



**How to Share Your Faith:**  
**You Can Do It!**

***Horace Willard***

Forward by Dr. Rick Warren

*This book is dedicated to my late wife, Millie,  
and to our children and grandchildren.  
You are all so precious to me in memory and in life.*

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First Edition, 2000, under the title, *The Layman Who Brags on Jesus*

Second Edition, 2010, current title

Third Edition, 2015, current title, new cover

Fourth Edition, 2016

Ron Wilbur edited the original manuscript of *The Layman Who Brags on Jesus*, a compilation of the transcripts of talks given by Horace Willard, into this new electronic book in 2010, entitled *How to Share Your Faith: You Can Do It!*, with a book flow and new stories, and then updated it in 2015 to the current version.

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## ACKNOWLEDGEMENTS

Thank you to Granville Watson, director of the Jack Stanton Institute of Evangelism at Southwest Baptist University, who encouraged me over five years to record my spiritual journey and witnessing experiences as a follower of my Lord Jesus Christ, that they might be shared with others.

To Dr. Rick Warren, my pastor and friend, for giving me the unbelievable joy of serving as an ambassador for Christ to the thousands of people at Saddleback Church who simply asked, “How can I learn to follow Jesus?”

To the many people who have shaped my life and my story by being my friends and co-laborers in Christ.

A special thank you to Judy Hammond who worked so tirelessly in helping me by transcribing all of my talks into the original manuscript for the self-published print version, entitled *The Layman Who Brags on Jesus*. Without her there would not be a book

And to my friend Ron Wilbur for editing and completely revising the original transcript version into this current book flow, now an electronic book.

Finally and most importantly, to my Lord and Savior, Jesus Christ, with whom I have walked these many years in a journey of pure joy.

## **FOREWORD - Dr. Rick Warren, Senior Pastor, Saddleback Church**

The Bible says, “But in your hearts set apart Christ as Lord. Always be prepared to give an answer to everyone who asks you to give the reason for the hope that you have. But do this with gentleness and respect.” (1 Peter 3:15)

I know of no one who embodies this verse more than Horace Willard. Horace is one of the most joyful Christians I have ever known. The reason? He is constantly sharing his faith in Christ with others.

Consistently, year after year, Horace Willard leads hundreds of people to Christ in his quiet, unassuming, but joy-filled way. His love for Christ is contagious! That’s why he has personally trained more people in how to share their faith than anyone could count.

I am thrilled that Horace’s life story is now in print. If you want to be inspired to love Jesus more, and if you want to be challenged to tell others about Christ in a simple, positive and contagious way – this was written for you!

## ABOUT THE AUTHOR

Before retiring in 1986, Horace Willard was a successful contractor, building homes and apartment buildings in the state of California. He and his late wife Millie were married 63 years, and had two sons, Larry and Gary. Millie went home to heaven on December 31, 2004. All of his family members have accepted Jesus Christ as their Savior.

Horace was born on September 27, 1920. As of the date of the 2015 update to this book, he was 95 years young, still maintaining a busy schedule, speaking to many individuals, groups and organizations, teaching what God has so graciously taught him.

Horace was a member of Saddleback Church in Lake Forest, California since 1987.



On July 21, 2016, Horace went home to be with his precious Lord and Savior, Jesus Christ. In his last days, Horace was visited by so many friends, people he had led to Christ, fellow followers of Jesus, and family members that his apartment was full to overflowing, with many sitting outside on benches waiting for an opportunity to see him. He was ushered into the arms of Jesus with songs of praise and worship.

Horace once calculated the number of people to whom he witnessed. By his estimate, Horace figured that he had personally led between 8,000 and 10,000 people to Christ. He would be the first person to tell you that it was such a privilege. And, his last words to you would be, “You can do it, too.”

## INTRODUCTION

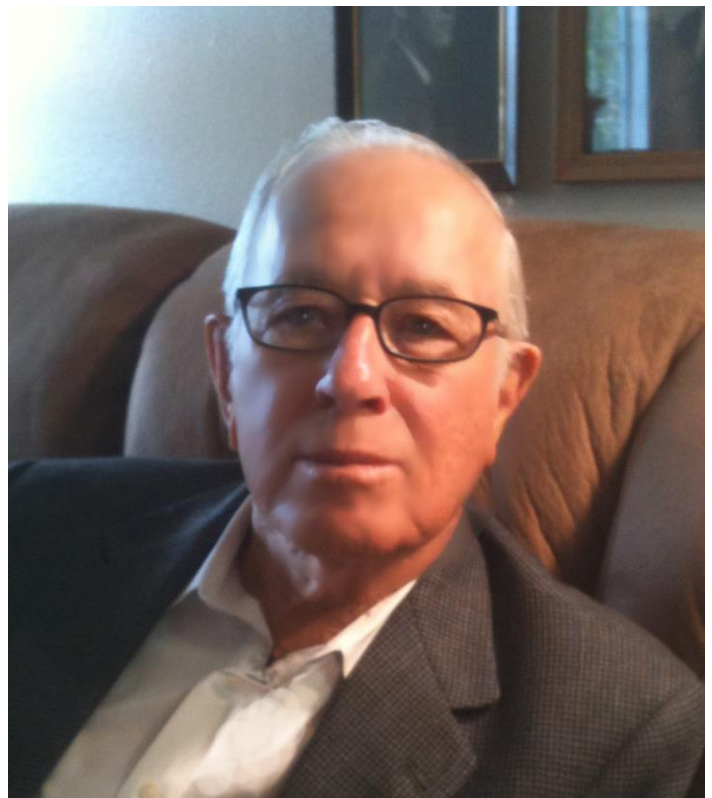
Hello, my name is Horace Willard and this is my story.

I have had the privilege of leading thousands of people to take the step of faith to accept Jesus Christ as their personal savior. It's been an amazing journey. God has put on my heart to share this story, to tell you how God has used me to lead over 8,000 people to Christ, and how he can use you to lead your friends, family, co-workers and neighbors to Christ.

On these pages you'll read about many of the people I have met along the journey and of the privilege I have had to help them get a relationship with Jesus.

I can tell you that this has been the greatest joy of my life.

So sit back, enjoy the stories, and learn how God can use you to change the eternity of everyone you know.





## Chapter 1: THE DREAM

In the 1990s I had a dream. I saw myself standing on the right side of Jesus and he was wearing a white robe trimmed with gold.

There was a road running north and south and he was standing on the west side of the road looking east. I could see people from the south coming north.

The road was full of people passing in front of us and the people who had accepted Christ turned to the left into a beautiful park after they passed us. The people who had not accepted Christ kept walking down the road. About 300 yards down the road the non-believers walked off a cliff and fell into a deep canyon. I could hear their screams as they fell.

When the people were passing by us, I was praying to God that no one would come by and point their finger at me saying, “Why didn’t you tell me? You knew the truth and you didn’t tell me!”

I woke from that dream with tears in my eyes.

I pray that no one can ever say, “Horace, why didn’t you tell me about the saving power of Jesus Christ?”

### How God Can Use You

There would be few conversions without a person of God, using the Word of God, under the Spirit of God. That’s why it’s important for you to know what to do.

For example:

It’s very necessary to learn how to pray and to know that God not only lays people upon your heart but He also lets you know the ones that He wants you to talk to.

It’s very important to learn how God works through people.

It’s very important to memorize key Scriptures and then let the Holy Spirit bring them into your mind as you need them.

It's very important to know how to start a conversation about God, to determine whether a person is a Christian or not.

It's very important to know how to lead a person in prayer to receive Christ.

It's important to know how to help people who doubt or are unsure as to whether they are Christians and to teach them how to pray to receive Christ.

It's necessary to learn how to keep from being rejected. Always pray that God will convict and draw the person to Him. Pray that God will lead you and speak through you and give you the wisdom that you need to speak the right words.

Be prepared to answer statements such as, "We're all children of God," or "There are different ways to God."

Sometimes you'll hear people say, "Well, I'm not a bad person. I treat people the way I want to be treated. I never hurt anybody."

I've had people say, "I'm too mean. I've done things God will never forgive me for."

I've had people say, "Well, I don't need God."

I've had other people say, "I don't believe that God exists."

My desire and my life is to teach you how to witness for Christ and share your faith.

In this book I will share with you the lessons that God has taught me and I pray that you will not just read them, but that you will practice them and you will learn them well.

My prayer is that no one will ever say to you, "Why didn't you tell me?"

But let's start at the beginning.

## In the Beginning

I'd never been to church until I was 29 years old. My wife Millie and our oldest son Larry, who was seven at the time, went to church and when they got home that day my son looked me right in the eye and said, "Daddy, you need to go to church. God is real."

The first time Millie and Larry went to church they both accepted the Lord in their life. From that moment on I really had a desire in my heart to know if God was real. I began to go to church with my family and the first time I actually went to church God started working on my heart. That evening God began to put a desire in my heart to know Him. I had thoughts like, "Is there really a God?" "Is there really a heaven?" I began to try to communicate with God and I said, "God, if you're really real, reveal yourself to me." As God dealt with my heart that evening, I really wanted to accept the Lord but I didn't know how to pray.

A man came to me and he said, "Horace, I've been praying for you and I feel like God is dealing with your heart. Maybe you'd like to accept the Lord but maybe you don't know how." I said, "That's right, I really would, but I don't know how to pray." He explained to me how to pray and he quoted a few Scriptures to me. I prayed the prayer with this man and God came into my life right then.

But I wasn't really satisfied. I knew that God had come into my life but I wanted God to be so real to me. You know, I was looking for a sign, some type of a feeling. I'll never forget what happened as I was getting ready to go to church again the next evening. I was taking a shower when my feet slipped and I heard words come from my mouth that startled me.

Now up until I'd accepted the Lord just that evening before, I was the biggest curser in town, always embarrassing my wife. That evening when my feet slipped, these words came from my mouth, "Praise the Lord!"

I said, "Where in the world did those words come from?" and I looked around to see if somebody else was in the room, but it was only me.

I said, "Oh God, by your help, I'll quit that swearing and live for you the best I can."

The moment I said those words it seemed like the Holy Spirit entered the top of my head and went all through my body. I never will forget it. I just turned the shower off and I began to worship God. God really became real to me.

Then I came to the understanding that if God could be real to me, then there is not one person in the entire world that God cannot be real to.

## **Brothers' Keeper**

Our pastor began to teach us in church how to share our faith. He really challenged the people and I took that challenge. He explained to us how God works through our lives. He explained that when you begin to pray, God will lay people on your heart and you'll get a mental vision of people. And, gosh, none of my relatives or friends believed in Jesus. In fact, I didn't have any friends that were Christians. I had 5 brothers and 5 sister-in-laws that never went to church, and I had one sister and her husband and children that never went to church.

