planet “from a distance,” there is harmony, peace, and hope. There is global oneness.

This emphasis on globalism reflects the New Age desire to see the essential oneness of all reality manifested in our experience. The followers of the New Age want humanity to function as a “superorganism,” similar to a school of fish or a flock of birds, reacting to danger within a fraction of a second and behaving in such cooperation that we seem to have a

common brain. Peter Russell writes,

No longer will we perceive ourselves as isolated individuals; we will know ourselves to be part of a rapidly integrating global network, the nerve cells of an awakened global brain.

This vision doesn't stop with the Earth, for New Age followers believe that our world will network with other planets, then other galaxies, until the entire universe is in complete harmony as a single organism.

From this perspective, the interests of humanity are subordinated to those of the Earth as a whole. The important thing is not whether we ourselves survive, or even whether or not our Earth survives, but whether or not this evolutionary process continues to go forward. Particularly in light of the fact that many people become a part of the New Age Movement because they desire a positive message of hope, their expectation is ultimately a very sad and impersonal one. The individual is lost in the whole process, like a drop of water blending into a cosmic ocean.

## **Achieving Oneness**

While all New Age followers look forward to global and universal oneness, they do not all agree on the means by which they expect that oneness to be achieved. Some focus on humanity's technological potential for harmony, emphasizing advances in telecommunications and the sciences. Others pay more attention to the somewhat mystical idea that all things share the same essential energy. If we can tap into that energy we can use it to our advantage. Just as Luke Skywalker used "the Force" in the Star Wars movies to levitate objects and win battles, many New Age adherents believe they can control events around them through visualization and meditation. This belief goes far beyond using one's perceived powers for personal gain. Their commitment to global and



universal harmony causes New Age followers to focus their attention on transforming the world. Here their belief that we share the same essential energy means that we can share the same consciousness.

One of the best illustrations of this concept is in the New Age fable of the "One-Hundredth Monkey." As the story goes, a group of scientists taught an island monkey to wash his food in the water before he ate. Several other monkeys eventually mimicked his behavior, and before long nearly a hundred of the monkeys on that island had learned this same lesson. At that point, however, a strange thing happened. When the one-hundredth monkey began to wash his food, suddenly all of the monkeys of that species began doing the same thing, even those who had no contact with the monkeys in the experiment. The idea is that the one-hundredth monkey was enough to push this practice "over the edge" into a kind of cosmic consciousness.

New Age followers use this fable as a way of illustrating what they believe we can achieve with the human race. They maintain that they need only to reach this "critical mass" of enlightened individuals in order for their enlightenment to become the common consciousness of all humanity. The Maharishi Mahesh Yogi, for example, has said that if just 1 percent of the population were to practice the technique of Transcendental Meditation, the "Age of Enlightenment" could dawn.

This critical mass is what New Age followers were trying to achieve with the event they called the "Harmonic Convergence." The Harmonic Convergence provided an opportunity for New Age adherents to channel their collective powers toward the common goal of world peace and harmony. The attempt to achieve this critical mass is also why so many cars have bumper stickers that read "Visualize World Peace." The proponents of the New Age believe that world peace will actually be realized if enough people visualize it.

## Witnessing to the New Age Follower

It is absolutely essential that Christians be sensitive to the philosophical perspective of New Age followers. We have seen that the New Age Movement reflects our culture's rejection of revelation, tradition, and reason as authentic sources of truth. New Age followers will be completely turned off if we use reason with them to show them the error of their beliefs. From their point of view, such dependence on logic and reason does nothing more than demonstrate a profound lack of enlightenment on our part. In the same way, an appeal to the truth of Scripture or to the teachings of your church will seem rigid and insensitive. I'm not saying that we must avoid Scripture or logic; I'm simply saying that we need to be extremely cautious in the way we minister to the New Age follower.

Since the New Age Movement values experience so highly, it may well be that your personal testimony is the most helpful thing you can communicate to adherents of the New Age. They will usually dismiss your logic and your books, but their own beliefs prevent them from dismissing your experience. By demonstrating the reality of your Christianity and the transformation that the gospel has brought into your life, you appeal to them on their own terms.

