

Hour of Power Deutschland  
Steinerne Furt 78  
86167 Augsburg

Telefon: 08 21 / 420 96 96  
Telefax: 08 21 / 420 96 97

E-Mail: [info@hourofpower.de](mailto:info@hourofpower.de)  
[www.hourofpower.de](http://www.hourofpower.de)

Baden-Württembergische Bank  
BLZ: 600 501 01  
Konto: 28 94 829

IBAN:  
DE43600501010002894829

BIC:  
SOLADEST600

Büro Schweiz:

Hour of Power Schweiz  
Seestr. 11  
8594 Güttingen  
Tel.: 071 690 07 81  
[info@hourofpower-schweiz.ch](mailto:info@hourofpower-schweiz.ch)  
[www.hourofpower-schweiz.ch](http://www.hourofpower-schweiz.ch)

Spendenkonto:

PostFinance AG, 3030 Bern  
Konto: 61-18359-6  
IBAN:  
CH1609000000610183596

Hour of Power, 21.07.2024

### GOOD MORNING – Bobby Schuller (BS) and Hannah Schuller (HS)

BS: This is the day the Lord has made. We will rejoice and be glad in it. Good morning.

HS: Welcome visitors and church family. The sun is out and we're glad that you are, too. In Hebrew, the word Judah means "praise," so as we praise the Lord this morning, we are calling forth the lion of Judah to fight for us. Wow. Let's do it. Thank you for being here. We love you.

BS: Amen. By the way, Cohen had his 12th birthday yesterday, yeah! Twelve years old. And today's also my mom's birthday, and today is also Marc's birthday! So happy birthday! Everybody! It's a special.. we call it a Shepherd's Grove three fer. Anyway. Let's begin with a word of prayer. Thank you God so much for your presence here. We're so grateful for you. We love you. And we are coming here because we are grateful for life, we're grateful for the breath in our lungs, we're grateful for our friends and for our family. We're grateful for all you've given us, and we just want to pause from work and pause from buying and trading, and pause from social media and just say thank you. We love you. And it's in Jesus' name we pray, amen.

HS: Amen.

HAVEN: Turn to the person next to you and say God loves you and so do I.

### SCRIPTURE – Mark 1,14-20 – Hannah Schuller

Would you open your Bibles with me to Mark 1:14. After John was put in prison, Jesus went into Galilee, proclaiming the good news of God. "The time has come," he said. "The kingdom of God has come near. Repent and believe the good news!" As Jesus walked beside the Sea of Galilee, he saw Simon and his brother Andrew casting a net into the lake, for they were fishermen. "Come, follow me," Jesus said, "and I will send you out to fish for people." At once they left their nets and followed him. When he had gone a little farther, he saw James son of Zebedee and his brother John in a boat, preparing their nets. Without delay he called them, and they left their father Zebedee in the boat with hired men and followed him. The word of the Lord.

### INTERVIEW – Ronald Olivier (RO) and Bobby Schuller (BS)

Ronald Olivier is an author and director of chaplaincy for the Mississippi State Penitentiary. Ronald made some choices in his youth which landed him in the Louisiana State Penitentiary for almost three decades. His new book, 27 Summers: My Journey to Freedom, Forgiveness, and Redemption During My Time in Angola Prison, tells his story of how God redeemed him from his lowest point inside a prison cell.

BS: Ronald, hi! Welcome.

RO: Thank you, thank you, thank you for having me.

BS: It's such a joy to hear your story. It's a tragic story, but one that I think ends in victory. Many people know your story, but a lot of people don't, and maybe we can begin there. Tell us a little bit about your youth and some of the challenges you faced, and how you became a believer.

RO: Well first of all, I'm a native of New Orleans Louisiana, grew up in a poverty stricken area. I can remember around the late 80's where the crack epidemic completely destroyed my neighborhood and along with it came a lot of violence. And like any kid, you become what you see rather than what you hear. And consequently, I ended up on trial for first degree murder at the age of 16 years old. While I was on trial, in the holding tank while the jury was deliberating, man, the weight of everything just came down on me.