I began to pray for my brothers.

I said to my pastor, "Will you go with me and talk to my brother with me?" Well, that just thrilled his heart.

So we went and talked to my brother Don. That evening Don accepted Christ. That was a great moment in my life when my brother came to Christ.

A few days later I said to my pastor again, I said, "Pastor would you go with me to talk to another brother?" My brother Bill worked for me and I'd been witnessing to him and I had such a burden to see him accept the Lord. We went out and talked to Bill and Bill also accepted Christ!

Not long after this, I began to pray for my brother Herman and I got such a burden for him. Again, I asked my pastor, "Will you go with me and talk to my brother Herman?" It thrilled my pastor's heart that we would go out and talk to people. That evening my brother Herman accepted Christ.

Three visits, three of my brothers accepting the Lord! I was hooked, but I didn't yet know what to do on my own.

## My First Sharing of Christ

Next, I had a burden for a friend of mine named Bill. I said, “Pastor, will you go with me to talk to Bill and his wife?”

So we went to Bill’s home that evening and I said, “Pastor, let me do the talking tonight.” I had watched him and tried to learn and now it was time for me to try to do what I had been taught.

That evening as we talked to Bill, I took my little Bible and I just quoted a few scriptures.

First I told Bill, I said, “Bill, I just felt like God had laid you on my heart. I felt like God wanted me to talk to you.” He really seemed interested.

So I took my Bible and we read John 3:1-6 together where Jesus told Nicodemus unless he’s born again, he cannot enter into the kingdom of heaven. Then I turned to the John 1:12 and I said, “Bill, look what the Bible says: ‘To as many as received Christ, he gives them the power to become the children of God even to them that believe on his name.’”

Then I turned to Romans 10:9-13 where the apostle Paul says that if we confess with our mouth and believe in our hearts that God raised Jesus Christ from the dead, we will be saved. He says it’s with our hearts that we believe but with our mouth we confess and are saved.

I showed Bill, “Look at what the verse says, ‘For anyone who believes on him shall not be disappointed.’”

I said, “Bill, I’m really not disappointed. God has really become real to me. The 13th verse says, ‘For whosoever shall call upon the name of the Lord shall be saved.’”

I said, “Bill, would you like to pray and to accept the Lord in your heart?”

He said, “I would, but Horace, I don’t know how to pray.”

His wife said, “Well, I would like to pray too.”

I explained, “First I want to tell you how I prayed and then after I tell you, then if you want to pray the prayer you can repeat it with me. This is the way I prayed, ‘God, I’ve sinned and God, I ask you to forgive me of all my sins and come into my heart. God I believe, with all that I understand, that Jesus Christ is the son of God. God I believe with all that I understand that when Christ died on the cross, he paid for my sins and I accept Jesus Christ right now as my lord and my savior.’”

I looked at Bill and he said, “Yes, I would like to pray that prayer. How did it go?”

I said, “Bill, just repeat this with me.”

He and his wife both repeated that prayer with me and then she began to cry and she said, “Would you pray for my brother? I have a brother back in Virginia that I’d sure like to see accept the Lord just like we did.”

## **The Power of Prayer**

Two weeks later her brother came to visit them and I happened to be at their home. I began to talk to her brother and his wife and that evening they both accepted Christ.

Before her brother prayed, I said, “When did you first notice God dealing with your heart? When did you have a desire to accept the Lord in your life?” He mentioned just about the same time that his sister and brother-in-law accepted Christ several weeks before.

So God revealed to me right then how he deals with people. He deals with people through prayer.

I’m a Christian today and I know that God is real because people prayed for me. When my wife and my son began to pray for me and other people in their church began to pray for me, that is when God began to call me to Him.

I found in my life that God works through prayer. God lays people on our hearts as my pastor taught me when we began to pray. We get a mental vision. We see people in our minds that God wants us to pray for and to witness to. When we begin to pray for the people that God has put on our heart, he actually

begins to deal with their lives. He puts that desire in their hearts. Then we can go to people with all assurance that God is dealing with their hearts. We can say, “God has put you on my heart. I feel like God wants me to talk to you.”

### **My First Lesson: Pray for Those on Your Heart**

When God lays people on your heart you need to go to them, do not procrastinate. One of the main reasons that most people never tell people about Jesus is because they’re afraid they’re going to be rejected or they’re afraid they don’t know enough about the Bible. I’ve found out that when God puts someone on your heart and you begin to pray for them, God is dealing with their heart at the same time he is dealing with you through prayer. You can go to that person with all assurance knowing that God is working on them and that they’re just as anxious to talk to you. They want someone to talk to and God will use you.

I’ve had people say, “I just don’t have anyone to pray for.”

Well, I’m going to tell you why you don’t have someone to pray for, you haven’t been praying.

Let me tell you how I pray. I like to get alone. I like to pray and I say, “God, will you lay the person on my heart that you want me to pray for and to witness to?”

As I begin to pray, I get on my knees and I pray that God will use me, that God will fill me with his Holy Spirit, that God will go before me and prepare the person’s heart that he’s put on my heart.

As I go to see them I ask God to draw them to Him. I ask God to convict them. I ask God to speak through me and to fill me with His presence. I pray, “God, I’m nothing without you but if you’ll speak through me, I’ll be your vessel.”

You know one time I was praying for a man and I went to his home. He was sitting there at his table with his Bible open and immediately we got into a discussion.

I said, “I came to talk to you about the Lord. I felt like God laid you on my heart.”

He prayed and accepted the Lord.

I said to him, “You knew I was coming over here, didn’t you?”

He said, “I knew you were coming and I could hardly wait until you got here!”

See how God works? God will take that fear from you but you know you need to study the Bible. You need to memorize Scriptures and you need to continue reading God’s Word. When you speak, God will help you to recall the things that you have read.

If you don’t read the Scriptures, how are you going to recall them?

I believe with all my heart that every person that accepts Christ, God wants someone to be a witness who tells that person about Him.



## **Chapter 2: A BUILDING BURDEN FOR THE LOST**

I was a building contractor when I accepted God in my life. I had several men working for me and I led every one of the men that worked for me to Christ. And God began to bless my work. We had such a joy. Those men actually loved me. Then I began to pray for the subcontractors that worked for me. And I led all my subcontractors to Christ. There was my cabinetmaker, my carpet layer, my painter, my roofer, my plumber, my electrician and all the subcontractors that worked for me, all of whom I led to Christ.

Then God began to lay people on my heart, businesspeople. I tried to have lunch with some businessperson every day. I'd pray, "God, I'd really like to talk to someone about You today."

As God would put people on my heart, I'd call them up. I'd say, "I'd like to buy you lunch tomorrow."

I'd meet with these people and just brag on Jesus. I'd tell people how real God was to me and how he'd come into my life and how he was blessing me.

You know there's an old saying, "You can lead a horse to water, but you can't make him drink." Well, you can give him some salt and you can sure make him thirsty!

I'd just brag on Jesus and make people thirsty for God. I had the joy of leading at least two businesspeople a week to Christ.

### **Witnessing to Employees and Co-Workers**

There was a man who worked for me named Cleo. All of the other men had accepted Christ except him. I had been witnessing to Cleo one day when he said, "When I know that I can live the way that I know God would want me to live, I'll come down there and join that church. There are some things in my life that I have to get rid of first." I answered, "Cleo, you'll never be able to get rid of those sins in your life first. We were born into a sinful nature and that nature that is living within you will cause you to sin. You need Jesus Christ in your life. Then God will begin to take those things from you that you cannot overcome and God

will put a joy in your life. He'll put good things in your life and He will begin to mean more to you than those other old things.”

As I began to explain how God would help him live for Him and what it would mean in his life, Cleo prayed and accepted the Lord in his Life. He was the last of my employees to accept the Lord and he had held out for a long time. But, he too became strong in his faith and lived for the Lord.

## **Delivery Time**

One day four men delivered sheet rock to one of the apartment buildings we were building. For the better part of a morning they used one of those scissor lift platforms to lift materials up to the second floor of the building.

One of them was a big tall man who everybody called “Slim.”

As they were finishing up the sheet rock delivery, Slim came up to me and said, “The men working for you here are sure nice guys.”

I said, “You know, the reason these men are nice and friendly is because all of the men that work for me are Christians.”

And then I asked Slim the question, “Have you ever accepted Christ in your life?”

He replied, “No, I haven't.”

I said, “Did anyone ever tell you how to pray and accept the Lord?”

Slim responded, “No, but I'd sure like to know.”

I took my Bible and I began to quote or to read the Scriptures to Slim. The other three men with him came up and stood around me as I read.

Then I said to Slim, “Would you like to pray and accept the Lord in your heart?”

He said, “I sure would”, and one of the other men said, “I would, too”, the third man said, “I would, too”, and the fourth man also said, “I would, too.”

I said, “Men, now I’ve only led one person to Christ at a time before, but if you are serious, we’ll pray, but if you don’t, don’t mock God.”

Well, we all prayed together and they prayed with me. All four of those men accepted Christ that morning.

Two weeks later they came to another apartment building to deliver more sheet rock to us and I asked Slim, “Slim, did you guys really mean business the other day when we prayed?”

He said, “You know, we were talking about that in Bible study last night. This Sunday night we’re all going to be baptized.”

If you work in a business you see people every day who ask innocent questions that give you an opportunity to respond with a God answer. Be ready. Their eternity depends on you giving them the Answer. You may be the one person that God sent to tell them about Jesus in their lifetime.

## **The Plaster Contractor**

On the same job, I was bragging on Jesus and telling my plastering contractor how real God was to me.

I said, “Paul, Sometimes I go into homes and just talk to the whole family. I’ve seen whole families come to know God and accept the Lord in the lives.”

Paul disappeared a few minutes after that and in about an hour he came back on the job.

He said, “Horace, I went home and told my wife what you said. I asked her if she would like for you to come to our home and talk to us about the Lord and she said she wasn’t very interested, but I’m interested.”

So, Paul and I went up to the second story of the apartment building. I took my Bible out and read John 3:1-6, John 1:12, and then Romans 10:9-13.

Then I said to Paul, “Paul, God is really real. If you really pray, and just pray from your heart and ask God to forgive you of your sins and come into your life, God will be as real to you as he’s been real to me.”

I said, “Paul, sometimes people expect a feeling when they pray. Sometimes we actually feel the presence of God immediately but we accept God by faith, not by feeling.”

So we prayed and as soon as we prayed Paul began to rub his arms. He said, “Oh! Oh! I feel the presence of God all over me!” He went downstairs and he said to one of the men that worked for me, his name was Glenn. He said, “Glenn! Look at me! I just accepted the Lord!” He was so excited!

Immediately after he prayed, Paul said, “Horace, pray for my brother Gary.”

