What time is it? It's the last hour, isn't it? It's the last hour. Why has Jesus put the health work, the health message, medical ministry in the 3rd angel’s message? Thank the Lord for the blended ministry for body and soul.

What is the goal of it all? Soul winning – to prepare people for Jesus’ coming, is that right? That includes first of all winning them to Christ and the truth; but it includes the development. This includes us; we’re to be developing day by day. We’re to be reaching out and winning others.

Brother Roy Wilson has something interesting to share with us this morning. I think it’s an illustration of some of the various ways that God uses on this campus with outreach in getting hold of souls.

[Brother Roy Wilson gives his testimony (not noted in this transcript).]

You notice that in addition to the lines of influence that Brother Wilson mentioned, Brother Wilson used this young man’s coming a number of months ago to talk about being a student as a means of contact, and also in inviting them to the home.


“…they watch for your souls, as they that must give account…” Hebrews 13:17.

Day by day in the halls, in the rooms, in our homes, out in business contacts, in shopping, in Bible work, in chanced contacts we’re watching for souls as they that must give account.

We want to study a bit more this morning our glorious opportunity and responsibility as leaders in soul winning. This work, of course, includes more than the outreach in the community around us, we were focusing on that as we closed Tuesday morning. It includes everything on this campus. This is one of the reasons why I asked Brother Wilson to tell us this little story.

Here was a man that in God’s providence came on this campus, recommended to us as a possible student, but God used that as Brother Wilson and others have followed it up, and now they’re getting ready for baptism. Praise the Lord!
One of the first things that I want us to notice this morning is in the book *Medical Ministry*. Notice, it’s talking about leaders, and you, my brothers and sisters, are leaders.

“If those who hold positions of trust in the institution are persons who love and fear God, they will realize that a sacred responsibility is theirs, because of the measure of authority and the consequent influence which their position gives them” *Medical Ministry*, page 205.

Do any of you have authority? Yes, you all have some or you wouldn’t be here this morning. Some have more than others, but you’re all dealing with people.

“They are dealing with human minds being brought into connection with all classes of society, and they should move discretely, for they are regarded as representatives of the institution” *Ibid*.

Now, this is the first big point I want to have before us this morning. You are regarded as a representative of the institution. There are literally thousands of people, some in the church and some in the world, who have a picture of Wildwood that they got perhaps from just one person. The whole ideal of Wildwood is a matter. Well, I met so-and-so and he’s from Wildwood. Or maybe they came on this campus and they saw somebody up at the press or the supply or in the office, or they came here to the desk and made some inquiry, or they came to see a patient, or so on.

The image that they carry in their minds is “That’s what Wildwood is like.” With some of us, more have had opportunity, whether it’s two or three or half a dozen, or a dozen, there isn’t any one of us or all of us together, that project the full image of Wildwood. Yet people judge it that way. And if a man thinks it is so, it’s just as much so to him as if it were so. Right?

“…they should move discretely, for they are regarded as representatives of the institution” *Ibid*.

Multitudes of firms spend thousands, and in some cases, millions of dollars to influence public opinion. They take out big ads in papers and journals, yet all the while their employees, their officers may be doing things, or failing to do things, that undermine their influence, and all that money spent in advertising can’t compensate.

We’re not spending money in advertising. Thank God, we don’t need to. We have an opportunity to build an image for this institution. And yet, in a sense, I don’t like that expression at all, but you know probably what I’m trying to say. Our job is not to say, “Now what kind of image do we want to project?” and then seek to do that. All we need to do is let Jesus in our hearts, and be like Him in our intercourse with people, and He’ll take care of the image.

But this experience must be ours, and we must be able to communicate it to those who work with us because the dozen or more folks that are in this room this
morning are not the only ones who meet these people. Right? The girl at the desk may be the only one that has a contact.

I was impressed with what Brother Atherton was telling me – the experience that came to us here a year or two ago. His father-in-law was a patient here in this sanitarium. This dear man was getting along in years, and he had not known the joy and faith in the Bible. But do you know the thing that made the greatest impression on his mind while he was here? It was the folks that did the cleaning in his room. They had a special influence in reaching his heart, and impressing upon him the sincerity of our workers, and the Christian joy of their experience.