## How to Communicate with Anyone

I was in the cell alone, and I began to think 12 people was about to make a decision on whether I live or die, and man, I cried out to God. I could remember my mother saying years prior that if you ever in trouble that I can't get you out, you call on Jesus, and I did that. I got on my knees, I was crying, and I made a deal with God. They say you don't make deals with God, I made a deal with Him. I said Lord, if you don't let them kill me, I'll serve you the rest of my life. And for the first time in my life I experienced a peace of God that was an inward resonance that just said that you're going to be okay. And consequently, I ended up on trial for first degree murder at the age of 16 years old. While I was on trial, in the holding tank while the jury was deliberating, man, the weight of everything just came down on me. I was in the cell alone, and I began to think 12 people was about to make a decision on whether I live or die, and man, I cried out to God. I could remember my mother saying years prior that if you ever in trouble that I can't get you out, you call on Jesus, and I did that. I got on my knees, I was crying, and I made a deal with God. They say you don't make deals with God, I made a deal with Him. I said Lord, if you don't let them kill me, I'll serve you the rest of my life. And for the first time in my life I experienced a peace of God that was an inward resonance that just said that you're going to be okay. And man, from that day forward, I like to say it like this because they came back with a guilty verdict of second degree murder, which carried a mandatory life sentence without benefits of parole or probation. In layman's term, that means you die in prison. But in that cell, I received two life sentences – one the state gave me with no benefits, and one God gave me with so many benefits. He encourages in His word not to forget them.

BS: Wow. So would you say that it was actually when you were on trial that you came to faith? Or was it more of a process while you served out your sentence?

RO: I think I came to faith at that moment. I still after was doing some of the same things, saying some of the same things, but the difference was I was being convicted. I wasn't comfortable anymore. And I didn't have no one to disciple me and explain to me what was going on, until I later got to Angola, got surrounded around a group of guys, man, a group of men of God that begin to disciple me and help me walk out my faith. It wasn't till about two years later till it looked like I was born again.

BS: It's interesting, I remember years ago, we used to visit prisons, and the Bible talks a lot about visiting prisoners, and I remember the first time I went to a maximum security penitentiary, I was really kind of scared, because obviously you're going in with these violent criminals. And when I got to know them, I realized that most of the guys that I was meeting seemed to be really good people, and you forget that this 45-year-old man you're talking to could have committed the murder when he was 16, 30 years ago, and he's still in this place and a lot has happened in his life. And it's interesting how I think the importance of visiting prison is in order to also share the gospel and encourage people who feel like their life is over when it's really not. And your life was not over, was it? You're not in prison anymore, so what happened?

RO: And so in 2012, I believe God did this just for me, the United States Supreme Court came down with a ruling in Alabama versus Millard and said it was unconstitutional to give a juvenile the mandatory life sentence. I was freed in 2018 of November and shortly thereafter, the former warden who became the commissioner over department of corrections in Mississippi offered me a job as the director of chaplaincy in Mississippi state penitentiary. Insane. I accepted the job and man it was nothing short of a miracle. It was God. Yes.

BS: Now you're telling a story that comes from your book, 27 Summers and I want to encourage people to get a copy of it. It really is a testimony to what the gospel can do in someone's life when they feel like they're at the end of their rope. What encouragement do you have for people who are here today that maybe don't have your experience, but are looking for hope and maybe they feel sort of like they're stuck somewhere. What encouragement do we have for those folks?

RO: What I would say, man, if God can change me and deliver me, can heal me and could give me a brand new life, if He could do that for me, He can do that for anyone. I encourage you to embrace Him, to run after Him with all of your heart, and you can trust Him with your life. He knows exactly what He's doing.

BS: Amen. You can get 27 Summers by Ronald Olivier anywhere books are sold. Ronald, thank you so much for sharing your story with us and for all the work you do for people in prison. God loves you and so do we.

RO: Thank you for having me.

## How to Communicate with Anyone

### DECLARATION – Bobby Schuller

No matter who you are, would you stand with us? Hold your hands like this as a way of receiving from the Holy Spirit. Let's say this together: I'm not what I do. I'm not what I have. I'm not what people say about me. I am the beloved of God. It's who I am. No one can take it from me.