When we started to share about Jesus with his brother, Gary didn’t seem to be interested at first. We just kept praying for him.

About two weeks later, Gary came to the job site at a house we were building. He’d driven about 20 miles to get there. Gary took a rag that had gasoline on it and he was wiping the hood of his truck and I guess the hood was hot and that rag caught on fire and it actually set Gary on fire. He began to run out through the arches of the home we were building and some of the men that were working for me ran and caught him and rolled him down in the dirt and put the fire out. We rushed him to the hospital.

A couple days after he was in the hospital I went in to visit with him. He said, “Horace, I know you’ve been telling me about the Lord and I’d really like to accept the Lord in my life.” He said, “If hell is as hot as that fire was, I don’t want any part of it.” That day Gary prayed and accepted the Lord.

## **My Customers**

When I sold or built homes for people I would give them a Bible as a gift. Giving them a Bible gave me a reason to go back and talk to them about Jesus.

One new homeowner stands out in my mind. I had given them a Bible and I suggested that they start reading in the New Testament. About a month after they bought the home I went back to check the home to see if there was anything that needed fixing.

I asked the lady, “How’s the home? Do you have any problems of any kind?”

She said, “I have a little squeak in the family room.”

So I went underneath the house and shimmed up the pier block which had settled and came back into the house. It was just as solid as could be.

I said to this lady, “Beth, have you been reading the Bible that I gave you?”

She said, “I’ve been reading it, but I can’t understand it.”

So I explained to her that it takes the Holy Spirit in our lives to actually help us to understand the Bible.

I took the Bible and I began to read to her some Scriptures and the plan of salvation. First, I told her how real God had become to me and how exciting it was to really have God in my life. That afternoon, I led Beth to Christ and she was so thrilled about it.

About 6 o’clock that evening I got a call from her husband. He said, “I hear you’ve been over talking to my wife.”

Well, I kind of stuttered around, “Yeah, Yeah, we really had a good conversation.”

And then he said, “Horace, I’ve never seen my wife so happy in the 28 years that I’ve been married to her.” He said, “I don't know what you talked about, but will you come over and tell me?”

That evening I went over to their home and I told Jerry how God had come into my life and how real he was. We took the Bible and went over the Scriptures that I mentioned before. Sometimes I use just two or three Scriptures or have the Lord and the Holy Spirit use me. That evening Jerry accepted Christ and he became such a close friend of mine.

## Chapter 3: DON'T WAIT

### The Neighbors

I sold a neighbor of mine named Harold a home.

One day, I was talking to Harold's wife and explaining to her how I had such a burden for her husband. I was just bragging on Jesus and quoting some Scriptures and telling how Jesus had come into my life.

She said, "I'm ready."

I said, "What do you mean?"

She said, "I'm ready to pray and accept the Lord." So that day, she accepted Christ.

That evening I went to their home and her husband accepted Christ.

A few years later Harold got cancer and died and his wife called me and said, "Horace, I've got something I want to talk to you about."

I went over that evening and she said, "I wanted to talk to you about Harold in his last days. I just brought him home and made him as comfortable as I could. The doctor said he had done all he could for him. But the evening before he passed on, Harold said to me, 'Honey, they're coming after me.'"

She asked him, "Harold, what do you mean?"

He replied, "There were three angels standing at the foot of my bed this evening and they said they were going to take me home." Well, that evening, Harold passed on.

Isn't that beautiful how God reveals these things?

You know when I get to thinking back, I'm so glad that I talked to Harold and his wife and that they prayed and accepted the Lord.

## The Newspaper Delivery Man

Then there was Tony. Tony used to deliver newspapers to our house. I heard that he was sick and so I began to pray for him. After praying for him for several days, I suddenly had a desire to go and talk to Tony so I went to his home and his wife took me into the room where he was in bed.

After I greeted him and asked how he was feeling I said, “Tony, I just felt like God wanted me to talk to you.”

Tony replied weakly, “I’m so glad you came. Really, my priest hasn’t been by and I wanted to talk to someone.”

I took my Bible and I began to read some Scriptures to Tony, the same Scriptures I use many times.

I read out of the third chapter of the book of John where Jesus said to Nicodemus, “Nicodemus, unless you’re born again you cannot enter into the Kingdom of Heaven.” I read out of the first chapter of the book of John where the Bible says that to as many as received Christ he gives the power to become the children of God. And then I read from the tenth chapter of the book of Romans, the ninth through thirteenth verses.

I quoted a few more Scriptures and I then asked, “Tony, do you feel like you would like to accept the Lord?”

Tony replied, “Yes, I would, but I don’t know how to pray.”

I explained to Tony, “Let me tell you how God deals with your heart. By this way, you’ll know if it’s God.”

I quoted John 14:6 again where Jesus said, “I am the Way, I am the Truth and I am the Life. No one can come to my Father in Heaven but by me.”

I said, “Tony, when God begins to deal with your heart you have certain thoughts that run through your mind. There are thoughts like, “Is there really a God?”, “Is there really a place called Heaven?”, and “God, if you’re real will you just reveal yourself to me in some way?”

He said, “You’re right, I’ve really been thinking that way.”

I said, “Well, Tony, then that’s God wanting to come into your life.”

I said, “Just repeat this prayer with me. At first I just want to tell you how to pray,” and I quoted the prayer. Then I said, “Now, if you’d like to pray that prayer, just repeat it with me.”

Tony repeated that prayer with me and tears began to run down his cheeks. He grabbed my hand and he could hardly talk. He began to say, “Thank you, Horace! Thank you, God!”

His wife came into the room and he said to her, “Jean, I don’t know how to explain this to you but I just prayed with Horace and I accepted the Lord in my heart. I feel like I’ve just had a bath inside!”

So we talked for a little while and I went home and two days later his wife called and said she’d had to take Tony to the hospital. So I went over to the hospital to visit Tony. When I went in he just got me by the hand and he began to thank me over and over and over.

He said, “Horace, my doctors told me that I have cancer and they said it’s pretty bad. They said I only have a few days to live. I told my doctor, you know, I don’t have any more fear. I prayed and accepted the Lord in my life and God’s taken that fear from me.”

Well, ten days later Tony died. I’m so glad that I talked to Tony. One day I’m going to see Tony again in Heaven.

### **My Next Lesson: Don’t Put Off Until Tomorrow**

It was clear to me that God brought me to the right people at the right time. He had put them on my heart, He had given me a burden for them, He prompted me to go talk to them – at the right time!

If I had waited, if I had not paid attention and been obedient to what God was telling me to do about each person, I believe that there are many people who might not today be followers of Jesus Christ. Some of them, like the two in this chapter, would have passed on to eternity and they would have a good reason to cry out to me, “Why didn’t you tell me?”



Follow God's leading. He speaks with a still, small voice. Don't miss it, and don't ignore it when you hear it.

Do it.

## Chapter 4: YOUR FAMILY

### Your Parents

A man began to come to our small group Bible study and he brought his father who was 83 years old. Everyone in our group began to pray for his father. His father's name was Clark. A few days after Clark had come to our Bible study I said to his son, "God has laid on my heart for you and I to have lunch with your Dad." I said, "Would you see if we could have lunch with him?"

Well, that very day he called me back and said, "I talked to Dad and told him that you'd like to have lunch with us. Dad asked me, 'What does he want to do, save my soul?' and I told him, "Well, probably so."

So we made the appointment and we sat down at this restaurant, we were sitting outside actually, and I said to Clark, "God has really laid you on my heart. I just felt like God wanted me to talk to you. You know Clark, a lot of people have been praying for you. Clark let me tell you how God works in the mind and in your heart. When people start praying for you, you begin to have some strong thoughts that run through your mind. They're thoughts like, 'Is there really a God?', 'Is there really a place called Heaven?', 'Well, God, if you're real, will you reveal yourself to me.'"

He looked at me kind of funny and he said, "You know, I guess you're right. I guess God is dealing with my heart. I really have been having these thoughts."

I said, "Clark, did anyone ever really tell you how to pray to accept the Lord in your heart?"

"No," he said.

"Well, I'd like to tell you how. Then after I tell you how Clark, if it would be your desire then to pray the prayer with me, we'll pray it together."

And then I told him, "Clark, when you pray just say, 'God I've sinned. God, I'm sorry for my sins and God I ask you to forgive me of all my sins and

come into my heart. God I believe with all that I understand that Jesus Christ is the Son of God. God I believe with all that I understand that when Christ died on the Cross he paid for my sins and I accept Jesus Christ right now as my Lord and Savior.”

I said to him, “Would you like to pray that prayer?”

He said, “Yes, I would.”

Clark prayed that prayer and he began to wipe tears out of his eyes and he began to thank me and then he began to thank his son over and over.

Clark was 83 years old but no one had ever told him how to pray to accept the Lord in his life.

Does one or both of your parents still need to accept Jesus?

### **My Precious Daughter-In-Law and a Child’s Wish**

My son Larry gave Millie and me some great news one day, “You know I met this girl from Germany and I really like her. I’ve been witnessing to her and I think she’s been raised Catholic but I don’t think she has the Lord in her heart. I’d like to bring her home and introduce you to her.”

He brought this young woman to our home and as we sat down in the living room talking, she asked Millie and me, “To what do you attribute your long married life?”

We both said, “Karen, we believe with all our hearts that it’s because we have God in our lives. We’ve often said to one another that if we had never accepted Christ in our lives, we probably wouldn’t be together today.”

Then we began to share with her the joy that we had found in God. We began to share with her about the different people that we had led to Christ.

Karen grabbed my hand real tight and she said to me, “Would you pray with me? Maybe God would save me.”

So that day Karen prayed and accepted Christ in her heart. You know she became such a beautiful Christian. Later Karen and were married.

Karen led her mother to Christ and then told us that she had been praying for her father. Her father and her mother both were in the German military in World War II. Her mother was in the German Air Force and her father was a naval officer in submarines. He had been in the Hitler youth organization as a boy.

When Karen's parents came to visit we could not talk to her father at all, because he was so arrogant. He didn't want to talk about Jesus because Jesus was a Jew and he didn't like Jews. The Hitler Youth organization had taught him to hate the Jewish people.

Larry and Karen had a baby boy named Mark and Mark grew up to look a lot like his German grandfather. When Mark was six years old he accepted Christ in his life. Larry and Karen put Mark in a Christian school and he got such a burden for his German grandfather, who he called "Opie".

Every day in school he'd say to his teacher and to all the kids in his class, "Pray for my Opie. I want Opie to get Jesus in his heart." This child, every time he'd see my wife and I, would say "Pray for Opie that he'll get Jesus in his heart." I'd see him with tears in his eyes.