My dear brothers and sisters, this is why we must have not merely a Seventh-day Adventist staff from top to bottom, at all levels, we must have a converted, joyous, loving personnel at all levels. And one of our greatest jobs as leaders is to accomplish that objective. This is not done by computerized methods. This is not done basically by screening processes. There is no questionnaire that we can prepare that will in advance tell us whether this individual that’s coming here is a converted, loving Christian, or whether they’re not. You all know that, don’t you?

But more than that, our job is to help some of our workers and students that aren’t (I word it this way) as converted as they ought to be, to help them be that way, you see. We’re not just a sorting machine. The time has not yet come to separate the wheat and the tares, the sheep and the goats. I’m sure that each one of us, as we look into the mirror of God’s law, and His love morning by morning, sees much that disappoints us, as we look into our own lives. But we have faith that He that has begun a good work in us will carry it on and finish it.

We must have that same faith for our fellow workers. This is what I want to share with you this morning, and some things in this matter, because really, as leaders, we have the opportunity of doing something that will prepare this staff and this campus for the great demonstration. Oh, how God is longing to make that.

“Regard yourselves as missionaries, first of all, among your fellow workers. Often it requires a vast amount of time and labor to win one soul to Christ” Ministry of Healing, page 493.

Is our first mission field St. Elmo? Trenton? Chattanooga? No. Our first mission field is where? Our fellow workers. Our first mission field isn’t even the patients that God sends us. Our first mission field is our fellow workers. Did you know that?

“Regard yourselves as missionaries, first of all, among your fellow workers” Ibid.

So far as we are capable, we are to be to others what Jesus was to His disciples. Have you got some disciples? You’re to be to them what Jesus was to His disciples.

Now, this has two applications. Each of you is to be to all your fellow workers and all the students as you come in contact with them, as far as you can, what Jesus
was to His disciples. But there are certain people that you can reach as Jesus reached His disciples.

Think of how wonderful and how great He was. We’re told that we can’t equal the pattern, but we’re to imitate it. But with all His wonderful attributes and capacities, He limited Himself largely to 12 people. You know what I mean when I say that. I don’t say He limited Himself 24 hours a day, 7 days a week to 12 people. No, no. He met the multitudes, and He had the 70 as well as the 12. If you study His life work during those 3 ½ years, the thing that stands was His training of the 12.

It won’t be strange if you and I have to have an inner circle smaller than that. None of us here would presume to think that we have as much capacity as He had. We are to be as responsive to God with our small capacity as He was with His large capacity. But note this morning, that you do have and should have an inner circle of people that you are being to them, as far as you are capable, what Jesus was to His disciples.

Do you know who they are? It’s your privilege to know. Don’t misunderstand me; I’ve already covered the ground. Our unconscious influence is to go out with everybody we meet. To everybody we meet on campus and off campus, we’re to represent Jesus. But I’m zeroing in now on a smaller group that each of you is destined under God to influence – the people in your home, the people that you work with. God can help you as you sit here and as you meet Him day by day on your knees, to be conscious, “Yes, he’s one that God has given me to influence.”

Now go back to Medical Ministry:

“Let your influence be persuasive binding people to your heart because you love Jesus, and they are His. This is a great work…” Medical Ministry, page 205.

Your influence is to be persuasive. What does that mean? Does it mean demanding? Does it mean compelling? Persuasive – what a word. I marvel again and again at the preciseness of the choice of words in the Spirit of Prophecy. While Sister White, as a human agent, selected these words, yet she acknowledged her dependence on the Holy Spirit to select the right word. This is the right word.

Persuasive includes convincing people that a certain thing is right, and also helping them to get to the place where they want to do it. All of that is involved in this word persuasive. Correct? A colporteur studies this science of getting people’s attention, awakening their interest, and leading them to decision.

Your influence is to be persuasive. But notice that next phrase: “binding people to your heart.” We’re looking at an area here that emphasizes the importance of men working for men and women working for women. While as Jesus did, we’re to reach all classes, and we’re to be kind and courteous to everybody.

Yet there is a closeness, that God wants to give you with some other man that you could never have and never should have with some other woman – unless that woman belongs to you as some relative; that isn’t what I’m talking about. I’m
talking about soul winning, and I’m talking about work for fellow workers in this inner circle ministry of spiritual ministry. And if a man undertakes to do this kind of work that we’re studying with a woman that’s not related to him, both he and the woman are in peril. The more they succeeded in that spiritual closeness, the more perilous is the ground they’re on. It’s the same if a woman is working with some man.