I don't have to worry, I don't have to hurry, I can trust my friend Jesus and share His love with my neighbor. Thanks you can be seated.

### MESSAGE – Bobby Schuller – How to Communicate with Anyone

Today I want to talk about the importance of winning hearts and minds, and that's actually the title of the message today, is that winning hearts and minds, we're going to talk about strategies for influence and friendship. Now here's something that's really interesting. The Bible, six thousand year old book, depending on when you started, right. Could be two thousand years old, but ancient script has made its way to us. It's the word of God. We can stake our lives on it. And the Bible says this interesting thing. It tells us this fascinating thing – how to get anything you want. Did you know that? The Bible tells you how to get anything you want. It tells you this. If you want to get anything, anything, you can get anything you want, here's what you got to do – ask. Oh, isn't that interesting? Ask and it will be (AUDIENCE – given to you) given to you, that's right. Now Jesus later qualifies this, He says something like this in John 15. He says "anyone who obeys my command, ask and it will be given to them. Here is my command – love one another the way that I loved you." Did you catch that? Now I don't know about you, a lot of people would say oh well He's not talking about real things, He's just talking about if you ask for spiritual things you'll get some spiritual things. Well hey, that's not what it says. It says ask and it'll be given to you. What will be given to you? Whatever, in John 15, whatever. Everybody say "whatever." (AUDIENCE – whatever) Whatever you ask. I don't know about you, I'm just going to take it at face value. I'm not going to add to it, I'm not going to take away, I'm just going to believe that if I love people and ask God for stuff, I'm going to get it. Is that sophomoric? I hope not, because I put a formula together for you. Here it is. L + A = G. Love plus ask equals get. Now this is going to be a sermon today that if you listen to what I say, your joy will be in you and that joy will be complete, the word says. If you listen to what I say, you're going to ask and you're going to get. If you listen to what I say and if you do it, you're going to have fulfillment, you're going to have success in life, and you're going to be glad you did. But in order to get, in order to get your get, you're going to have to lose something first, okay. Before you get something, you got to lose something, and here's what you got to lose – you got to lose your ego. You got to lose some arguments. You got to lose your blacklist and your grudges, and you've got to lose your resentment. Easier said than done. But I want to promise you if you can do these things, your life will change for the better forever. Take it from someone who's had to lose all of those things and is still working on losing those things, just ask my wife. Life is better when you trust the word of God. And so I want to encourage you today, don't trust your brain, take notes. Here's a good way to take notes. Most of you have this thing called a phone that also has a camera on it. You can take pictures of these slides. You can write down these notes. And you can talk about it at lunch or brunch afterwards with your friends, talk about everything Bobby got wrong, but the few things Bobby got right. You can let me know, if you want. Hannah read the scripture this morning, a Bible story about a man named Jesus Christ, a famous rabbi full of God, the Son of God. And He traveled around, and He said these words to these young men, who were working hard. We talked about it last week. He said "follow me." Famous Hebrew phrase that is only said to those who are worthy to be disciples of a famous rabbi. And that's why these men, when this rabbi recruited them, that they left all of their valuable tools and nets, they just dropped them and follow Him. Why? Because it was such an honor to come under the tutelage of a teacher. And what is the first thing He says He's going to teach them? We just read the scripture. Do you remember what He said? The very first thing He tells them He's going to teach them, He says you have been fishermen, something like this, of fish, but I'm going to teach you to be fishers of (AUDIENCE – men) of men, or people. I'm going to teach you how to fish for people. And we forget that that's one of the first things that we're learning when we learn Jesus' ways of forgiveness, of trust, of letting go of some of these things. That's part of His plan for us to fish for people. He wants us to fish for people. A modern word for that is called leading or leadership. I will make you fishers of men, He says. And so today, I'm going to be teaching from the scripture, from personal experience, and I'm also going to pull heavily from Dale Carnegie and his book How to Win Friends and Influence People. If you're a pastor or you're a ministry, I want to highly recommend this book. My wife, her parents made her and her five brothers all read this book.