About a year after Mark had gotten such a burden for his grandfather, in the summer months, he went to stay with his grandfather and his grandmother. He'd always talk to them about Jesus.

So about a year after he'd accepted the Lord, his German grandparents come from Canada down to visit our son and his wife and I happened to be there at the same time. From the conversation that I had with Paul (Opie), I sensed that God was dealing with his heart.

He mentioned that when we got to the airport it was really fogged in and he began to pray and all at once the fog lifted and the plane came in. He mentioned several other things he had prayed about. The next morning we got up and had breakfast. My daughter-in-law, Karen said to me, "Dad, would you like to go with us? Mom and I are going shopping." I said, "No, you guys go ahead. I want to stay here and talk to Paul (Karen's father)."

We sat down at the kitchen table and had a cup of coffee. I said, “Paul, I sense that God has been dealing with your heart. Mark has had such a burden for you and Karen has been praying for you and Larry and I - there’s been a bunch of us praying for you. I just felt like God has been dealing with your heart. Let me explain to you how God deals with your heart. Paul, since Karen and Mark have accepted the Lord in their lives, and your wife, too, no doubt lately you’ve had some real strong thoughts wanting to know if God is real, wanting to know if there is a God and you’ve often wondered what must you do to accept God and to know him in your life.

He said, “Yes, you know, I have been thinking that way.” I said, “Paul, did anyone ever really tell you how to pray to accept the Lord?” He said, “No, not really.” So I took the Bible and I began to read some Scriptures to him; the same Scriptures that God almost always lays on my heart to read to people - John 3:1-6, Romans 10:9-13, John 1:1-12, John 14:6.

Then I said, “Paul, let me tell you how to pray. Then after I say the prayer, if you’d like to accept the Lord, we’ll pray this prayer together.”

After I told him how to pray, he said, “I would really like to pray that prayer.”

I said, “Paul, just repeat this prayer with me. Say, “God, I’ve sinned. God, I’m sorry for my sins. God, I ask you to forgive my sins and come into my heart. God, I believe with all that I understand that Jesus Christ is the Son of God. God, I believe with all that I understand that when Christ died on the Cross he paid for my sins and I accept Jesus Christ right now as my Lord and my Savior. In Jesus name I pray.”

He repeated that prayer with me and tears began to run down his cheeks and he just began to thank God over and over and over - and he thanked me.

That evening when Mark came home from school, he came in the house and he was standing about 10 feet away from Paul and I when Paul said, “Mark, I’ve got something to say to you. Today Horace and I prayed and I’ve got Jesus in my heart.”

Mark ran and he jumped in his arms and he began to cry and say, “Thank you, Jesus! Thank you, Jesus!”

God saved Paul and he began to deal with him through the prayers of this six year old grandson of ours. Paul became such a strong Christian. My son and daughter-in-law got him a Bible, one you read through in a year.

Every day Paul reads the Scriptures out loud, to he and his wife, before he gets out of bed. He’s joined this nice German church. Now he’s a witness and he’s leading other people to Christ.

You can’t believe how Paul’s life has changed. We have gone to visit him and he treats us like we are king and queen of Canada. I’ve never seen such a change in a man. He’s always saying how he loves us now and how he appreciates us. It’s a real joy to be around him now.

### **The Long-Suffering Spouse**

I was speaking at a church one time and a little lady, she must have been 50 years old, came to the front of the church every evening crying and praying.

About the second evening I said to her, “Would you share your burden with me?”

She said, “Please pray for my husband. He’s so mean. I’ve been praying for him for 30 years. He won’t go to church with me, he beats me up, and oh, I’d like to see him get God in his life.”

And I said to her, “Would you like for me to go talk to him?”

She said, “Would you?”

I agreed, and the next day I went to his home and talked to him about the Lord. He seemed to be interested.

He said to me, “I’ll come down to the church and listen to you tonight. He didn’t show up. So the next day I took the pastor with me and we went out again to this man’s home. He was sitting in a big black chair.

Again I said, “Mr. Raspberry, I just felt like God wanted me to come back and talk to you. I feel like God’s dealing with your heart. And Mr. Raspberry, maybe no one’s ever told you how to pray. I’d like to tell you how to pray to accept the Lord in your life.”

His wife had slipped into another room; I knew she was back there praying. And so he decided he would like to pray and accept the Lord in his heart. We stood up in a triangle, we held hands, he and I and the pastor started to pray when two little black dogs and a big white cat came over and got into a fight right under our feet. He didn’t miss a word of prayer, he just kept on praying, and he kicked that cat clear across the room. When he finished his prayer I couldn’t hardly pray for laughing, but somehow we made it through the prayer and then he went back and sat down in his black chair.

His wife came in the room and said, “Did you accept Jesus in your heart?”

He said, “Yes, I did.” And she sat in his lap and she began to kiss him all over his face. She wasn’t afraid of him anymore.

We walked out of the house and left them. And that man became a real strong Christian and attended church faithfully.

Isn’t it amazing, God answer prayer? This woman said she’d been praying for her husband for 30 years. \

A lot of people ask, “How long should I pray for a person?” Pray for that person as long as God lays them on your heart. God answers prayer. Every one of us came to know Christ because someone prayed for us.

## **God Can Rebuild Lives**

About a week after I led a lady to Christ she stopped by the table at our church where I would meet and talk to people about having a faith in Christ. She came up to my side and put her arm around my waist and with a smile on her face she said, “Horace, since I prayed and accepted the Lord into my heart I don’t have to take anti-depressant pills anymore.” She was so happy.

We talked for a while and then she left.

A week later she came by again, and again she had a big smile. She again put her arm around my waist and she said, “You know what? I fell in love with my husband all over again.”

That’s what God does when He comes into our lives. He brings true joy to your life.



## Chapter 5: YOUR FRIENDS

### My Bowling Friend

One of my favorite hobbies used to be bowling. I met Jess at a bowling alley and we became close friends.

One day I said to Jess, “Jess, have you ever accepted Christ into your life?”

He said, “Well, I think so.”

Then I thought to say, “Jess, I asked you a while ago if you had ever accepted Christ in your life and you said you thought so. You’re one of the best friends I’ve ever had and Jess, just thinking so is not really good enough. I’ve got a suggestion to make to you.”

He said, “What’s that?”

I said, “Jess, why don’t we pray a prayer together and this is the way I’d like to see us pray. Just say ‘God, just in case I have never accepted Jesus Christ as my Lord and Savior, God just in case I’ve never been born of the Spirit of God I want to make sure. Right now, God will you forgive me of all my sins and come into my heart? God I believe with all that I understand that Jesus Christ died for me when he died on the Cross and God I accept Jesus Christ right now as my Lord and my Savior. In Jesus name I pray.’”

He prayed that prayer with me and tears began to run down his cheeks. He got me by the hand and he said, “Horace I don’t have any more doubts.”

Every time I saw Jess after that he would come up to me and either put his arm around my shoulder or grab my hand and many times tears would flow down his cheeks and he’d say, “Horace, thank you, thank you.”

Who do you hang out with? Who do you have fun with? What friends do you spend time with that need to be sure of where they will spend eternity?

## My Jewish Friends

I lead a lot of Jewish people to Christ. When I talk to Jewish people I brag on the Messiah. I talk about Jesus Christ being the Messiah. I generally read to them the 53 chapter of the book of Isaiah. Then I read in the last chapters of the book of Luke where it ties in exactly with what the prophet Isaiah talked about 700 hundred years before Jesus died on the Cross and I show them how Christ was the Messiah. Then I ask them to pray and accept the Lord.

There was a Jewish man named Jerry that I'd been praying for that began to come to our Bible study. One evening as we were talking about the Lord I noticed tears in Jerry's eyes. So he and I went into the kitchen and I said, "Jerry, I have sensed that God has been dealing with your heart and probably you would like to accept Christ as your Messiah but maybe no one told you how."

Jerry indicated that yes, he would like to pray and accept Christ into his life. So we prayed and again he repeated this pray with me that I share with people.

When we went back into the living room he went to each person and said, "Man, I just accepted Christ as my Messiah." He just had joy all over him. He said he just felt like darkness had left him and the room lit up with the light. He was telling everybody, Christ was his Messiah.

The next week he came to the Bible study and he had a new Bible in his hand. He said he'd been reading it and he'd read from Genesis to the book of Ruth. He said to me, "I'll have this book memorized in one year."

Oh, what a joy this man has found in Christ. This man has become one of the great, great witnesses of God. He's leading lots of people to Christ. God has given him a great knowledge of God and wisdom.

What a joy it is to lead Jewish people to Christ and see God working in their lives.

Do you have any Jewish friends?

## Chapter 6: WHO DO YOU KNOW?

### God Gives You a Picture

I have asked hundreds of people a simple question immediately after they have accepted Jesus Christ into their life, “Has God put someone on your heart that you would like to pray for? Do you have right now a mental picture of someone that you would like to accept Christ just like you did?”

Every person that I have asked this question has said, “Yes.”

You see, God immediately puts people on our hearts that he wants us to pray for and to talk to. If we could follow through on this one thing, the world could be evangelized.

### The Real Estate Agent

There was a real estate agent that came to my home one day and said, “Horace, there was a fellow that asked me to talk to you about an apartment house that you own and he said he would be interested in buying it.”

So we talked awhile and I said I might be interested in selling it. I was reading my Bible when he came in and he said to me, “What’s that book you’re reading?” I explained to him that it was my Bible and that I was a Sunday school teacher and that I tried to read the Bible everyday and what it meant to me in my life. I kind of gave him a little testimony of how real God had become to me.

That evening before he left I gave him the Bible that I was reading and he said, “You mean that you’ll give me that?”

I said, “Yeah, take it home and begin to read it. Start reading in the New Testament.”

I marked the Bible for him to start reading.

I said, “Read the book of John.”

A couple of days later he called me and said, “You know that book you gave me? That’s the most interesting book I’ve ever read in my life.”

Then he began asking me questions, “What does this mean? What does that mean?” The Lord gave me some answers to give him.

I just kept praying for him.

Two or three days later he called me again.

“Man,” he said, “I’m really enjoying that book you gave me.”

He had a few more questions and I tried answering them.

About a week after this I just felt like God wanted me to go and talk to him so I called him up and made an appointment with him.

He said, “Come over Saturday at noon. I close my office at noon.”

As soon as I got to his office, he had two people in his office and he got rid of them real quick. He told me, “Lock the door!”

So I took the Bible that I’d given to him and I began to read to him my usual Scriptures. I read John 14:6 where Jesus said, “I am the Way, I am the Truth and I am the Life. No one can come to my Father in Heaven but by me.”