Naturally, there's something a little disconcerting about a testimonial approach. It means that you must have a more consistent testimony than their peers in the New Age. New Age seminars, for example, provide a great deal of personal support for those in attendance. Visitors feel welcome, they feel loved, and they want to come back just because the people are so friendly and attentive. Do we treat visitors that way in our churches? Do we treat our New Age friends with love and respect even though we disagree with their theology? If we give them rejection instead of encouragement, we're driving them deeper into the New Age.

The greatest thing we can offer New Age followers is a secure sense of hope. I believe hope is what they are looking for in the New Age Movement, but their thirst won't be satisfied there. The New Age hope is insecure and impersonal, and the individual is ultimately not valued at all. Compare that "hope" to the promise of the Savior that nothing can separate us from His love, that nobody will ever snatch us from the hand of the Father, that one day He will wipe away every tear from our eyes (Rom. 8:31-39; John 10:27-29; Rev. 21:4). What a difference! We need to demonstrate the reality of our hope and be prepared to explain how we have been made to feel so secure (1 Pet. 3:15).

The New Age Movement is very diverse, and it blends in easily with many other religions. One thing that it does not take in very well, however, is the cross of Jesus Christ. Your New Age friends will have a very difficult time accepting the idea that salvation can only come through Jesus Christ. That concept stands against everything they believe. Understand that they will probably not embrace the gospel quickly, but speak the truth in love. Through your words and through your lifestyle point them to Christ, who is our hope.

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## How to Be Successful and Satisfied

*How belief in Jesus Christ can help you realize your potential and help you find real satisfaction.*

This article is also available in [Spanish](#).



Success is:\_\_\_\_\_. How would you fill in the blank?

“That’s easy,” you might say. “Success is ... for an athlete, winning the Super Bowl, the World Series, or a gold medal: for an entertainer, winning an Oscar, a Grammy, or an Emmy; for a businessperson, being a top executive with one of the Fortune 500 companies: for a university student, being elected to Phi Beta Kappa or student government.” But is it always so easy to define?

Several years ago Ranier, a German friend, spent three months with me in the U. S. Once, while he was watching his first baseball game on TV, the batter hit the ball out of the park for a home run. The fans went wild! Ranier turned to me with a puzzled look and asked, “Why are they cheering? They’ve lost the ball?” To the hometown fans the batter was a great success. To someone from another culture, the home run was a mystery.

The meaning of success also varies with individuals. One dictionary defines success as “the satisfactory accomplishment of a goal sought for.” To be successful, you must achieve the goal and be satisfied with the outcome. With this definition one wonders if “success” that does not include personal satisfaction—a sense of well-being—is really true success at all.

## KEYS TO SUCCESS

Several factors contribute to success. Consider a few:

1. **Positive Self-Concept.** Imagine that you wake up one morning and your roommate is waiting to tell you something. He or she says, “I’ve been wanting to tell you what an outstanding roommate you are. You’re so kind, so thoughtful; you always keep the room so neat. Just being around you motivates me to be the most positive person I can be.”

After you recover from your cardiac arrest, you head off

toward your first class of the day. Whom should you run into but your date of the previous evening, who says, "Am I ever glad I ran into you! I'd been hoping I'd get a chance to tell you again what a terrific time I had yesterday. My friends are so jealous of me. They think that I'm the luckiest person in the world to go out with someone like you, and I agree! You're so friendly, so intelligent. You have a great sense of humor and good looks to boot! Why, when I'm with you, I feel like I'm in a dream!"

Then you float into your first class. Your professor is about to return the midterm exams you took last week, but before he distributes them he says, "I have an announcement I'd like to make. I want everyone to know what an outstanding job this student has done on this test." He points to you in the front row and says, "You are a breath of fresh air to me as a professor. You always do your assignments on time. You often do even more than is expected of you. Why, if every student were like you, teaching would be a joy. I was even considering leaving teaching before you came along!"

