

had no leadership ability, no push, no drive, nothing!—I can't even remember them.

18. VSs aren't little people who are always goodie goodie & never do anything & even think themselves better than other people & have been in the Family many years. Just because they've been in the Family so long doesn't necessarily mean they're outstanding material.

19. We've probably got people in the Family who have only been with us a few months that have got more talent, drive, personality, ability, leadership & everything else than some of the people we've had sitting around like bumps on a log for ten years! Let me tell you, talent needs no seniority. I mean, there's no seniority to talent—or I should say lack of talent has no seniority!

20. What does the Family expect when they hear a Visiting Servant is coming? (Maria: Inspiration, fellowship, example...) What would you think? What would go through your mind? (Maria: I'd think, "Oh, I'm going to have somebody to show me how I'm supposed to live & how I'm supposed to do things.") Exactly! "Oh, these must be special people, they must be examples of the Family. They must be outstanding! They must be the top people of the Area!

21. "They must be people who are to be my examples, after whom I'm to pattern my life & I'm to look upon as someone to follow & someone to be like & to act like & speak like & witness like & train my children like & do housework like. These must be the most outstanding people in this whole area, to be Visiting Servants!" I'm just telling what I'd expect if I was one of our poor little families struggling along.

22. I'd think, "Well, thank God, here comes some help to see what I'm supposed to be doing & looking like & acting like & preaching like & training my kids like & doing my housework like!" I mean, a VS mother should be able to pitch in & help with the cooking, washing dishes, keeping house, & training the children, to show them how to do it if necessary! That's the clinical method!

23. This was the outstanding thing about Fred's Soul Clinic!: It was to teach witnessing, not just with classes & not just with pious platitudes & sermons, but to get out & take you

out witnessing & show you how to do it! That was the whole idea of the Soul Clinic method, & we're still practicing it. And if the VSs can't practice it, if they are not shining leading examples, I mean shining, they shouldn't be VSs!: "Let your light so shine before men that they may see your good works & glorify your Father which is in Heaven!"—Mt.5:16.

24. When you're in a VS kind of business you can hardly afford an off-day or an off-night either! I was in evangelistic work all my life with my Mother & Grandfather before me & I know!

25. You've got to be performers! You've got to be able to turn it on! Whether you feel like it or not, the show must go on! Just like the circus or the movies or acting or whatever it is—you have got to be an enthusiastic, driving, shining example!—Whether you feel like turning it on or not, you've got to turn it on anyway!

26. What would you expect? You'd expect them to be the greatest people in the area, the most shining examples, the ones who have done the best & know how to raise their kids & keep their house & live by faith & train their children & perform in public, & let's face it!: Our business is witnessing, & to witness you have got to turn it on & to shine a light, & you've got to do it before others in public.

27. Even if it's only one person, you've got an audience & you've got to put on the act & you'd better make it good or you're not going to make much of an impression! People judge you by what they see & hear, & they haven't got a lifetime to live with you to find out. They can't see how you live at home. In most of my life & my Mother's & my Grandfather's they only had about a week or two to make an impact on people that would last them all year, & in fact if you didn't make an impact on the first night, there wouldn't be anybody there the next night!

28. You had to sock it to them every night & make an impression & an impact & wake them up out of their lethargy & their dead sleep like most church people are in—and probably a lot of our families who've gotten separated & back in the System, back at jobs & back in the same old rut & routine again. They're going to sleep again, dead again, just like the churches, & you've got to come there like a bomb, like an atom bomb & blow things