Then I said, “August, you know, since I gave you this Bible and you’ve been reading it, I want to tell you some thoughts that have been running through your mind. They are thoughts like this: You’ve been saying, ‘Is there really a God?’, ‘Is there really a place called Heaven?’, ‘Is Jesus Christ really the Son of God?’, ‘God, if you’re real, reveal yourself to me.’”

He looked at me funny and asked, “How did you know that? I’ve been thinking exactly what you’ve been saying.”

I replied, “August, that’s how God deals with people. God is wanting to come into your life.”

I took the Bible and we read together out of John chapter three where this religious man came to Jesus and said, “We know that you’re from God because no man could do the miracles that you do except God be with him.” He had seen Jesus heal people that were blind, he had seen Jesus heal people that were deaf, he’d seen Jesus raise people back to life. He said I know that you’re from God.

Jesus said to this man whose name was Nicodemus, “Nicodemus, unless you’re born again you cannot enter into the Kingdom of Heaven.” Nicodemus said, “How can I be born again? Can I enter my mother’s womb and be born a second time?” Jesus said, “No. Now when you’re born of your mother, you’re born of flesh and blood. But in order to have eternal life you must be born of the Spirit of God.”

Then I read to him in Romans chapter ten where the apostle Paul said, “If we confess with our mouth and believe in our hearts that God raised Jesus Christ from the dead we will be saved.” He says, “It’s with our hearts that we believe unto righteousness but with our mouth confession is made unto salvation.” The Bible says, “That whosoever will call upon the name of the Lord shall be saved.”

I said, “August, I really felt that God wanted me to come to your office today and tell you how to pray and how to accept the Lord.”

He said, “I’d like to do that.”

So I told him how to pray. I quoted the prayer first to him and then I said, “Now, August, if you’ll repeat this prayer God will come into your life just like he came into my life. Just repeat this prayer with me. Say, ‘God, I know I’ve sinned.’” He repeated that. “‘God, I ask you to forgive my sins and come into my heart.’” He repeated that. “And then say, ‘God, I believe with all that I understand, that Jesus Christ is the Son of the Living God. I believe with all that I understand that when Christ died on the Cross he paid for my sins and I accept Jesus Christ right now as my Lord and my Savior. In Jesus Name, I pray.’”

He repeated that prayer with me and then he stood up and just went, “Whew!” He just felt so relieved.

He said, “Horace, ‘Thank you! Thank you! Thank you!’”

Then he said, “Horace, will you pray for Red, this guy that works with me? I’d like him to come to know God just like I have.”

See how God lays people on our hearts immediately after we pray?

A few days later Red came by my job site. August and I had both been praying for him. I began to talk about Jesus to him and then we got in my car and

drove about a quarter of a mile away from where I was working, out into a little grape vineyard.

After I had quoted some Scriptures to him I said, “Red, wouldn’t you like to pray and accept the Lord in your heart?” That day Red prayed and accepted Christ.

Then he said to me, he said, “You know, I’ve got to go to San Francisco and be with my family. My father just passed away. We have to talk about settling the estate. I hate to be around my family. They’re always arguing, I just can’t get along with them.”

We visited my job site again about a week later and told me an astonishing story.

“Man, I met with my family and I’ve never seen such a change in all my life! My family’s different!”

Can you imagine whose heart was changed? Isn’t God great?

## **The Car Dealer**

There was another man that I sold a home to and he was a Ford dealer. I’d been witnessing to this man and just bragging on the Lord in front of him and he asked me to go to a Bible study that he led. I went to his Bible study one Saturday morning and there were about forty businesspeople there. I just listened and on the way back to his office, he said, “What did you think about the Bible study?” He said, “You know, we’re seeking and we’re searching.”

I told him that I really enjoyed the Bible study and then I said, “Bill, I’ve found what you’re searching for. I’ve found God to really be real. You know God’s come into my life and I know that he’s real.”

He almost stopped the car right then! He said, “Man, that’s what I’ve been searching for!”

That night I went to his home and he accepted Christ. Immediately, he said, “Horace, will you pray for my bookkeeper?” His name was Jim and we began to pray for Jim.

Two or three days later I went to Jim's house and that evening Jim and his wife both accepted Christ.

See how God works?

## Chapter 7: PEOPLE YOU MEET

My loving wife Millie was a wonderful Christian and she led a lot of people to Christ. We always had someone come in and help my wife one day a week with the house work, and every lady that ever helped her was led to Christ by Millie. Millie hired one such lady named Betty and it wasn't long until she had led Betty to Christ. Betty wanted her to start praying for her 14 children and so that's what we did. One day we went out to Betty's home after praying for about a month and we led all of those 14 children to Christ.

That lady thought my little wife could practically walk on water. She became such a close friend to us, and we got to see all those children coming to church and living for the Lord.

One day Millie said to me, "You know, I'm having my hair fixed today and there is a lady there who has said she's really troubled." We talked about it and then Millie went to her hair appointment. Two or three days after that Lucy came to our home.

Lucy asked, "Do you pray for people?"

Millie said, "Yes, we sure do."

Lucy replied, "Well, would you pray for me?"

Lucy was a very attractive woman but she was so depressed when she talked to my wife, she wouldn't even look her in the eye. I had been watching and listening as they talked and pretty soon I went over and joined the conversation.

I said, "Lucy, look at me when you talk to me. You're just as good as I am. You don't have to look down when you talk to people. You need God in your life."

That evening we gave her a Bible and we encouraged her to start reading in the New Testament. We suggested she start reading the book of John.

Two or three days later she came back to visit my wife again. I heard her tell Millie, "I feel like I'm down in a deep dark pit and I can't get out." She was a



very attractive woman so it was a surprise to hear her say that she sometimes felt like taking glass and cutting her face. We prayed with her and that evening and she prayed and accepted Christ. This was on a Thursday and before she left we asked her to go to church with us that weekend.

On Sunday morning she came to church and she came up to my wife and me. She had her head high, and with a big smile on her face she said, “I want you to know I’m not down in that deep dark pit any more. I’m walking in beautiful sunlight.”

Later, Lucy brought her three children to our home and she said that she’d been praying for her children and she asked us to start praying for them too. All three of her children accepted Christ.

About two weeks later she brought her husband to meet us and he accepted Christ. This lady became a great witness for God. She just began to love the Lord and she became a wonderful, wonderful Christian.

## **Learning to Witness**

I talk to a lot of Christians as I teach people how to share their faith. So many Christians think that if a person wants to talk about God that they will bring up the subject, but that’s not the way God works. God tells us to be His witness. We must bring up the conversation and start talking about God.

The best way I’ve found is the first time you meet a person, after you ask them what they do in life you ask the question, “Where do you attend church?” If the person says, “I’ve never gone to church,” then tell them how God has come into your life and what He means to you. Brag on Him.

## Chapter 8: DON'T JUDGE A BOOK BY ITS COVER

I and my crew were working on building a large apartment house complex and when it was just about finished, I had a group of people come in to wash the windows and get everything cleaned up and ready for occupancy. God laid one of the cleaning men on my heart. His name was Lonnie.

Lonnie was a young man about 25 years old with long, stringy hair, kind of dirty looking. I don't know why, but I just had a burden for him.

I began to share with him about how God had come into my life and how real God was. I invited Lonnie to come have dinner with my wife and me.

Lonnie came over that evening and he brought an apple pie that he had baked and that was the best apple pie I ever ate! After dinner, we sat down and I took the Bible and explained to him how Jesus Christ was the Son of God. I told him how Christ came to this earth, how He died for our sins, how God raised Him back to life, how He is sitting upon the throne with the Father in Heaven today making intercession for our sins.

We read from the third chapter of John, from the first chapter of John, from the fourteenth chapter of John, the sixth verse, Romans 9-10.

I asked him, "Lonnie, would you like to pray and accept the Lord in your heart?"

Lonnie replied, "I don't know how to pray."

I explained to him how to pray and he said he would like to do that. So we prayed and he accepted Christ.

This was about the middle of the week and my wife and I invited him to go to church with us the next weekend.

On Sunday morning there was a man at church that looked familiar but I couldn't quite place him. He was dressed in a suit and was a nice looking young man with blonde hair. It was Lonnie! Lonnie had gotten a haircut, he had shaved off his scraggly stubble, and he had on a nice suit - I'd never seen such a

handsome man! He walked up and said, “Horace, you and your wife mean so much to me. I really love you both.”

Lonnie moved to the area and attended our church for about six months and then he moved to the Los Angeles area.

Later, I got a letter from Lonnie in which he asked, “Call me, Dad.” (He called me “Dad” and my wife, Millie, he called “Mom.”)

His letter continued, “You guys accepted me when no one else would. You fed me and you shared about Jesus and you led me to Christ. I’ll never forget you. I want you to know that I’ll always love you and pray for you. Now, I am sharing and I am leading people to Christ myself. I just want to thank you for all you really mean to me. Thank you for leading me to Christ.”

Who have you met who maybe looks a little rugged, somebody you normally wouldn’t talk to? How about someone you see on the street, maybe someone asking for money? Do they know what you know? Have they met your Savior? Or will you see them in eternity when they ask you, “Why didn’t you tell me?”

## **The Former Bible Student**

I rode around with Charley all day long and I was bragging on Jesus, just telling him what God was doing in my life. God had put Charley on my heart and I’d been praying for him.

After riding around with him all day long, after bragging on Jesus I said, “Charley, have you ever accepted Christ in your life like I’ve been talking about?”

He said, “No, I haven’t really.”

As we talked, he shared that he had attended a Bible college when he was a young man. I was speaking that evening in church and he said, “Horace, I’m going to come listen to you.” But, he didn’t show up.

The next day I was praying for Charley and I never had such a burden in all my life for a man. I was praying and my heart felt like it was being twisted and

my heart began to pain me. Now, I've never had a heart problem of any kind, but I felt like my heart was being twisted. Finally the heaviness got so strong I said, "God, if it's necessary for you to save Charley, Lord, if it's necessary for me to just give my life, take my life right now. I can't take this pain anymore." The words barely got out of my mouth than I never felt such victory in all my life.

That evening Charley came to church. I spoke in the church that evening and he came forward and gave his heart to the Lord. For two solid hours Charley cried and praised God.

Just hanging around church or believers doesn't make you a follower of Jesus Christ. You can spend all of your life in a garage and never become a car.

Are you sure your friends, even those with a history of going to church or maybe getting a Christian education, have accepted Christ in their life?

## Chapter 9: THE TOUGH AND THE SMART

### Laying Down the Law

I've had the opportunity to lead several police officers to Christ.

One of my neighbors was a police officer and one day he said to me, "Horace, you know there's something missing in my life and I don't know what it is." He said, "I've been reading every book that I can get my hands on."

I said to him, "Dick, have you read the Bible?"

He said, "No, that's one book that I haven't read."

I said, "That's where you'll find the answer."