## How to Communicate with Anyone

I make my kids read it. I've read it several times. It will transform your life and I'm going to be borrowing heavily today from that book, but also from the scripture, and we're going to learn today how to make a difference; how to win hearts and minds. Are you ready? How to win the hearts and minds of your children. You want to win your kids and your grandkids? How to win the hearts and minds of your colleagues. How to win the hearts and minds of your fellow Americans or whatever country you're from, even if they're not in your political party. You want to win them over? You do what I say today, you can win some people, okay. Here's number one. This is probably the hardest one, especially for me, because I've always been a little bit of a fighter. But number one – don't criticize, don't condemn, don't complain. The Bible says there is therefore now no condemnation. Everybody say no condemnation. (AUDIENCE – no condemnation) There is no condemnation for those who are in Christ Jesus. The Bible says that the number one name for the devil in Revelation is the accuser of the brethren. The accuser of the brethren, meaning that when we accuse other people, when we condemn other people, and when we judge other people, we are playing the game the devil plays. That's his game – accusation. And it doesn't mean you're the devil if you've accused people, but just remember this warms his heart, right? This is what he wants people to do is to condemn and to judge. And remember what the Bible says – “do not judge or you shall be judged.” In the same measure that you judge others, it'll be measured out to you. So is this God telling us if you judge others, you're a sinner? I don't think so. Here's why what we shouldn't judge, why we shouldn't condemn, why we shouldn't blame, why we shouldn't complain, why we shouldn't criticize, just flatly – it doesn't work. It doesn't work. When was the last time it worked for you? Or here's an even better question – when was the last time it worked on you? When was the last time someone condemned you, criticized you, or criticized your work and you were like huh, you know what, that's a really good point. I think today's the day I'm going to change. If that's happened to you, you are a rare breed. And some people do that. But I can tell you from lots of experience, criticizing, condemning, and complaining makes behavior worse. Can we just pause on complaining real quick? Condemning and criticizing, that's something that a lot of Christians are on board with, but boy do Christians like to complain. Complaining is a passive/aggressive way of condemning someone or something else. It's passive/aggressive. And we feel fine with complaining about the carpet, complaining about the food, complaining about my husband, complaining about my neighbor. We all do it, and many of you right now are thinking about a relative that complains a lot, and you are actually complaining in your head about the complainer, you see? We're complaining our self. Very hard to catch yourself complaining. If you can drop that, your life will get better, you'll win people quicker. Trust me. It doesn't work. It doesn't make behavior better, it makes behavior worse. When was the last time your spouse criticized you, or condemned you, or the last time your kids did and you went you know what kids, you're right. You're right. Or the last time your co-worker criticized you and you're like she's right. He's right. Almost for sure. The minute they walked away, you turned to your ally and you criticized them and said something about them that they.. right? You did a fair exchange. Those criticisms and condemnations of the people that we live life with often start with the phrase “you never” or “you always.” It's getting quiet in here. Somebody just said you never, you always to someone. And here's something that's always true, speaking of always and never. Here's something that's always true – people are emotional – always. Even men, even your father-in-law, even that grizzly guy at the gas station. They're emotional. They're emotional. Their emotions manifest in different ways, but they're emotional people. And we use our emotions, very often, most of the time, to make our decisions. We make emotional decisions, and then we use our intellect to sometimes irrationally defend our emotional position. That's a good thing to know when you're trying to win people over. You know how we know? Here's a good example. Criminals always blame the victim. Have you ever noticed that? They say things like I murdered her because she shouldn't have made me angry, right? They say things like he shouldn't have left his wallet out. They say things like she shouldn't have dressed that way. She was asking for it. Or, the family members of criminals, if you notice, they always blame the system, not the criminal. Or they always blame their friends – he's a good boy, he just got around some bad friends. And you can see that people, in general, are emotional people that take irrational positions. So for them, for the thief, the murderer who won't take responsibility, how much more when it is less obvious will most people take responsibility for bad behavior, and the answer is very rarely. Here's the sad truth – people don't want to be shown they are wrong. They just don't. So why show them? Why point it out? If people don't want to know, why do it? Here's the first thing I'm going to ask you to do – avoid arguing. Just avoid arguing.