Wouldn't that help you have a great attitude about yourself? And wouldn't it motivate you to be a better roommate, a better date, a better student? You'd say to yourself, "Why, I'm one sharp person. After all, my roommate, my date and my prof all think so ... and they're no dummies!" You wouldn't argue with them for a minute! [{1}](#)

Of course, some people think so highly of themselves that their egos become problems. Nevertheless, many psychologists agree with Dr. Joyce Brothers when she says, " . . . a strong, positive self- image is the best possible preparation for success in life." [{2}](#)

**2. Clearly Defined Goals.** Aim at nothing and you'll surely hit it. Aim at a specific goal and, even if you don't hit it, chances are you'll be a lot farther along than if you'd never aimed at all.

The U. S. Space Program has produced many successes and, sadly, a few tragic failures. The successes of NASA help illustrate the importance of goal setting. Perhaps you've heard of the three electricians who were working on the Apollo spacecraft. A reporter asked each what he was doing. The first said, "I'm inserting transistors into circuits." The second answered, "I'm soldering these wires together." The third explained, "I'm helping to put a man on the moon."

Which one was more motivated and satisfied? Probably the one who saw how his activities fit into the overall goal.

Without a clear life's goal, daily duties can become drudgery. Knowing your life's goal can increase your motivation and satisfaction as you see how daily activities help accomplish that goal.

In the early 1960's, President John F. Kennedy set a goal of putting an American on the moon by the end of the decade. In 1969, Neil Armstrong took his "one small step." A specific goal helped NASA achieve a major milestone in history. Someone who desires success will set specific goals.

**3. Hard Work.** Any successful athlete knows that there would be no glory on the athletic field without hard work on the practice field. A true test of character is not just how well you perform in front of a crowd, but how hard you work when no one notices—in the office, in the library, in practice. President Calvin Coolidge believed "nothing in the world can take the place of persistence. Talent will not ... Genius will not ... Education will not ... Persistence, determination, and hard work make the difference." [\[3\]](#)

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**"A true test of character is not just  
how well you perform in front of a crowd,  
but how hard you work when no one notices."**

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“What is success?” asks British Prime Minister Margaret Thatcher. “I think it is a mixture of having a flair for the thing that you are doing ... hard work and a certain sense of purpose... I think I had a flair for ... (my work), but natural feelings are never enough. You have got to marry those natural feelings with really hard work.” {4}

The heavyweight-boxing champion of another era, James J. Corbett, often said, “You become the champion by fighting one more round. When things are tough, you fight one more round.” {5}

Success requires hard work. Of course you can overdo it and become a workaholic. One workaholic businessman had a sign in his office that read, “Thank God It’s Monday!” We all need to balance work and recreation, but hard work is essential to success.

**4. A Willingness to Take Risks.** Theodore Roosevelt expressed the value of this asset in one of his most famous statements: “Far better it is to dare mighty things, to win glorious triumphs, even though checkered by failure, than to rank with those poor spirits who neither enjoy much nor suffer much because they live in the great twilight that knows neither victory nor defeat, ” {6}

Ingemar Stenmark, the great Olympic skier, says, “In order to win, you have to risk losing.” Consider this question: “What would you do if you knew you could not fail?” That question can expand your vision and enlarge your dreams. Maybe your desire is to be a great political leader, an entertainer, a top businessperson or academician, a star athlete. What would you do if you knew you couldn’t fail?

Now ask, “Am I willing to risk a few possible failures in order to achieve that goal?” Success often involves risks.

# AN OBSTACLE TO SUCCESS AND SATISFACTION

A positive self-concept, clear goals, hard work, and a willingness to take risks ... all contribute to success. But there is a major obstacle to experiencing success and satisfaction in life.

In 1923 a very important meeting was held at the Edgewater Beach Hotel in Chicago. Attending this meeting were seven of the world's most successful financiers-people who had found the secret of making money.