I gave him my Bible and I suggested that he begin reading in the book of John in the New Testament.

Two or three days later I went over to visit him and he said that he'd been reading the Bible and had some questions to ask me.

Two or three days after that I went again and he'd been reading again and he still had more questions. He said he really was enjoying the Bible.

All this time I had been praying for Dick and about a week later the Lord laid on my heart to go talk to him. I felt that God was really dealing with his heart and that he was ready to accept the Lord.

I asked him, "Dick, would you like to pray and accept the Lord in your heart?" I'd already shared about Jesus to Dick several times, telling him about how real God had become to me.

Like so many others, Dick said, "I really would but I don't know how to pray."

It's amazing; I have never seen a person that accepted Christ that someone has not been praying for. We have to explain to them how to pray, how to accept Christ.

As I had done with so many people, I talked to Dick and read the scriptures from the plan of salvation and said, “Dick, here’s the way to pray.” I said the prayer first and then I said, “If you’d like to pray you can repeat this prayer after me.”

He repeated the prayer after me and he accepted Christ in his life, and then he kept thanking me over and over.

Every time I see Dick, he always says, “Horace, thank you. Thank you for leading me to Christ.”

There was another police officer that God laid on my heart. I said to him one day, “Ed, I’d like to have lunch with you.” We made arrangements to have lunch a few days later. We sat down in this restaurant and I said to him, “Ed, I’ve really felt that God wanted me to talk to you. I’ve really been praying for you. I felt a real burden in my heart to explain to you how to pray and how to accept the Lord.”

I began to quote the Bible scriptures to him. I had my little New Testament and I took it out and I said, “Ed, look here what the Bible says.” I read in the tenth chapter of the book of Romans where the apostle Paul says, “If we confess with our mouth and believe in our hearts that God raised Christ from the dead we will be saved. It’s with our heart that we believe unto righteousness but with our mouth confession is made unto salvation.” The Scriptures say, “For whosoever believeth upon him shall never be disappointed.” The thirteenth verse says, “For whosoever calls upon the name of the Lord will be saved.”

Then I had him read with me the first six verses in the third chapter of the book of John where Jesus said to Nicodemus, “Unless you’re born again, you cannot enter into the kingdom of Heaven.”

Then I had him read with me the fourteenth chapter of the book of John, the sixth verse, where Jesus said, “I am the Way, I am the Truth, and I am the Life. No one can come unto my Father unless my Spirit draws them.”

Then I said, “Ed, let me tell you how to pray,” and I told him the prayer that I generally say to people.

He said, “Why, that’s too easy.”

“Well,” I said, “Ed, it is easy. It’s so easy, so many people think it’s too easy. It’s just so easy that all you have to do is just call on God. But first, you can’t come to God unless God is dealing with your heart. It’s just like the Scriptures that we just read in the fourteenth chapter, the sixth verse of John. Jesus said, ‘No one can come to me except my Spirit draws them.’ This is the way God’s Spirit draws you.

“Now, Ed, since I’ve been praying for you, I’m sure you’ve had these thoughts, stronger than ever before. You’ve been thinking, ‘Is there a God?’, ‘Is there really a Heaven?’, ‘Is Jesus Christ really the Son of God?’, ‘Is there a Hell?’. You’re saying, ‘Well, God, if you’re real, reveal yourself to me.’”

Ed admitted, “Yes, I have had those strong thoughts.”

I said, “Well, then, God is wanting to come into your life. Ed, if you’ll pray this prayer, God will come into your life. I’m going to quote it again. If you want to accept the Lord, you just repeat this prayer with me.”

I said the prayer and Ed repeated it with me. Afterward, he had a funny look on his face.

I said, “Ed, what happened?”

Ed replied, “God, just saved me!”

Isn’t that wonderful? We sometimes think that law enforcement officers are strong and tough, that they won’t listen, that they will reject us if we talk to them about God. But Jesus said, “I am not willing that any would perish but that all would repent and call upon me.” The Bible tells the story of when Paul and Silas were put into jail and they began to sing and praise God. When an earthquake came, it loosened the doors and they were all freed from their chains. The jailer came in and fell on his face and he said, “What must I do to be saved?” Paul and Silas both said, “Repent and be baptized and your whole house will be saved.”

Do you have any friends in law enforcement? Do they know Christ?

## It's Not Rocket Science

There was a man attending Saddleback Church and someone suggested he come talk to me. He came to my home and as we got acquainted he said he was an engineer. He had traveled all over the world as a leader of the people working on rockets for the space program. He was quite an intelligent man.

When he explained that he was Jewish I began to tell him how Christ was the Messiah and we read Isaiah 53 together. Then I took him to the last chapter of Luke and explained how Christ was the suffering Messiah.

It seemed that God really opened his eyes so I asked him if anyone had ever told him how to pray.

He said, “No, but I’ve always wondered if God was real.”

And so I told him how to pray and told him how other people have prayed to accept Christ. He prayed and accepted Christ and later he brought a son to me and his son accepted Christ.

Eventually, his whole family came to know Christ.

He moved back to Florida not long after that, but he traveled out to the west coast on business and he came by to visit. As we sat together he shared how God was blessing him and how much he appreciated that I had taken time to witness to him and lead him to Christ; how much that meant to him in his life.



## Chapter 10: USING A “WELCOME” CARD AT CHURCH

### Serving at Saddleback Church

When we first started coming to Saddleback Church in Lake Forest, California, in 1984, we noticed that they had a visitor’s card that everyone filled out. On the back of the card is a place to say that you’ve just accepted Christ, or another place where you can check a box saying that you want to have a relationship with Christ.

Pastor Rick Warren asked me if I would contact the people that indicated on a visitor’s card that they wanted to have a relationship with Christ.

I think these cards that Pastor Rick uses is the greatest way of reaching people for Christ that I’ve ever seen. I really believe that this is a God inspired idea.

So, when I agreed to contact people wanting a relationship with Christ, Pastor Rick gave me about 20 names and I tried to go visit the people.

I began looking through the names and phone numbers and some of them lived in San Diego, some in Riverside, and some in gated communities. I tried to visit but I got really frustrated because I just couldn’t reach the people. So I went to Pastor Rick and said, “Pastor Warren, I’ve really been in prayer about this, but something’s wrong. It’s just not working. I’ve never seen anything like this in a church. I’ve been in prayer about an idea and I want to get your opinion about it. Rick, what would you think if I called these people on the phone?”

“Horace, I don’t know,” he said. “I’ve never heard of that but why don’t you try it.”

That evening at 7:00 pm I started making phone calls and by 9:00 the first eight people I called accepted Christ. That just really opened up a new ministry for me. In that year, in just one year, as my wife and I made phone calls we led 250 people to Christ over the telephone. And it really works. 95 percent of them came and joined the church. I encouraged them to read the Bible starting in the New Testament, to come to church, to be baptized, to take a class for new

believers, and to take our classes called 101, 201, 301 and 401. These people began to really get into church and get involved.

And then after one year I began to pray that I could get people to help me. I'd have people come to my home and listen to me talk to people and they'd be on one phone and I'd be on the other. Most of the time I'd lead two or three and sometimes up to five or six people in one evening to Christ. I'll never forget the first guy that I taught. His name was Rob Giles. Rob had listened to me a couple of times when I said, "Rob, now that you feel comfortable would you like to talk and I'll listen?"

He said, "I'll try."

I use a little card that has written on it a prayer and some Scriptures.

Rob marked those Scriptures in his bible and took that card and he called this lady and read the Scriptures to her. Then he asked her if anyone ever told her how to pray. She said, "No." So he read the prayer to her and then asked, "Would you feel comfortable in praying this prayer with me?" She replied, "Yes, I would." In his surprise at her answer, he asked, "You would?"

That year Rob really got the hang of it and in one year he had led over one hundred people to Christ.

I think that this is one of the greatest ways of witnessing to people, whether you're in a large church or a small church. With a card like this that lets people tell you that they would like to have a relationship with Christ, you can take someone with you and visit them and pray with them. And in that way you can teach other people how to witness. After you take a person a couple of times you let them do the talking the next time. If you have a very large church, or your people come from a large area, you can use the phone. I've taught lots of people how to use the phone for Christ, and God's using this in a great way to reach the people on whose hearts He is already working.

## **How to Call People Who Want to Know Christ**

I would like to explain how I talk to people who have indicated on a visitor card at church that they want to have a relationship with Christ.

When I have determined that I have the right person on the phone I introduce myself, “I’m Horace Willard from Saddleback Church. I understand that you filled out a visitor’s card at church. Pastor Warren asked me to call you and talk to you and share with you how you can have a relationship with Jesus Christ.”

I ask them if they have any kind of church background and their answer helps me to know how to talk with them. Then I give a one minute testimony about how God came into my life. I quote a few verses from the Bible and then I come to the point, “I can tell you how you can know if God is working on your heart. Recently, since you began to go to church or since someone you know has been praying for you, some thoughts have been running through your mind. You’ve been thinking, ‘Is there really a God?’ You’ve wondered, ‘Is there really a heaven?’ And you might have found yourself saying, ‘God, if you’re real, show me that you’re real.’ Almost every time, people will say, ‘You’re right, Horace. That’s what’s been happening to me.’ And that’s when I say, ‘God is wanting to come into your life.’”

Then I’ll read John 14:6 where Jesus says, “I am the way and the truth and the life. No one comes to the Father except through me.”

Then I ask them the question, “Did anyone ever tell you how to pray?” They’re curious by now, and I’ve never had one person who has not accepted Christ respond that someone told them how to pray. That’s when I say, “I’d like to tell you how to pray. I just want you to listen to this prayer as I go through it.”

“God, I know I have sinned. I’m sorry for my sins. God, I ask you to forgive me for all of my sins and to come into my heart and into my life. And God, I believe with all that I understand that Jesus Christ is the Son of the Living God. And God, I believe with all I understand that when Jesus died on the cross he paid for my sins, and I accept Jesus Christ right now as my Lord and as my Savior. In Jesus name I pray.”

I tell them, that's the way to pray. And the reason we pray in the name of Jesus is because the Bible says there is no other name under heaven whereby we can have our sins forgiven and have eternal life except through the name of Jesus.

If they don't voluntarily tell me that they want to pray that prayer with me I say, "Would it be your desire to pray that prayer with me right now? If it is you can repeat the prayer with me."

95% of the time people say that we would like to pray with me. Then I ask them to repeat it with me one phrase at a time.

After they pray, I tell them, "The Bible says that your sins are now forgiven, as far as the east is from the west, never to be remembered again. And the Bible says that your name is written in the Lamb's Book of Life.

Isn't that great. God bless you. And already God has put someone on your heart. This is God's way of tell you, 'I want you to start praying for that person or persons. And I want you to tell them how I have come into your life.'"