## How to Communicate with Anyone

If you lose an argument, you lose. But if you win an argument, you lose, yes, that's right, you lose. Why? Because even if you win, the person you're arguing with will resent you, because we're emotional. So you say to me, well Bobby, are you saying avoid conflict? And I would say certainly not. I'm in conflict every single day. I'm constantly in conflict. Don't avoid conflict, avoid arguing, and there's a difference. There's a difference. There is a positive way to have conflict in life. There's a positive way to make a difference. There's a better way. We call it positive influence. We call it leadership. And this is better. Here's the first thing you can do in order to make a change with someone who's super different than you and you're bottled up with anger, emotions, frustration, you hate everything they stand for, and they're making their point across from you, here's what you can do – be friendly. NO! It's so hard, isn't it? Be friendly and show respect for people and their opinion. Now of course this is only if you want to convince somebody. If you want to make them angry and want to get them frustrated, just let it fly. But if you want to win them over, be friendly and show respect for their opinion. Doesn't mean you have to agree with them, but listen. Listen. Here's a way you can show them that you're really listening – just say it back to them. Here's what I hear you're saying. You're mad about this because you believe X, Y and Z. I hear you. What we know, in general, about the training of children, of students, of people is that positive always works better than negative. Skinner proved to us that animals who are rewarded for good behavior learn much quicker than animals who are punished for bad behavior. You say to me what if they're a jerk! What if they're just a total jerk! Here's what I say to you – just walk away. NO! I have to fight for what is right. I heard this line in Oklahoma, and I've never forgotten it, from this old lady, I forget where it was, but she said this: "don't wrestle with a pig. You'll both get dirty and the pig will enjoy it." Forgive people. Forgive people and you will be forgiven. Forgive people and you will be forgiven. That's what the Bible says. The human soul is fragile. Handle with care. Even big burly men who have gone off to war, and have drilled oil, and even the toughest guys and gals you can think of, their souls are fragile. They've been hurt, they've been hit, and very often, they just need a friend. That leads to number two. Here's a great way to win some people over. Number two – you give honest and sincere appreciation. Hey, remember what Jesus says? Do unto others what you would have them do unto you. We call it the golden rule. Why is it the golden rule? Well, I'll be honest with you. If you treat people the way they're meant to be treated, life is going to go better for you. One of the greatest human desires is to be appreciated; to be recognized; to be respected; to be admired; to feel like you're making an impact. So here's what you can do. When you see something special, when you see something interesting, when you see something extraordinary, when you see something that inspires your heart, say it aloud! It feels great. I do it every day to the chagrin of the people around me. Those who are my friends can testify. I like to say these things because it's benefitted me. It feels good to appreciate people. It feels good when you say to an artist 'that's a beautiful painting.' It feels good when you applaud for a great musician. You've heard people play before. I heard a jazz musician say when we play great stuff; musicians don't make a lot of money, typically, we get paid in applause. We get paid in applause. Wow, isn't that great? That for a musician who's put all of her hard work, sweat into something, that you would applaud and say thank you for your gift of music. When you have a great server and they do a great job, say it aloud. Tell them they're terrific. Tell them that you're grateful that you got their table. Give them a nice tip. And especially with kids, whether it's your kids, or your kids friends, or kids in your school, when kids do something right, tell them. They can't hear it enough. Reinforce good behavior and positive outcomes will come around. Thank people even when they do what they're supposed to do. This is so important. Very often, when somebody does something they're supposed to do, we're afraid to thank them because we don't want them to think it's optional. You don't want to let your husband know it's optional. When you see your husband washing the dishes, say thank you, honey, even though he's supposed to do it. I don't know why everybody freaked out at this, but if your wife takes out the.. I should flip them around. When your husband takes out the trash, I said when your wife takes out the trash. Now in our house, my wife almost never takes out the trash, and that's the way it should be. But when your husband takes out the trash, or your son takes out the trash, say thank you, even though he's supposed to do it. When your co-worker does something they're supposed to do, thank them for it, and thank them sincerely, even though they're supposed to do it, and especially when your kids do their chores, thank them for it. They'll be glad. We think that if we thank them for it, maybe they'll do it less, but the truth is, if you thank people for doing things they're supposed to do, they will do it. We know. We know. So reinforce good behavior if you want to have long-term change. Metaphorical example I've used before. Imagine there's a guy at your job, we'll call him Bob.