Consider what had happened to these men 25 years later. The president of the largest independent steel company, Charles Schwab, died in bankruptcy and lived on borrowed money for five years before his death. The president of the greatest utility company, Samuel Insull, died a fugitive from justice and broke in a foreign land. The president of the New York Stock Exchange, Richard Whitney, spent time in Sing Sing Penitentiary. A member of the President's cabinet, Albert Fall, was pardoned so he could die at home. The greatest "bear" on Wall Street, Jesse Livermore, died a suicide. The head of the greatest monopoly, Ivan Krueger, died a suicide. The president of the Bank of International Settlements, Leon Fraser, died a suicide. All these had learned well, the art of success in making a living, but apparently they all struggled with learning how to live successfully. {7}

Pollster and social commentator Daniel Yankelovich quotes a \$100,000/ year full partner in a public relations firm: "I have achieved success by the definition of others but am not fulfilled. I appear successful ... I have published, lectured, exceeded my income goals, achieved ownership and a lot of people depend on me. So, I've adequately achieved the external goals but they are empty." {8}

Dustin Hoffman is an extremely successful movie actor. His film career seems almost dazzling and includes an Oscar for



his performance in “Kramer vs. Kramer.” Yet consider what he says about happiness and satisfaction: “I don’t know what happiness is ... life, liberty and the pursuit of happiness? I’d strike out happiness ... Walk down the street and look at the faces. When you demand happiness, aren’t you asking for something unrealistic?”[\[9\]](#)

Success in one area does not guarantee satisfaction in life. You can reach all your goals and still not be at peace with yourself. How can you both achieve your goals and be satisfied? And even if you feel a degree of satisfaction, could there be something more?

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**“You can reach all your goals,  
and still not be at peace with yourself.”**

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## **SUCCESSFUL AND SATISFIED**

More and more psychologists and psychiatrists are seeing the need to develop the total person physically, psychologically, and spiritually—to produce real satisfaction. Often in our struggle for success, we focus on physical and psychological development at the expense of the spiritual.

Not long ago a group of counselors spent quite a bit of time in New York City interviewing some of the nation’s most successful executives. They interacted with editors of newspapers and magazines, executives with advertising agencies, banks, the TV networks, seeking to understand these leaders’ ideas about success.

One question these counselors asked involved the spiritual area: “What place do faith and spiritual values have in your life?” In response, 75% conveyed that spiritual values were “important” or “very important” to both personal and

professional development. Remarked one, "If they could be strengthened, a lot of these other things would fall into place." Yet, surprisingly few of these leaders had clearly defined convictions in the spiritual area. As one radio broadcaster noted with a smile, "I am inspirable, but I can't find anyone to inspire me!" [{10}](#)

Then these executives were told about someone who could inspire them, one of history's most influential personalities, a person who stressed the importance of spiritual development as well as the physical and psychological. The life and teachings of this influential and very successful leader have made quite a positive impact on my own life, as well. Perhaps a bit of background will put my discovery in perspective.

In high school I looked for success through athletics, academics and student government. And I found it. I lettered in basketball and track ... our track team was undefeated. I ranked in the top of my class academically, was involved in student government, and was attending one of the nation's leading prep schools. John F. Kennedy and Adlai Stevenson were graduates as were playwright Edward Albee and actor Michael Douglas.

I mention these details not to boast but to draw a contrast. Success in these areas had not brought the personal satisfaction I'd wanted. I was still an introvert, sometimes afraid to introduce myself to a stranger or ask a young woman for a date. My attitudes were often inconsistent with my behavior. Outwardly I could appear very positive and loving, while inwardly I might be negative and resentful of someone I didn't like. Guilt, anxiety and a poor self-image often hindered me from taking risks or from being vulnerable in relationships.

Later, in college, I was still wrestling with these areas. Then I ran into a group of students who had something special about them, a love, joy, and enthusiasm I found very

attractive. I especially appreciated the fact that they accepted me just the way I was. I didn't have to try to impress them with a list of accomplishments, though they were sharp, attractive, and successful. Even in dating I didn't feel the normal pressure to display a macho image. They seemed to like themselves and they accepted me, too.