### Answering Tough Questions

One evening I called a man on the phone that had filled out a card at church and I was talking to him about the Lord. Finally I asked, "Have you ever thought about accepting Christ in your life?" And he said, "Yes, I've thought about that. But, you know, I've done so many bad things that God would never forgive me."

I said, "There was a King in the Bible named David and he'd committed adultery with this woman and then had her husband killed. Have you done anything worse than that?" He said, "No." I said, "God forgave him and he will forgive you. There's nothing you've done that God won't forgive you for."

And within five minutes, he was praying and accepting Christ into his life.

I was talking to another man one day about the Lord and he asked, "If God is really of God of love, if there is a God, why does he let all these bad things happen? Why do little children get raped? Why is there so much murder?"

And he just kept on, "Why if God is God do these things happen?" And I said, "It's not God. God gives us a free will. We can choose to do right and

choose to do wrong. It's up to us. This sin that has been passed down from generation to generation ever since the Adam and Eve sinned in the Garden, that sin is passed down through lives. That's why we have these bad things." I said, "If we have anyone to blame it's Satan, not God."

As I began to explain to him how God loved him, how Christ died on the the cross for him, and I quoted some Scriptures, I next challenged him to pray. I asked him first if anyone had ever told him how to pray.

"No," no one had ever told him how to pray. And I said, "You get God in your life and God will help you overcome some of these questions you have in your mind. God will be real to you. And, as you read the Bible, God will open your mind and you will learn a lot more about God and his love."

Within a few minutes, he was praying and he accepted Christ.

### **Leading Young Parents to Christ**

Recently, I called a man on the phone that had filled out one of the cards at church. His name was David. I asked him, "David, do you have any kind of a church background?" "No," he answered. "We'll then how did you get started going to Saddleback Church?" He replied, "We've only been one time. We have a 9 year old and a 12 year old daughter and our neighbors took them with them to church. They came home and insisted that we go to that church.

I began to explain to David how God had come into my life and how real He was to me. Then I read a few Scriptures to him and I said, "David, did anyone ever tell you how to pray to accept the Lord in your heart?" He said, "No." Then I said, "David, I'd like to tell you how to pray. Just listen to this prayer." I read him the prayer that I use and had prayed that prayer with me.

Then I said, "David, let me tell you something that's happened to you already." Now this is right after he had prayed. I said, "David, God has laid someone on your heart, you see someone in your mind right now that you would like to see accept Jesus just like you did."

He said, "That's right, and she's standing about 15 feet from me, it's my wife."

I said, “When we get through talking don’t hang up the phone. I’ll stay on the phone and you go over and put your arms around your wife and tell her how you prayed and accepted the Lord in your heart.”

And he said, “Yeah, I’ll do that.”

About two minutes later his wife picked up the phone and said, “This is Janet, David’s wife.”

I asked her, “Did David tell you what just happened to him?”

She replied, “Yes, he just told me how he prayed and accepted the Lord in his heart.”

Then I began to read the same scriptures to her that I did with David and I asked her the same question about whether or not anyone had told her how to accept Christ.

She said, “No,” and I then said, “Well, I’d like to tell you how. And after I tell you, if it is your desire to pray to accept the Lord, we’ll pray the prayer together.”

After I told her how to pray, she said, “I would like to pray that with you,” and as we began to pray the spirit of the Lord came upon us both and she began to cry and I got choked up and we barely made it through that prayer.

She was so thrilled and then I asked her, “Have your children accepted the Lord in their life? You know, they’re old enough.”

She answered, “I really don’t know.”

I told her, “If you and your husband don’t have a Bible, we’ll give you one when you come to church. Just start reading to your girls out of the New Testament and have them read along with you. If you need any help I’ll help you lead your children to Christ.”

What a joy there is now in that home. What a joy it is to see a man and his wife both accept Christ and start living for God. I called her up a couple of days later and asked, “How are you doing?” She said, “Oh, you can’t believe the

## Chapter 11: GET OTHERS INVOLVED

At one point, God was blessing my business so much that I had to hire extra people to frame all of the houses we were building. I put the word out and before too long a young man came to see me and said that he had heard that I was looking for framers.

He was neatly dressed and drove a new pickup truck. He said that he was a framing contractor looking for work.

So I said, “Let me show you around the subdivision.”

As we began to walk through the subdivision, I began to brag on Jesus. I was telling this guy what God was doing in my life, I was telling him how I had accepted the Lord in my life, and how the men that worked for me had accepted Christ in their life, and telling him how God was blessing me.

As I was bragging on the Lord, he said, “Man, I’d like to be saved!” I just kept bragging on the Lord. I said, “I’d like to introduce you to my son.”

My son Larry lived down the street. I knew that God was dealing with this man’s heart and I felt sure that he would accept Christ and I wanted my son to have a part of this. We went into my son’s home and I said to Larry, “This is Tom Large and he’s interested in framing some houses for us. I wanted you to meet him. Tom and I have been talking about the Lord. Larry, tell Tom what God means to you.”

Larry began to brag on the Lord and tell Tom about when he was only seven and a half years old how he had accepted the Lord and what God meant to him and what a joy it was in his life. That day Larry and I led Tom to Christ.

I said, “Tom, is your wife a Christian?”

He said, “She goes to church. She takes our little girls to church but I don’t think she has what I just received.”

I said, “Tom, when you get home, you go up and put your arm around your wife and you tell her how you prayed today and accepted the Lord. Then ask her



if she's accepted the Lord like you just have. Talk to her just like I've been talking to you. You get her to pray just in case she's never accepted the Lord."

Tom called me the next day and he said when he got home he did exactly what I said. He began to talk to his wife and tell her what God had done in his life, how I saved him. He led his wife to Christ.

Can you imagine the joy they have in their home!

Who do you encounter in your work life who needs to know Jesus?

## **Going Together to Reach Out**

Another thing that gave me great joy was going into prisons with my friend Rob Giles. We would go in with a Chaplain about three times a month and generally have two services. There is a chapel in the prison that we would use. Guards would bring the prisoners in, sometimes as many as 80 prisoners or as few as 20.

You might think this would be scary. Actually, it was just the opposite. In the Great Commission (Matthew 28:18-20), Jesus said, "All authority in heaven and on earth has been given to me. Therefore go and make disciples of all nations, baptizing them in<sup>[a]</sup> the name of the Father and of the Son and of the Holy Spirit, and teaching them to obey everything I have commanded you. And surely I am with you always, to the very end of the age."

We went to these prisons in the name of and under the authority of the Son of God. We had prayed for these men before we went and we knew that God was already drawing the men to us that He wanted to have know Him. So, we went with complete confidence in what God was going to do.

At least one-quarter of the prisoners that came to our services accepted Christ. Between 500-750 prisoners a year came into the Kingdom because Rob and I were willing to just go talk to them about Jesus.

Rob is still doing this ministry as a Chaplain. I know that God is using him to bring even more people into the Kingdom.





## Chapter 12: LONG DISTANCE WITNESS

For many years I taught a workshop called, “How to Share Your Faith” at the many conferences we have held at Saddleback Church.

A man from east Texas called me two weeks after one conference and told me that he had attended the conference with his pastor. He told me how much he enjoyed my workshop and how there were several things that I said that stuck with him.

Three days later he called again. “Hi Horace, this is Les, again. I don’t know if I told you this, but I own a hardware store. A man came into the store today and I just started talking to him about Jesus. I did exactly what you taught in your workshop. I told him that most people have never accepted Christ because no one had ever told them how to pray. The man left my store and came back 20 minutes later and admitted that he didn’t know how to pray. I led him in the same prayer you use and he prayed and accepted Christ.”

“Horace, since I talked to you three days ago I have led three men to accept Christ and each man told me that no one had ever showed them how to pray to accept Christ. Thank you for teaching me this important lesson.”

Les was full of joy!

### My Friend Tom Wessel

Tom Wessel called me from Pennsylvania some time after another conference in which I spoke. He had been in my workshop on sharing your faith. Tom was calling to invite me to speak at six churches in his area. He said that the churches would be willing to cover my expenses so I accepted his invitation. As a result, I spent ten days speaking in these churches and several people accepted Christ.

While I was in Pennsylvania, Tom told me that he had been talking about Christ to a friend of his named David who worked with him.

Tom and I went to lunch with David and I bragged on Jesus and what He was doing in my life. David said he wasn't ready to commit his life to God so I gave David my business card with my phone number and address on it.

About two months later, I received a phone call from David. He said that he had put my phone number in his Palm Pilot after I had given it to him. He had accidentally dropped it and out of the 4,000 names in it, my name popped up on the screen. He had called Tom and Tom told him, "I think you should call Horace."

I said, "David, I think God is trying to talk to you. God is real and He wants to give you His gift of eternal life." I shared two or three Bible verses with him and then I explained that most people don't know how to pray to receive Jesus Christ. "Listen to this prayer and then if you would like to pray it, you can repeat it after me."

David prayed and received Jesus Christ into his heart.

I told David to call Tom and tell him the good news. David called me back 15 minutes later and said that Tom was so happy when he gave him the news and then he said these words, "Horace, the real reason I called you back is to have you go over that prayer with me again. I want to share it with my wife when she comes home from work."

This is the way God works.

## Chapter 13: THE BATTLE IS NOT YOURS

You know, God has put on my heart to really share with everyone I meet. But not every person responded to God's call. A few missed the boat.

I built several homes for managers of the banks in my area. This one particular manager was named Norman. I asked Norman one day for some advice, I said, "Norman, there's a piece of property I want you to look at with me. I want to get your opinion.

After we had looked at the property Norman said, "This is my opinion, if you don't buy it, I will."

That was a pretty good opinion from him and I bought the property. About three months later I was talking to him again, I said, "You know that property I bought Norman? I sold it and I made 25 percent profit on it."

He said, "Horace, you're one of the luckiest people I've ever known."

I said, "Norman, it's not me, it's my partner."

"Well," he said, "I didn't know you had a partner."

I said, "Norman, I accepted Jesus Christ in my life and I've accepted God as my partner. I really pray about everything that I do and God is really blessing my life. He's real to me."

So Norman and I went out one day and played golf together.

He said to me, "Horace, I'm going to be leaving this branch and going to a better job. You're the first person I've told."

I said, "Well, Norman, I'm so glad that you told me but there's something that I've got to talk to you about. God has really laid you on my heart and I feel like God wants me to talk to you about God and how to receive Christ in your life."

He told me that he had never accepted the Lord so I began to witness to him. Again, I just quoted a few Scriptures and bragged on Jesus.

He said, “Horace, I really appreciate what you said, but I really don’t feel like I’m ready to commit my life to that way of life right now.”