## How to Communicate with Anyone

And Bob has a reputation for being kind of rude, maybe he's a little direct, maybe he's insensitive to his colleagues, and maybe he burps in front of people or something; it's just not polite to be around. And you notice one day as you're walking out the door, Bob, maybe he just.. whatever, something comes upon, and he opens the door for you and says 'after you.' You stop and you think oh that's interesting, Bob opened the door for me. That's nice. Here's what will happen – if you stop and put your hand on his shoulder and say 'Bob, you are such a polite person. Thanks so much for opening doors for people.' Now do you think Bob will open less doors or more doors? I guarantee Bob is opening more doors. He now has new status: Bob the polite door opener. You see, because you don't say you do polite things, you actually say you are a polite person. You see, you've made it a part of his identity, and he doesn't want to lose that status. He doesn't want to lose that title. He feels like he made a difference by politely opening the door for somebody, and now he's just going to be Bob the doorman. You just watch. That's true 95% of the time. That's a pretty good amount, right? Five percent is not going to work out, but 95% of the time, Bob's opening more doors. Discover people. Discover people. Every single person has an interesting story. Most people, when they meet you for the first time, they're wearing some kind of a mask, they're not sure if they can trust you, they have some kind of a story. Here's what Ralph Waldo Emerson said – "Everyone I meet is superior to me in some way." It's absolutely true. Even children. You say well what about a baby? Well what about their skin? Who is here who's got baby skin? Hannah does, but.. anyway, okay. She's not here. Anyway. Discover that. Discover how a person is superior or has an interesting story. Every single person you meet has a skill, a story, an insight, a place they've been, a person they've met, a song they've sung, a book they've read, something that will be interesting to you. If you can discover that thing, and if you can point it out and appreciate it, wow. Not only does that give them life, my friend, it'll give you life, too. You'll find that people, all people are very interesting. You can deeply touch lives with real appreciation and recognition. Most people, unfortunately, did not get enough love and appreciation from their parents growing up, or from authority figures. They just didn't. And most of those parents were good people, they were just busy and working, but many of those kids just didn't get that appreciation. So what does that mean? That means when you provide appreciation, when you provide love, when you provide a smile to someone, it can really make a bigger difference. Even though it doesn't show on the outside, I promise you something really important and really good is happening in the heart of the person that you're talking to. So can we say this – when you feel a conflict, when you feel angry, when you feel frustrated with someone, just remember everybody's been through things in their life. Let's go easy on each other, amen? Go easy on people. Go easy on people and people will go easy on you. Forgive people. Forgive people and you'll be forgiven. Finally, here's the last thing that I think is so obvious in being a fishers of men and being leaders and making a difference. Fish respond to bait. Everybody say bait. (AUDIENCE – bait) Can I just tell you something about myself you may not know? I don't like to eat worms. I don't like worms. I've done it before, too, on a dare. It's a long story. I don't like worms, I like ice cream. But guess what – you'd be surprised – fish don't like ice cream. Not even McConnell's or Salt n Straw. They don't like any of it. Here's what fish like – fish like (AUDIENCE – worms). They like worms. I don't like worms. But I need worms if I want to catch fish. I learned this idea from my old pastor, Willie George, who was an expert at this. When he started a youth group in Tulsa Oklahoma, he asked his teenaged kids – how do I make the most important, the best youth group ever, and the first thing they said is dad, we need a DJ. And of course his thought was, I don't like DJ's. I like rock music from the 70's. And they said dad, we need basketball courts in cages with referees, and he thought, I don't like basketball. I like football. And they said dad, we want to use really dark exotic paint. He said I don't like dark paint. I like light paint. I want the place to look big. But he listened to his kids because he knew that teenagers like worms, or gummy worms, we should say. They have their own thing they like. I still remember back then, when I was working at this Camp Dry Gulch, which was part of the church, and all the guys, they grouped guys and gals in different groups, and we were moving these railroad ties, which are these big, heavy logs to frame out these areas for potted plants. And we would kind of be sort of lazy in the hot Oklahoma, humid weather. And then a couple cute girls would come over and start working on the flowers, and all of a sudden we're like bam, bam. Everybody's working for the weekend is playing in the background, we're all getting into it. And then I heard Willie George say in his sermon, 'I realized that the boys would be lazy, but if we just got a couple of cute girls around there to work on the flowers, they'd work harder.' And I thought he got me. Now what do we realize? We realize that fish like worms. That to fish, you need bait. To have an impact, you need to think about another person's needs and desires.