Don’t misunderstand me: we are to be kind and courteous to everybody, and we all have opportunities to help everybody, you understand that. I’m talking about this inner closeness. There are some people that never achieve this with anybody. Plenty of people. They simply go along and they’re kind and do their work, and they keep the wheels going, but there’s no soul they identify with in a strong, close, spiritual relationship.

Now, I can’t read you mind, but it wouldn’t be strange if some person whose mind begins to wake up and say, “Well, maybe that’s been my experience.” My dear friend, I encourage you to seek God with all your heart that He’ll give you somebody that you can be to in a very special way what Jesus was to His disciples. Yes.

This campus needs that kind of leadership at all levels. So does every other campus. This is the life of our work. This has been the life of our work for 33 years on this hill. This is one of the outstanding things that make this place different from a lot of other places. To the extent we have it, we’re a blessing. To the extent we lose it, sooner or later we’ll lose our destiny on every other point. This is the key. It is the personal concern of leaders at all levels for people that they can have close, spiritual contact with. It’s wrapped up in this wonderful sentence that you’re looking at. Will you read it with me again?

“Let your influence be persuasive binding people to your heart because you love Jesus, and they are His.”

Ibid.

Now, why is it that you are to do this? Because you love Jesus. This isn’t some Kiwanis club, backslapping thing. This isn’t some program and big buddy system. No, no. The thing that binds people to your heart is that you love Jesus, and they are His. They’re not yours. But, friend, if you’re a Christian, don’t you have more concern about what belongs to God than what belongs to yourself?

Here is something that’s worth more than your automobile, your money, your career, your reputation, your position. It’s the souls that God has destined to be within your inner circle. They belong to Jesus, and He has committed them to your care. He has given you a commission like He did to Peter after his conversion.

“Simon, do you love Me?”

“Oh, yes Lord, I love You.”

“Feed My lambs. But Simon, do you really love Me?”

“Oh, Yes.”
“Feed My sheep. But oh, Peter, do you really, really love Me?”

“Oh Lord, You know all things. You know I love You.”

“Feed My sheep.”

Ah friends, the best of workers get discouraged at times. The best of workers need counsel at times. But God in His providence, if you’ve got one hand on Jesus, He’ll help you get that other hand to get hold of another person that needs help at the right time. I’ve seen it hundreds of times. How precious it is to be the right man with the right word, at the right place at the right time. That’s your destiny; this is a great work.

Now turn to page 182 in Medical Ministry:

“All our institutions should be missionary agencies in every sense of the word. No work is to be allowed to hinder the work of soul saving. In every institution there is missionary work to be done” Ibid., page 182.

What’s the first word in that last sentence? “In”. What does that mean? Not just outside in Chattanooga, we have that, we talked about that the other day; we still want to be thinking about that. But this morning we are zeroing in on our precious opportunity, great privilege, heavenly responsibility, in helping those nearest to us.

“No work is to be allowed to hinder the work of soul saving. In every institution there is missionary work to be done. From the manager down to the humblest worker all should feel a responsibility for the unconverted among their own number. They should put forth earnest efforts to win them to Christ. As a result of such effort, many will be won to the Saviour” Ibid.

Praise God, isn’t that wonderful?

[Testimony service follows.]

All right. Now this closing thought: If we’re not careful, we’ll take a lesson like we’ve had this morning and we’ll think of it as a compartment over here. And we’ll wish that we didn’t have quite so much to do down at the nutrition center perhaps, so that we could do this. Not quite so much to do in the business office, so that we could do this, and so on. Somebody is programming our day, and He is planning every experience that comes to us today to be a laboratory to work out what we studied this morning. So instead of lamenting circumstances and saying, “Oh, if I could just get rid of all this stuff, then I could do what we studied this morning.” This “stuff” is the laboratory where we carry this out. Isn’t it?

All right, may we kneel together. Oh, Lord Father, is it really true, that Thou hast chosen the men and women in this room, to be to others, as far as we are
capable, what Jesus was to His disciples. Make it so, today, through the glory of His Spirit’s presence. We thank Thee, in His wonderful name, Amen.