“Norman,” I said, “you have to make those decisions. I really have told you now what God has put on my heart to say. One day you’re going to stand before God just like I will and every other person will. Norman, when you do, if you never accept Christ as your Lord and Savior, you’ll never be able to say that no one ever told you how to accept Christ in my life.”

Norman left and I’ve never seen him since, but my conscience is clear because I told him the Good News about Jesus Christ.

Ed was my CPA and he was a brilliant man who really helped me a lot in business. He suggested that I should build an apartment house every year for myself. I followed his advice for several years, every year building an apartment house for my own investment. That was one of the best investments that I ever made.

One evening I went to Ed’s office to work with him on income taxes, but we never got to the subject of taxes. He wanted me to talk to him about the Lord.

I had already shared Christ with Ed a lot of times. Often on Friday at noon we’d go up to a cabin I had on the lake and we’d just ride around in my boat. I’d brag on Jesus and I’d tell Ed what God was doing in my life. I just made him hungry for God.

Well, that evening he was ready to talk.

He told me, “I work for a lot of contractors and other businesspeople, but I’ve never seen God bless anyone like he’s blessing you. I want what you’ve got in your life.”

I said, “Ed, here’s the way to pray. If you’ll pray like this God will become real to you and come into your life just like he has come into my life. This is how to pray. Just say, ‘God I know I’ve sinned, God I’m sorry for my sins and God I ask you to forgive me of all my sins and come into my heart. God, I believe with all that I understand that Jesus Christ is the Son of God. God, I believe with all that I understand that when Jesus died on the Cross he paid for my sins and I accept Jesus Christ right now as my Lord and my Savior.’”

He recorded this prayer on a little recorder. After he played it back I said to him, “Okay, Ed, now you have to pray. I can’t pray for you.”

He wouldn’t pray.

I said, “Ed, here is what I’ll do. This is my faith in God. You know that six-unit apartment house I just finished, the one you want me to build just like it for you?”

I said, “If you’ll get out a deed right now, we’ll make that deed to that apartment house in your name and I’ll sign it. If you’ll pray this prayer and if God doesn’t save you, I’ll give you this apartment house free and clear. Now that’s my faith in God.”

Well Ed was just shaking all over as he said, “Man you drive a hard bargain.”

I said, “Ed. I’m not driving a bargain with you. I know what God will do.”

Ed never did pray, he never did accept the Lord. And, from that time on, he had a real rough time in life. His wife left him. He had a good business and his business began a steady decline. This has been several years ago and up to this date, Ed has never accepted Christ but I’m still praying for him.

I really feel that one day Ed will come to know the Lord. We’re not to be disappointed. God says witness to the unsaved people. We’re just to witness to them, He does the saving. God just uses us as his mouthpiece. It’s their choice, and we will never have to feel that we didn’t do our part.

## Chapter 14: ALLOW GOD TO GIVE YOU BRAVERY

There are so many people out there searching for God. Every person who does not have God in their life has a void. It's like a highway patrol officer said one day as I told him about Christ. "There's something missing in my life and I don't know what it is."

As believers in Christ, we're letting people down by not being bold enough to explain to them how they can find God, and how He can be real in their lives. You know, when you lead someone to Christ that is worth more to that person than all of the wealth in the world. In Mark 8:36, Jesus said, "And what do you benefit if you gain the whole world but lose your own soul?" So, every person faces the question – what would you give in exchange for your soul?

So many people seem to be afraid to share their faith in Christ because they're afraid they'll be rejected. Or they're afraid they'll get their feelings hurt. Or, they are afraid they don't know enough about the Bible. Or, they really don't know how to lead a person to Christ, or even how to begin to talk to them.

But you don't have to know everything, or even much. You just have to ask God to take the fear from you and fill you with His Spirit. Ask God to put people on your heart and as you pray, go somewhere where you can be alone in private to pray. Ask God to put somebody on your heart who needs to hear about Jesus from you, to let you see their face in your mind.

When you have prayed for them enough that God makes them a burden to you, they start weighing on you, you start to get emotional about them, then you can go to them with confidence that God is already tugging on their heart. Get some quiet time alone with them and say, "God has put you on my heart and I feel God wants me to talk to you." They will want to listen to you. Then talk about what God means to you, what He has done in your life, and use God's word, the Scriptures that I have used, to tell them about what He can mean to them.

But the most important thing is to pray, and then let God... God does the saving, we're just His mouthpiece. If you want to find some real joy in your walk

with Christ, as you begin to lead people to Christ you will find joy that you have never known. You'll find happiness, you'll draw closer to God and God will bless your life beyond your own imagination.



## Chapter 15: TEACHING NEW PUPS OLD TRICKS

I had five brothers and during the depression we would go out hunting. We had a dog that we took out with us to hunt possums and skunks and raccoons. We'd go out and we'd often catch 10-12 possums and maybe a skunk and maybe a raccoon. During the depression we'd sell those hides from 25 cents to \$2.00 a piece. It was a way of making a living then.

One day my Dad said, "You know boys, that dog is getting old. Let's get a pup and let that old dog train the pup before he dies."

We got a pup and the first time we took him out he was under our feet and we were stumbling all over him! The next time he was kind of trailing and running with the older dog. It took him two or three times and then he began to tree possums and bay those skunks. He got the hang of it and became a great hunting dog. Before too long, we had to tie him up, because he wanted to hunt day and night! He loved it!

Well, you know, I find that it's the same way with people. When you learn how to lead people to Christ it will bring you so much joy, you'll want to do it more and more!

As a man who has lived a long and full life, who has been such a privileged servant of my Lord Jesus Christ, it is the desire in my heart that you will be God's pup. You'll begin to talk to people using what God has taught me, and you will grow into a great hunter for God.

## Chapter 16: CLOSING THOUGHTS

In 1 Peter 3:15 we're told, "Honor Christ and let him be the Lord of your life. Always be ready to give an answer when someone asks you about your hope."

Use this book.

Remember to first pray for the people that you want to know Christ. Pray as long as it takes, until God gives you a burden for them.

Remember that when God lays people on our heart and we go to witness to them, they are anxious for us to witness to them and we will not be rejected.

Remember which Scriptures to use. I use John 14:6, John 3:1-6, John 1:12, Romans 10:9-13, Romans 3:23, Romans 6:23, Revelations 3:20, Ephesians 2:8-9, Hebrews 11:1, Romans 8:9, Romans 8:11, and Romans 8:15.

Remember how to lead them in a prayer of repentance and salvation.

I want to thank you for reading this book. I hope I've said something that will encourage you to not miss an opportunity to bring someone to heaven with you.

I'll be 90 on my next birthday and I'll tell you, I'm not going to rust out for God, I'm going to burn out. I'm going to serve him the rest of my life because I know that God is real.

I believe that in this life every person has a decision to make, either to accept Christ or to reject Him and spend eternity without God. I hope and pray that you will be the one person who doesn't let them make that decision without you sharing what God has just taught you through this book.

I hope and pray that you don't stand with Jesus at a crossroads, watching people go into eternity, and have people look at you and cry, "Why didn't you tell me? You knew and you didn't tell me." Instead, it is my hope and prayer that in eternity you will have the joy of seeing the many people you talked to about Jesus say to you, "Thank you for telling me the truth! Because of you, I am here!"

You can make all the difference.

So God bless you!

Your friend for eternity,

Horace

## WHAT OTHERS SAY ABOUT HORACE

As long as I can remember, I have had a strong burden to lead people to Jesus Christ. Early in my Christian walk my efforts did not seem to have any real impact. A few years ago, I was led to a presentation at Saddleback Church titled “Teaching Your People to Share Their Faith.” The presentation was given by Horace Willard, a seemingly ordinary man who made his living building houses. Horace turned out to be not so ordinary. I learned that he had led thousands and thousands of people to Jesus Christ. I knew that he was doing something right. God was working through him. I had to hear what this man had to say.

Horace taught me that day that God was at the center of any person’s coming to know Jesus Christ. Horace said that I needed to start praying for the lost person. I then needed to go and talk to the person. When I spoke, I would speak God’s word and I would talk about Jesus. I wouldn’t be “talking about the weather or the baseball game,” but about Jesus. When it was time, I would need to ask the person to pray after showing them how to pray. His approach seemed so simple. It was actually refreshing. There was nothing complicated about it!

I remember speaking to Horace after his class. I asked him to pray for me and he did. I left Saddleback that day very excited. I knew that God had just taught me something very important, something that was going to change my life.

The results of my evangelism efforts started changing immediately. Although I could spend a lot of time telling you the individual stories, I will just say because of Horace’s wisdom and willingness to share his experiences there are now more souls in route to Heaven. I am now leading people to Jesus regularly.

I just love Horace. He is a dear man who took the time to teach me, a younger man, the way to share my faith with others. He gave me a great gift. He truly did. I can’t thank him enough. It is amazing that God teaches us how to reach out to the lost world through a simple, humble man – a man whose greatest concern through his long life was the eternal welfare of others.

*Tom Wassel*  
*Branch Community Church*  
*Harleysville, Pennsylvania*

When asked to put on paper some thoughts about Horace, the first thing that came to mind is you just love this man right away! His simple, direct and loving way is unmatched by anybody I have ever met. I am honored and privileged that Horace took the time to call me on the telephone, and to pray for and ultimately lead me to accepting the truth of Jesus.

I was born and raised Jewish, so many barriers were in the path to salvation, but I felt a warm type of love from Horace I had never felt from anybody before. As I began to grow in the Lord, I realized the love I felt was God. Horace's gift is that he allows God's love to flow right through him with no judgment or bias.

Horace is like a father to me, as well as my friend. I thank God for Horace. Praise God!

*Brad Bernstein*

When Horace moved back to Orange County from Los Gatos a member of the Saddleback staff brought him around to my office and introduced him to me. I had heard about him many times because Rick Warren would often refer to Horace as the man who led thousands of people to Christ. When Horace sat down in my office to visit, I decided right then not to miss the opportunity to learn from him.

Everyone should have a friend like Horace. I had the privilege of spending Thursday mornings with him over the course of many years and it was amazing to learn the treasures that God has put in his heart. He is so filled with God's strength at the young age of 95 that when he talks he seems to get a couple of inches taller. As he tells stories he shares names and details as though they were yesterday. Tears sometimes stream down his face and his voice gets shaky as he remembers people who met Jesus while talking to him, and as he recalls the

moment when they stepped across the line to begin a lifelong journey of faith in Christ. Horace Willard has a heart for other people that is simply unexplainable in human terms.

Listen to Horace. Hear what he has to say. Learn what he has learned. And then go tell the world, one person at a time.

*Ron Wilbur*

*Pastor, MotelChurch*

*Retired pastor, Saddleback Church*