## How to Communicate with Anyone

Everybody receives love in different ways. Everybody communicates differently. Everybody finds different things fun or not fun. Everybody has a work flow that's different, and everybody has a different story, different parents, different kids, different sad stories, different happy stories, different theological views, different philosophical views, different nationalities, different subcultures, different languages. We're all very different. And here's what we do in order to win people over, we find those differences, we learn them, and we celebrate and enjoy the person that sits across from us. Here's what Jesus tells us. Here's how you become the greatest person that's ever lived. You know the Bible tells us this? Here's how you can become the greatest person ever. And this is what He says – you become the greatest servant. The greatest servant. Now that's real instruction. Notice He didn't say you become a slave. I'm not saying you become a doormat or a wallflower. Hardly. I'm saying you make an impact with what works, rather than what doesn't work. Positive reinforcement works, negativity and criticism doesn't work. So here's a little bait that will work for everybody. When I used to fish out in the ocean, we used to use squid because all different kinds of fish like different kind of bait, but squid is amazing. Live squid we called candy bait because every fish loves squid. So here's some squid for you. This will work for everybody. Are you ready? Do you want to win some souls from the gospel? You want to encourage some people today? You want to make somebody's life a little bit brighter? You want to be a positive impact? You want a lot of people to show up at your funeral? You want to make a big difference? Here's what you do – you ready? Number one, become interested in people. I mean it's obvious, isn't it? Here's why – everyone's most interested in themselves. You can be different than that. Let me ask you a question. Let's say you're out with a group of friends and there's eight of you, and you take a group photo. Who's the first person you look at in the picture? Me too! I go my butt looks fat, or whatever it is everybody always says. You're the first one you look at, and everybody else can look amazing, but if you don't look good, you say let's just do one more. My eyes were closed. If you talk to a poker expert, when the cards are dealt around the table, a poker expert, you'll notice, doesn't look at their cards. Who do they look at? They look at everybody else, because what is everybody else do? The first thing everybody else does is look at their own cards. But the expert doesn't look at his own cards, he looks at everybody else' cards to see if they're going to give anything away, you see, and then he looks at his cards. See, and that's a way to do life. It doesn't mean you neglect yourself, it means that you're keenly aware of the needs and desires of people that you love and do life with. Be a good listener. Ask questions. Enjoy it. We think to ourselves, oh I'm not a very good conversationalist because I don't have anything to talk about. I haven't done very much. I don't know very much. I don't have a lot of experiences. Can I just tell you that that's not what makes a good conversationalist? When somebody says I just went to France, and you say I've been to France, too. Here's what happened when I went to France! No, no, you say tell me more about France. It's hard. Be a good listener. Ask questions. Enjoy it and just ask, literally if you're good at asking questions, you'll be the greatest conversationalist ever. You guys remember Larry King? Some of the best and most important conversations we've ever heard were from Larry King, and my guess is there's very little you can tell me about Larry King himself. Why? Because he's great at asking questions. And by the way, he enjoys it. And by the way, you can tell, he's really interested in the person that's sitting across from him. Never forget, and this is from Carnegie again, like so much that I'm talking about today, a person's headache means more to them than a famine that kills a million people. They're much more willing to spend money on aspirin than they are to send a donation. That's just how life is. And if we're to win people over, we have to understand this very tough fact about life. Tell me if you know the rest of the lyrics to this song: "If you're happy and you know it then your face will surely show it." If you're happy and you know it, then your face will surely show it. If you're happy and you know it, tell your face! In other words, smile. Can I give you a tip? I learned this from my grandpa, and he said he learned it from a super model, and to this day, I have no idea how he learned it from a super model. But apparently, smiling is in the eyes. You ever notice somebody have a smile, and you think that's an awkward smile, if you cover their mouth, it doesn't look like they're smiling, because smiling happens in the eyes. Okay? Smile to people. Smiling says I'm glad to see you. Smiling says I like being around you. Smiling is inviting. Smile. And finally, my last idea, the last bit of squid for you today, if you want to make a real big impact, can I just tell you, names are a very big deal. Carnegie again says, a person's name is the sweetest and most important sound in any language. There's real evidence that shows when you say a person's name, that in their brain, they get happier just by hearing their own name. And people love it when you talk to them and say their name. They just do. It makes you know that you're really talking to them, and it's hard to do.