These were Christian students and I knew that I wanted what they had. They told me they had found a personal relationship with Jesus Christ. I couldn't accept all that right away, yet I kept going back to their meetings because I was curious and because it was a good place to get a date. Especially because it was a good place to get a date!

## **AN OPEN DOOR**

The more I spent time around them, the more I saw how their faith affected their lives and relationships. They told me that God loved me unconditionally, but that I was separated from Him by a condition of alienation called sin. They said that He had sent His unique Son, Jesus, to die on the cross to pay the penalty for my sins and rise from the grave to offer new life. When I placed my faith in Him, they explained, He would enter my life, forgive me of my sin, and begin to produce the fulfillment I'd been looking for.

Finally, through a simple, silent attitude of my heart, I said, "Jesus Christ, I need you. Thanks for dying and rising again for me. I want to accept your free gift of forgiveness. I open the door of my heart and invite you in. Give me the fulfilling life you promised." There was no thunder and lightning. Angels didn't rise in the background singing the "Hallelujah Chorus" and I didn't become perfect. But gradually, I began to see change. I had a new inner peace that didn't fluctuate with circumstances. I found a freedom from guilt and a new purpose for living. I saw my self-image improve and felt freer to take risks, to love others less conditionally.

There are many examples of Christians who are both successful and satisfied: Roger Staubach, former quarterback for the Dallas Cowboys; Julius Erving, star professional basketball player; J. C. Penney, founder of the department store chain; Dr. Charles Malik, past president of the UN General Assembly; Mark Hatfield, U. S. Senator from Oregon; Janet Lynn, a figure skater; Jerome Hines, Amy Grant, Pat Boone and Debby Boone as entertainers: and many more. Being a Christian doesn't guarantee supreme success. Christians have their failures, too. But a relationship with God can enhance your self-concept, help clarify your goals, strengthen your determination and help you improve whatever you do. The personal satisfaction Christ provides can make a positive difference, too.

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**"What a tragedy to ... climb the ladder  
of success, only to reach the top  
and find the ladder leaning against the wrong wall."**

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Here's how: Remember the earlier illustration about your roommate, date and professor showering praise on you? Unfortunately, that doesn't happen every day. But God thinks you are very special, so special that He sent His only Son to die in your place. When you come to know Christ personally and realize the magnitude of His love for you, you can find strength to accept yourself and greater freedom to take prudent risks. You can face rejection with the security that even if everyone else turns on you, God still loves you. Knowing He wants the best for you can increase your determination to work hard for worthwhile goals.

What about you? Does your definition of success include personal satisfaction? Have you found success? Will your success be enough to sustain you through any rough times that may lie ahead? Have you found personal satisfaction?

What a tragedy it would be to spend an entire lifetime climbing the ladder of success only to reach the top and find the ladder was leaning against the wrong wall. Are you willing to consider how Jesus Christ can make a difference in your life?

## Notes

1. Illustration adapted from Zig Ziglar, *See You at the Top* (Gretna, LA: Pelican Publishing Co., 1979), p. 46.
2. Ibid., p. 49.
3. Ibid, p. 319.
4. Prince Michael of Greece, "I Am Fantastically Lucky," *Parade Magazine*, July 13, 1986, p. 4.
5. Ziglar, op. cit.
6. Hugh Sidey, "To Dare Mighty Things," *Time*, June 9, 1980, p. 15.
7. Adapted from Bill Bright, *"The Uniqueness of Jesus"* (San Bernardino, CA: Campus Crusade for Christ, 1968) pp. 14-15.
8. Daniel Yankelovich, *New, Rules*, p-69.
9. Gerald Clarke. "A Father Finds His Son," *"Time,"* December 3, 1979, p. 79.
10. Patty Burgin, "A View From the Top," *Collegiate Challenge*, 1980, p. ii.

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