## How to Communicate with Anyone

Think about it. People pay millions of dollars to put their name on a building. Imagine you made tombstones, and you spelled someone's name wrong. You spelled my grandma's name wrong! I don't think they would forgive you for that because names are important. Names are important to God, too. Sometimes He changes people's names. Peter was not originally named Peter, he was named Simon. And Paul was not originally named Paul, he was originally named Sha'ul – Saul. And Abraham, well he was originally Abram. And see God changes their name. So stop saying to yourself, I'm really bad with names. That's what everybody says – I'm really bad with names. Here's what you can do, most of us have phones. When you hear somebody's name, pull out your phone and write down their name. I have it for different places. I have gym names, I have church names, I have all these different names, and then when you see the person off a hundred feet, you think oh gosh, oh, what's their name? Church, brrrrrr, Ralph. Hey, Ralph! Some of you know my trick now. But just trust me, with you, I wasn't doing that, it's just with everybody else. The point here is, my friend, don't be like the Pharisees. Here's how the Pharisees thought they could convince people – by judging them, by pointing out their sin, by condemning them, by casting them out, by bragging about their own righteousness, right? But here's how Jesus did it, right? Jesus tells us to love our enemies; to turn the cheek; to not judge; to love other people, and He modeled that Himself. Not that we call sin good, we would never do that. Not that we would avoid conflict, not that we would be wallflowers, but we understand that positive reinforcement is the best way to make an impact. In other words, let's see people the way God sees them. Let's not see it through our own eyes, let's see it through the eyes of love. The Bible says that God is love, and that if we love people and ask for anything, we'll get it. Isn't that great thing? So here's how we can love people – you can do the things I just said, and life will go better for you. Last thing – there's no reason you have to live life in conflict with God. Some of you here, you have nice ideas about God, maybe you call yourself a Christian, or you like Christianity but you're not one, be at peace with God today. You don't have to, I think, stand up and do a lot. You can simply make a decision to become a disciple of Jesus. Today's a great day to become a disciple. You can be at peace with God because Jesus Christ's life was laid down on the cross for you. It's already been done. It's already been taken care of. But you have to receive that gift. You have to invite Christ in your heart. And I want to encourage you to do that this morning. To trust in Jesus Christ, and you will be saved. If you do that now, I just want you to even in your own way invite the Lord into your heart, and you'll be saved. If you make that decision, text me the word HOPE to the number on the screen, and we will pray for you. We thank you, Lord, you are good, good, good to us. We choose today to forgive people. We choose today to do it your way, not our way. We know that there is sin and evil in the world, but we know that there's a way to defeat it, and we do it your way. We overcome evil with good. We thank you, Lord and we love you, it's in Jesus' name we pray, all God's people said, amen.

### BENEDICTION – Bobby Schuller

And now the Lord bless you and keep you. The Lord make His face to shine upon you and be gracious unto you. The Lord lift His countenance upon you and give you His peace in the name of the Father, and of the Son, and of the Holy Spirit, amen.